



PROCUREMENT TECHNICAL ASSISTANCE CENTER

## Government Contracting 101

*What does it take to become a successful government contractor?*

There are services and resources available to small businesses pursuing the government market. If your company has been considering the field of government contracting, this **FREE** class will give you the insight you need.

Do you know the federal government purchases more than **\$518 billion of goods and services a year**, and the State of Michigan utilizes over **950 multi-year contracts** worth billions of dollars? Find out what it takes to sell your goods and services to the federal, state, and local governments.

In addition, learn about the services and continuous support the Procurement Technical Assistance Center (PTAC) has available to help your company with the contracting process.

**Grayling February 12, 2020**

### **Location:**

Michigan Works! Grayling Office  
4595 Salling Drive  
Grayling, MI 49738

*If the location/date does not fit your schedule, one-on-one sessions are provided to you at your nearest location.*

### **Class:**

10 a.m. to 12 p.m.  
Class starts promptly at 10 a.m.  
Please arrive a few minutes early to sign in.

Who should attend this class?

Management and key staff who will support and be involved in your day-to-day government contracting process.

PTAC provides **FREE** assistance to businesses that are interested in doing business with federal, state, and local government agencies.

The Northeast Michigan Consortium PTAC works with businesses located in the following counties: Alcona, Alpena, Cheboygan, Crawford, Iosco, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle, and Roscommon counties.

To *register*, contact:  
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PTAC Counselor  
(989) 733-8540  
20709 State Street  
Onaway, MI 49765  
ptac@nemcworks.org

**REGISTER EARLY!**  
There is no charge for this class, but registration is required.

[Click Here](#) to Register Online

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