



How To Become A Government Contractor

What does it take to become a successful government contractor? What services and resources are available to a small business 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. Did 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 government and the State of Michigan. **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.**

2016 / 2017 Dates

Choose the date that fits your schedule. *(Dates, times and location are subject to change.)*

2016
February 10 - Onaway
April 13- Alpena
June 15 - Oscoda
August 10 - Grayling
October 12 - Mio
December 14 - Cheboygan
2017
February 8 - Onaway

Class: 10:00 a.m. – 12:00 noon

Class starts promptly at 10:00 a.m. Please arrive a few minutes

To register, contact:

Tammy Moore
PTAC Procurement Counselor
989-733-8540

Site details will be provided when you call to register.

This class will cover these topics and more:

Federal Government Contracting:

- Classifying your product / service through NAICS, PSC's, FSC's
- Getting registered: SAM, DSBS, HUBZone
- Small Business Programs: Set-asides, Veteran Owned, Women Owned, etc.
- PTAC assistance with finding bidding opportunities
- Types of solicitations
- Marketing strategies
- The bid process
- ...and more!

REGISTER EARLY!

*There is no charge for this class, but **REGISTRATION IS REQUIRED!!***

State of Michigan Contracting:

- What products and services does the State of Michigan buy?
- Vendor registration
- PTAC assistance with finding bidding opportunities
- Plan and research for State bidding opportunities
- Marketing your product or service
- Review Current Contract List / Upcoming Project List

Who should attend this class? Management and the key player(s) who will support and be involved in your day-to-day government contracting process.

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