



How to Become a Government Contractor

Federal Government Contracting 101 / State of Michigan Contracting 101

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** seminar 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 has a diverse portfolio valued at more than \$23 billion? 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.

Federal Government Contracting 101

- Classifying your Product or Service (NAICS, SIC Codes, PSC/FSCs)
- Getting Registered: CCR and Dynamic Small Business Search
- Small Business Programs: Set-asides, Small Business, Small Disadvantaged Business, 8(a), Veteran Owned, etc.
- Finding Opportunities
- Types of Solicitations
- Marketing Strategies: Finding Opportunities, Subcontracting
- Laws and Regulations
- The Bid Process and Debriefing

State of Michigan Contracting 101

- What Products and Services does the State of Michigan buy?
- Vendor Registration
- Obtaining Bidding Information
- Planning and Researching for State Procurement Opportunities
- Marketing Your Product or Service
- Freedom of Information Act (FOIA)

Who Should Attend: Management and key player(s) who will support and facilitate government contracting within your company.

Government Contracting 101 classes are offered on a monthly basis in Onaway.

Northeast Michigan Consortium, 20709 State Street, Onaway, MI 49765
Seminar: 10:00 am - 12:00 pm, to register contact Tammy Moore at 989-733-8540.

January 13, 2010	February 10, 2010
March 11, 2010	April 7, 2010

A variety of advanced government contracting classes are also offered in Boyne City:

Northern Lakes Economic Alliance, 1313 Boyne Avenue, Boyne City, MI 49712
Seminar: 9:00 am - 12:00 pm, to register contact Sara Christensen at 231-582-6482.

February 2, 2010	April 6, 2010
May 4, 2010	June 1, 2010

The seminars are free of charge, however **reservations are required!!**