

2018 Procurement Webinar Series

A partnership of:



Monthly Webinar Login Instructions

The following series of webinars is hosted in partnership with the Minnesota, North Dakota and South Dakota PTACs.

**Webinars typically take place the first Tuesday of every month
From 9 – 10 a.m. Central Time**

Please join from any PC, Mac, Linux, iOS or Android. Pre-registration recommended: <https://und.zoom.us/j/115541475>

If you prefer to use phone for audio:

US (Long distance) +1(669)900-6833 or +1(646)558-8656

Meeting ID: 115-541-475

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October 2 – Capability Statements for the Government Marketplace

Pat Dotter, MN Department of Administration Procurement Technical Assistance Center (PTAC)

This session will provide samples and evaluation checklists to assist you in making a statement in your marketing efforts with Capability Statements being the focus. Learn the key components, review good and bad examples, and make your business attractive to the government. You will receive all of the necessary tools and tips to create a great first impression!

November 6 – Doing Business with the Veterans Health Administration (VHA) and Veteran Verification (Certification)

David Diercks, Department of Veterans Affairs and Mark Cooper, MN Department of Administration Procurement Technical Assistance Center (PTAC)

This workshop is an introduction to doing business with the Veterans Health Administration NCO 23. Learn how the VA buys, what they buy and how you can participate. Learn how your business can support the mission of the VA.

The Veterans Health Administration has a Veterans First Contracting Program to qualify Service Disabled Veteran and Veteran Owned Small Businesses. To qualify firms must be verified through the Center for Verification and Evaluation (CVE). This session will give a brief overview of the application and review process.

December 4 – Knowing When to Prime, When to Sub and When to form a Joint Venture

Shirley Collier, Founder and President, Scale2Market, LLC

This advanced topic is for companies already doing business with the federal government but that wish to grow in the federal marketplace. This workshop will cover how to conduct market research to understand the acquisition ecosystems around specific upcoming opportunities, the pros and cons of different types of teaming arrangements and the new SBA rules that are encouraging more joint ventures.