

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

SBA Co-sponsorship #18-0875-09. SBA's participation is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.

June 5 – Preparing a Winning Proposal

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

Proposal development is critical for the success of a government contractor. This workshop will help attendees learn the different types of proposals, how to review the requirements and the keys to developing, organizing and writing a winning proposal!

July 10 – Legislative Update – Changes Effecting Government Contracting

Tim Connelly, Tim Connelly Law PLLC

Government contracting laws and regulations are always changing. Key developments covered in this session include SBA's All Small Mentor-Protégé program which is now open to all businesses; updates to the FAR that change rules and regulations; and an overview of recent bid protest decisions and FAR provisions of interest to small business government Contractors.

August 7 – Doing Business with the States of Minnesota, North and South Dakota

Aaron Anderson – MN; Christy Schafer – ND and Steve Berg -- SD

This webinar will provide an overview and details about contracting with the states of Minnesota, North and South Dakota. Topics to be covered include an overview of each state's purchasing practices, where the dollars come from, how the dollars can be spent, how to get registered as a vendor, where to find business opportunities, what the states expect of its contractors and how the states are different.