

SAVE THE DATE
2020

GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

September 1 – Managing Cash Flow Across Contracts/Projects

9 – 10 a.m. Central Time

Presenter: Matt Magness, West Central MN SBDC

Government agencies pay for goods and services after they are received and approved as acceptable. This means when working in the government marketplace, a vendor – new or old – must be able to manage their cash flow. Learn how timing and terms apply when invoicing the government. Agencies do business with solvent vendors; can you manage your cash flow? Can you provide a positive cash flow position when applying for or maintaining a GSA schedule? Gather some key cash management tips to prepare and thrive when pursuing business with the government.

Registration: https://und.zoom.us/webinar/register/WN_KVPiIBNfTtmOWqLGE7UBzQ

October 6 – Cybersecurity

9 – 10 a.m. Central Time

Presenter: Brad Fischer, SD Manufacturing & Technology Solutions

The Basics of the Cybersecurity Maturity Model Certification (CMMC): Brad Fischer of the South Dakota Manufacturing & Technology Solutions will provide information about how the CMMC will impact businesses who work with the Department of Defense.

Registration: <https://usd.zoom.us/meeting/register/v5AoceuqzmvOt9KcQiOaltJJ1uOegJmiQ>

This webinar series is hosted in partnership with the Minnesota, North Dakota and South Dakota Small Business Administration (SBA) and the Procurement Technical Assistance Centers (PTAC).



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November 3 – Doing Business with the VA & Veteran Verification

9 – 10 a.m. Central Time

Presenter: David Dierks, Dept. of Veterans Affairs; Mark Cooper, MN PTAC; Wendy Klug, VBOC of the Dakotas

Learn how the VA buys, what they buy and how you can participate. The Veterans Health Administration has a Veterans First Contracting Program to qualify Service Disabled Veteran and Veteran Owned Small Businesses must be verified through the Center for Verification and Evaluation (CVE) this session will give a brief overview of the application and review process.

Registration: https://und.zoom.us/webinar/register/WN_B22-1KlmSwGKTsJ_M1N63g

December 1 – The Small Business Innovation Research (SBIR) & State Technology Transfer (STTR) Programs

9 – 10 a.m. Central Time

Presenter: Gary Archambault, Program Director – SD SBIR

The Small Business Innovation Research (SBIR) and the State Technology Transfer (STTR) programs are mandated by Congress and reserve \$3B annually for small businesses to develop innovative new products and processes. Each year, 6,000 companies win grants or contracts from one of the eleven participating federal agencies to advance solutions to identified problems into innovative products. This webinar will acquaint you with the programs, their goals, and how to become involved.

Registration: https://usd.zoom.us/meeting/register/vJllcOqvrj0uvqJ0Vmn1QmM397gL4E_PuQ
