

# GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

SAVE THE DATE

2021

## July 13 – Understanding the General Services Administration (GSA) Schedules Program 9 – 10 a.m. Central Time

*Presenter: Eric Rettig, GSA Small Business Technical Adviser*

GSA “Schedules” are long-term contracts between government and commercial supplier’s aka vendors (such as yourselves), who provide GSA’s federal buyers (and in some cases, state, and local governments) with access to millions of commercial products and services at volume discount pricing. The GSA Multiple Award Schedules (MAS) Program represents approximately 21 percent of overall Federal procurement spending, resulting in approximately \$50 billion per year. Approximately 80 percent of Schedule suppliers are small businesses. Holding a Schedule contract can transform your business, but it does require effort and commitment, especially a marketing plan, to be successful.

**Registration:** [https://und.zoom.us/webinar/register/WN\\_oFH1nLiBRZOoK9Ksm6RX1Q](https://und.zoom.us/webinar/register/WN_oFH1nLiBRZOoK9Ksm6RX1Q)

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## August 3 – Getting Comfortable with beta.SAM.gov 9 – 10 a.m. Central Time

*Presenter: Pat Dotter – MN PTAC*

Join us for this training session to get an update on the newest changes to beta.SAM.gov, including:

- the correct way to login;
- how to search, save searches, and follow a specific solicitation;
- becoming familiar with the tools in your work station;
- how to find and get onto the IVL (interested vendors list); and
- any other questions you may have.

**Registration:** <https://www.eventbrite.com/e/getting-comfortable-with-betasamgov-tickets-159702952831>

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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).



*SBA Co-sponsorship #19-0875-85. 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.*

## September 14 – Doing Business with the States of MN, ND, SD

9 – 10 a.m. Central Time

*Presenters: Aaron Anderson, MN; Sherry Neas and Jaimie Bostyan, ND; Steve Berg, SD*

This workshop 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, and what the state expects of its contractors.

**Registration:** [https://und.zoom.us/webinar/register/WN\\_7OujPr0Sf2-N1-gv7r7Vg](https://und.zoom.us/webinar/register/WN_7OujPr0Sf2-N1-gv7r7Vg)

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## October 5 – Cybersecurity Maturity Model Certification (CMMC), A Legal Overview

9 – 10 a.m. Central Time

*Presenter: Vince Reiter, Eckland and Blando LLP*

The rules for cybersecurity in defense contracts have changed. In this presentation, participants will receive an overview of the CMMC and the steps they need to take now for achieving certification. This topic is critical for all existing or aspiring prime and subcontractors doing business with the Department of Defense.

**Registration:** <https://www.eventbrite.com/e/cybersecurity-maturity-model-certification-cmmcwebinar-a-legal-overview-tickets-160077501115>