

**SAVE THE DATE**  
**2021**

# GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

## April 6 – Doing Business with the U.S. Department of Health and Human Services (HHS) 9 – 10 a.m. Central Time

*Presenter: Wayne Berry, Small Business Specialist, HHS Office of Small and Disadvantaged Business Utilization (OSDBU)*

The mission of the Department of Health and Human Services (HHS) is to enhance the health and well-being of all Americans by providing effective health and human services and fostering sound, sustained advances in the sciences underlying medicine, public health, and social services. Learn more about this agency, what HHS buys, how they buy and how you can become a supplier to HHS.

**Registration:** [https://usd.zoom.us/meeting/register/tJcpcf-2hpjkiHtB\\_yonhmqBs0n58wzxUfQ0K](https://usd.zoom.us/meeting/register/tJcpcf-2hpjkiHtB_yonhmqBs0n58wzxUfQ0K)

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## May 4 – SBA Federal Certifications 9 – 10 a.m. Central Time

*Presenter: Shaun McClary, Business Opportunity Specialist, SBA*

Some small business groups require formal certifications to receive the benefits of their specific small business program for purpose of federal procurement. Some groups merely self-represent their business status when completing the solicitation representations and certification clauses. Learn about federal certifications you may be eligible for. SBA will cover the 8(a) Business Development Program; Small Disadvantaged Business (SDB); Woman Owned Small Business (WOSB) and Economically Disadvantaged Woman Owned Small Business (EDWOSB) and the HUBZone certifications. You will learn about the certifications and how PTAC can help you with your application.

**Registration:** [https://und.zoom.us/webinar/register/WN\\_T\\_zsBpFdQUe343p5E\\_5t4g](https://und.zoom.us/webinar/register/WN_T_zsBpFdQUe343p5E_5t4g)

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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.*

## June 8 – I Came, ITAR, I Conquered – The Crucial Information Military Contractors Need to Know about the Rules on Exporting Arms

9 – 10 a.m. Central Time

*Presenter: Robby Dube, Eckland & Blando*

Small business owners doing work with the U.S. Government might assume that something like an international arms control regime wouldn't apply to them, but this assumption could leave them open to considerable risk. This presentation will teach the basics of the International Trafficking in Arms Regulations (what it is, what types of business it can apply too, and what the penalties can be for violating it). It will also guide businesses through basic steps that can be taken to ensure they meet their obligations under ITAR, including developing an internal compliance program. Finally, the presentation will show businesses what to do if they have or think they have violated ITAR.

**Registration:** <https://usd.zoom.us/meeting/register/tJMpdu6vqD4rHNQa8nwhVZEK8lx8sEccKqpE>

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## 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\\_oFH1nLiBRZOpK9Ksm6RX1Q](https://und.zoom.us/webinar/register/WN_oFH1nLiBRZOpK9Ksm6RX1Q)

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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:** *Coming soon*

