

GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

SAVE THE DATE

2022

June 7 – What, Why and How of Capability Statements

9 – 10 a.m. Central Time

Be prepared to present your company in a professional and concise manner, all on one page. Learn key information that customers need from potential vendors. Understand how and why a capability statement should be used with government agencies.

Registration: <https://www.eventbrite.com/e/what-why-and-how-of-capabilities-statements-tickets-253127219327>

July 12 – General Services Administration (GSA) – Understanding the GSA Schedules Program

9 – 10 a.m. Central Time

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://www.eventbrite.com/e/general-services-administration-gsa-understanding-gsa-schedules-tickets-320966919697>

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.

August 2 – Effective Proposal Writing

9 – 10 a.m. Central Time

So, you have found an opportunity, now what? The "how do I write a proposal" questions will be answered! Your response to a solicitation and how well you understand what is being requested can be the make or break point in your government contracting endeavors. Let's talk about how to make you SUCCESSFUL!

Registration: *Coming Soon*

September 13 – Doing Business with the States of MN, ND, SD

9 – 10 a.m. Central Time

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://www.eventbrite.com/e/doing-business-with-the-states-of-mn-nd-sd-tickets-328998853427>

October 4 – Cybersecurity

9 – 10 a.m. Central Time

Coming Soon

November 1 – Doing Business with the VA and Veteran Verification

9 – 10 a.m. Central Time

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 must be verified through the Center for Verification and Evaluation (CVE) this session will give a brief overview of the application and review process. Learn about the Veteran's Business Outreach Center (VBOC). This program is a one-stop-shop for service members, veterans and military spouses looking to start, purchase, or grow a business.

Registration: *Coming Soon*
