

# 2019 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 Small Business Administration (SBA) and the Procurement Technical Assistance Centers (PTAC).

**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**

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## October 1 -- Understand Teaming Agreements, Joint Ventures and Mentor Protégé Program Requirements

*Tim Connelly, Tim Connelly Law PLLC*

Federal agencies often purchase complex goods and services, including construction services. The Federal Acquisition Regulation recognizes and encourages the use of contractor teaming arrangements to satisfy these requirements. A teaming arrangement may take the form of a prime contractor-subcontractor relationship or a joint venture. Small businesses of all kinds can benefit from the use of teaming arrangements because they let you leverage the capabilities of large businesses in performing set-aside contracts. Recent changes to the SBA all small mentor-protégé program make it possible to form a joint venture with a large business to compete for, win and perform small business set-aside contracts. The rules governing teaming arrangements can be complicated and it is important to have the required documents in order when you submit an offer. Experienced government contract lawyer Tim Connelly will provide an overview of the opportunities teaming arrangements present to your business, including tips for successful relationships and contract proposals.

## November 5 -- Doing Business with the VA, Veterans Verification, the Veteran Business Outreach Center and Veteran Institute for Procurement

*David Dierks, VA; Mark Cooper, MN PTAC; Wendy Klug, VBOC and Barbara Ash, National Director, VIP*

This workshop is an introduction to doing business with the Veterans Health Administration NCO 23. 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.

The National Center for Veteran Institute for Procurement (VIP) is a veteran entrepreneurship program that specifically addresses federal procurement. VIP offers three (3) accelerator- in-residence educational training programs that cover over 20 topics such as contracting, teaming agreements, human resources, accounting, finance, program controls and business development.