

# 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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## June 4 – Commercial Item Contracting: A Simpler Way to Do Business with the Government

*Mark Blando, Eckland and Blando*

Over twenty years ago, the Federal Acquisition Streamlining Act (FASA) was passed, ushering in what promised to be an easier way to do business with the federal government. A core focus of FASA was the commercial item regime, which encouraged agencies to obtain commercial products to meet their needs whenever possible. This session will look back at the much-ridiculed specification-driven regime and the resulting call for reform that led to the passage of FASA. Then, learn about the current regulations governing the acquisition of commercial items, including the multi-part definition of “commercial item,” and gain a clear delineation of which contract clauses are applicable and inapplicable to “commercial items” and “commercially available off-the-shelf items.” Explore other key aspects of commercial item contracting, including the solicitation process, use of past performance information, subcontracting issues, and the progress that has been made over the twenty years since FASA.

## July 16 – GSA Schedule: Is it Right for You?

*Michelle Leshe, General Services Administration, Office of Small Business Utilization for Region 8*

In this webinar participants will be equipped with the tools to determine if submitting a proposal for a GSA Federal Supply Schedule is a step their company should take. An overview of the schedules and process will be provided.