

**News Release**  
**FOR IMMEDIATE RELEASE**  
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## **Class for Businesses Interested in Responding to Federal Government Solicitations**

PETOSKEY, MI — Businesses can learn about Responding to Federal Government Solicitations at a class December 11 in Petoskey. The class will run from 9:00 a.m. to 12:00 p.m. in room 536 of the Student Community Resource Building at North Central Michigan College (NCMC). The class is part of the “Doing Business with the Government Series,” and is being offered by the Northwest Michigan Procurement Technical Assistance Center (PTAC) in partnership with NCMC.

In the class businesses will look at what factors they should consider before bidding, how the government evaluates offers, tips for responding to a request for proposal (RFP), and more. There is no charge to attend the class, but seating is limited and pre-registration is required at: [networksnorthwest.org/ptactraining](http://networksnorthwest.org/ptactraining). For more information about the class contact Deb Donovan at: [ddonovan@networksnorthwest.org](mailto:ddonovan@networksnorthwest.org) or 231-929-5076.

More information and a schedule of other classes offered by the PTAC available at: [networksnorthwest.org/ptactraining](http://networksnorthwest.org/ptactraining).

The Northwest Michigan PTAC is a non-profit organization that provides assistance (normally at no cost) to companies in northwest Lower Michigan and the Upper Peninsula interested in doing business with state and federal government agencies. For more information about services provided by the PTAC go to: [networksnorthwest.org/ptac](http://networksnorthwest.org/ptac). The Northwest Michigan PTAC is a program of Networks Northwest.

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NOTE to Media: Images are oftentimes available upon request by e-mailing Tom White at [tomwhite@networksnorthwest.org](mailto:tomwhite@networksnorthwest.org) and stating preferences for resolution (300 dpi?), file format (.tif? .jpg?) and file size (1MB or less?). Or, phone (231) 929-5044. Check our online Media Room at: [networksnorthwest.org/media](http://networksnorthwest.org/media)

Founded in 1974, Networks Northwest facilitates and manages various programs and services for the 10 county region. These programs include Northwest Michigan Works, Small Business Development Center, Procurement Technical Assistance Center, various business services, and many different regional planning initiatives in response to our communities' requests and needs. You will see the broad spectrum of workforce, business and community services Networks Northwest offers if you visit our web site, [networksnorthwest.org](http://networksnorthwest.org)

Networks Northwest's member counties are: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford.