

Government Contracting Classes in Hancock, MI



Hosted by:



Where:
Michigan Works!
110 East Quincy St.
Hancock, MI

REGISTER EARLY!
There is no charge for these classes, but space is limited.

Questions?

Contact:
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(906)789-0558 x1311

Supported by:



September 22 - Selling to Uncle Sam-Understanding the Government Marketplace – This class offers potential and existing government vendors a detailed understanding of the government marketplace and players, how this market differs from the standard commercial sector, and tips on selling your products/services to Uncle Sam. It concentrates on navigating government websites, registrations, and small business programs. Additionally, it answers what services and resources are available to a small business pursuing the government market? If your company has been considering diversifying into government contracting, this class will give you the insight you need.

To register: <http://goo.gl/tkcQSs>

October 19 - Responding to Federal Government Opportunities – Once you've found a government opportunity that you might want to bid on....What's next? What factors should I consider before bidding? How does the government evaluate offers? Where do I go for help? This class will help you find the answers to these questions and more. Topics covered are: Accepting Government Charge Cards; Government Purchase Orders; DLA Internet Bid Board System (DIBBS); Uniform Contract Format Review; Understanding a Solicitation; Responding to a Request for Proposal (RFP). To register: <http://goo.gl/uOxtU9>

November 3 - Introduction to the Federal Acquisition Regulations (FAR) Part 1– This is the first of a 2 part class on the Federal Government's rulebook for purchasing goods and services. This seminar is designed to answer: What is the FAR? What is its purpose? Where do I find the FAR? What are the different parts of the FAR? How does the FAR affect how the government will buy from me?

To register: <http://goo.gl/FJAXVX>

December 1 - Federal Acquisition Regulations (FAR), Understanding the Basics Part 2– This is the 2nd class on the Federal Government's rulebook for purchasing goods and services. This seminar picks up where Part 1 left off with a FAR overview recap. It also covers navigating the FAR, explaining how the FAR applies to you, and using the FAR to your advantage. To register: <http://goo.gl/Xjz2nS>

All classes are 9:00–11:30am Eastern Time.
Check-in is 8:30–9:00am.