



# Responding to Federal Government Opportunities

## WHEN:

November 8, 2017  
9:00 am - 11:00 am  
(Check-in is 8:30—9:00am)

## WHERE:

Smartzone  
2345 Meridian St.  
Sault Ste. Marie, MI  
(906)635-9131

- Is your business looking to expand?
- Have you considered selling to the government?
- Are you currently selling to the government but only to one or two agencies?
- Are you missing an opportunity to diversify your customer base?

The federal government market is worth nearly \$100 billion in sales to small businesses each year, but selling to the government is very different than selling to the commercial sector.

Once you've found a government opportunity 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).

## Other classes at this location:

- September 13, Selling to Uncle Sam, Understanding the Government Marketplace
- October 18, Marketing Your Business to the Government
- December 6, Federal Acquisition Regulations, Understanding the Basics

## Questions:

Contact Don Makowski at (906)789-0558, ext. 1311 or [don.makowski@networksnorthwest.org](mailto:don.makowski@networksnorthwest.org)

## Presented by:



**SIGN UP HERE**

Learn More about the PTAC