



Responding to Government Opportunities

A seminar presented by the NW Michigan PTAC (Procurement Technical Assistance Center)

WHEN:

July 11, 2019 10:00 am - 12:00 pm

WHERE:

Networks Northwest Conference Room #2
(2nd floor Plante Moran Building)
600 E. Front Street, Traverse City MI

[Register Here](#)

No cost to attend. Pre-registration is required.

You're getting your daily bid notices and opportunities are showing up in your mailbox, but what next?

This seminar will provide instruction on reviewing and responding to a typical federal solicitation. We will cover how to read a solicitation, how to respond depending on the type of opportunity, how the government evaluates offers, what to consider for the bid/no-bid decision and tips to help you prepare a winning offer.

Attendees will receive a *Solicitation Review Process* guidebook and a sample *Compliance Matrix Checklist*.

More Training for Gov't Contractors

www.networksnorthwest.org/news-events/events/

This Training Will Cover

- The Uniform Contract Format
- Reviewing and understanding a Solicitation
- Responding to a Request for Information (RFI) or Sources Sought
- Responding to a Request for Quote (RFQ)
- Responding to a Request for Proposal (RFQ)
- Creating a "responsive" proposal
- Getting help from your PTAC

And more....

Questions?

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The Northwest Michigan PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency and in part by the Michigan Economic Development Corporation.

PTACs provide government contracting assistance to business in Michigan free of charge. We do one-on-one business counseling in all aspects of selling to federal, state and local governments; help register to compete for government contracts; and training and B2B/B2G networking events.

[Learn More about the PTAC](#)