



Responding to Government Opportunities

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

WHEN:

February 12, 2019 10:00 am - 12:00 pm

WHERE:

Networks Northwest Conference Room #3
(2nd floor Plante Moran Building)
600 E. Front Street, Traverse City MI

[Register Here](#)

No cost to attend. Pre-registration is required.

- You've found a government opportunity to bid on - what next?
- What factors should you consider before bidding?
- How does the government evaluate offers?
- What makes a winning proposal?
- Where do I go for help?

This seminar will provide guidance on reviewing and responding to a typical federal solicitation. Attendees will receive a *Solicitation Review Process* guidebook and a sample *Compliance Matrix Checklist*.

Seminar topics will include

- Micro purchases/Credit Card
- The Uniform Contract Format
- Types of Solicitations
- Breaking down the solicitation number
- Tips for creating a "responsive" proposal

More Training for Gov't Contractors

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

- *Marketing your Business to the Gov't*, Mar 7, 2019, 10:00am - 12:00pm
- *Basics of the Federal Acquisition Regulation*, Apr 9, 2019, 10:00am - 12:00pm
- Webinar: *Doing Business with the State of Michigan*, TBD
- Webinar: *Overview of the SBA Small Business Contracting Programs*, TBD

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](#)