



Winning Federal Contracts for Your Business

FREE
WORKSHOP
SERIES

GOVERNMENT BUYERS ARE LOOKING FOR WHAT YOU HAVE ... quality products and services at competitive prices. There are billions of dollars in contracting opportunities with the U.S. Army, Navy, Air Force, Defense Logistics Agency, Veteran's Administration, and other federal, state and local agencies. With help from NBDC and SBA counselors, it could be your company that takes advantage of these lucrative opportunities.

FIVE STEPS TO SUCCESS

Instructors from NBDC's procurement technical assistance program and the Small Business Administration will cover the contracting process in depth, focusing on one step each month. Each workshop will feature a guest speaker. After the last workshop, the full series will be repeated. At the end of these five workshops, your business should be fully engaged in government contracting competition. (You may also take any individual workshop from the series.)

Government Markets

April 8

An overview of government markets including town, city, county, state and federal contracting agencies **Guest speaker:** Joan Scheel, business program specialist, USDA Nebraska Rural Development

Registering Your Company

May 13

How to take the first steps to register your company with government agencies. **Guest speaker:** Vince Mejer, purchasing agent, City of Lincoln, Lancaster County

Finding Bidding Opportunities

June 10

How to locate bidding opportunities from government agencies. **Guest speaker:** Todd Dlouhy, buyer III, State of Nebraska Purchasing

The Successful Proposal

July 15

How to prepare the successful proposal including Capability Statements, RFQ, IFB and RFPs. **Guest speaker:** Randall Hansen, contract specialist/buyer, Nebraska National Guard

Winning the Contract

August 12

Strategies for winning the contract. **Guest speaker:** Gary Kraft, C.P.M., director of purchasing, University of Nebraska

All five workshops are FREE, but you must register in advance.

SEATING IS LIMITED. To reserve your place you must register before day of class. (You may take any individual workshop from the series.)

REGISTER ONLINE AT

ptac.unomaha.edu/events.cfm

WORKSHOP TIME

8:30–10:30 am

IN LINCOLN, NEBRASKA

Southeast Community College,
Entrepreneurship Center
285 South 68th Street Place
Room 211

Lincoln, NE 68510

For map go to:

www.southeast.edu/discover/entrepreneur.asp

Instructors: Kate Carlin, NBDC procurement technical assistance counselor; Kathleen Piper, SBA deputy director



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NEBRASKA BUSINESS
DEVELOPMENT CENTER

U.S. Small Business Administration
SBA
Your Small Business Resource