

“Introduction to Government Contracting” Seminar

Sponsored by the U.S. Small Business Administration



The following topics will be covered:

- ◆ How to Bid on Government Contracts
- ◆ The Procurement Process
- ◆ Bidder Application forms
- ◆ Computerized Bid Matching
- ◆ Government vs. Commercial Contracting
- ◆ Sealed Bid Process (IFB)
- ◆ Negotiated Procurement Process (RFP)
- ◆ Common Problems
- ◆ Selling to the State of California and local government agencies
- ◆ Electronic Commerce/EDI
- ◆ CCR Registration
- ◆ Government Resources on the Web
- ◆ Forecasts of Bidding Opportunities
- ◆ Federal Rules and Regulations
- ◆ NAICS Codes, Cage Codes, DUNS Numbers
- ◆ SBA's PRO-Net
- ◆ State of California Procurement on the Web
- ◆ Sub-contracting with Prime Contractors
- ◆ SBA's 8(a) Program
- ◆ HUBZone Empowerment Contracting Program
- ◆ Ten Steps to Take to Get Started

The Government purchases millions of dollars worth of products and services from the Private sector. Small businesses often lack the in-house capabilities to actively pursue government contracting opportunities or you just don't know where to start. This workshop will help you decide if this market is one your business should be pursuing and how to compete effectively for your share of the government's business. You will learn 10 Steps you need to take now.

Speaker:

Jane McGinnis, Director
Procurement Technical Assistance Center
Merced County Action Business Center
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Atwater, CA 95301
(209) 385-7686
Web Site: www.abc.merced.ca.us

Dates for 2004:

The seminar will be held on the following Thursdays:

July 29
August 26
September 16
October 28
December 9

Location of Semina r:

U.S. Small Business Administration
2719 N. Air Fresno Drive, Suite 200
Fresno, CA 93727
(map on reverse side)

Time:

Registration: 8:45 a. m. – 9:00 a. m.
Seminar: 9:00 a.m. – 12:00 p. m.

Fee:

No Cost

Reservation Required:

Call William Hori at (559) 487-5791 ext. 100

Reasonable accommodations will be made for handicapped individuals if requested at least ten (10) working days in advance of the program date.

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