Navigating the Maze of Government Contracting
Fall 2018

Interested in expanding your small business into new markets and need guidance on how to navigate the maze of governmental contracting? Attend these workshops to learn how!

See course details on the back.

Call: (847) 543-2033
Email: illinoisSBDC@clcillinois.edu
Visit: www.clcillinois.edu/sbdc-itc
Navigating the Maze of Government Contracting

Fall 2018

Attend these workshops to understand federal contracting rules and expectations and learn how to compete in the government-contracting marketplace!

All sessions held at College of Lake County, Southlake Campus | Vernon Hills, 9 a.m. to 12 p.m.
Cost: FREE

According to the Small Business Administration, the federal government buys nearly $100 billion worth of goods and services from small businesses each year! U.S. federal government contracts represent a tremendous sales and revenue opportunity for small businesses because the U.S. Government is the world's largest customer, buys all types of products and services in both large and small quantities and is required by law to provide opportunities for small businesses. Selling to the government requires a very different approach than selling to the private sector. Attend an individual class or all three and learn how to compete in the government-contracting marketplace!

GOVERNMENT CONTRACTING 101 – GETTING STARTED
Learn the basics of government contracting to compete in the government-contracting marketplace. Topics include PTAC's free bid lead/bid matching system, vendor registration at all governmental levels (SAM, IPG, etc.), small business certifications and sub-contracting opportunities.

3677 TBSM 61-001
Tuesday, September 18

THE CERTIFICATION PROCESS
There are several government agencies at the federal, state and local levels offering small business certification, but navigating the alphabet soup of government certifications is confusing! Learn which small business certification is the best one for you!

3680 TBSM 65-001
Tuesday, October 9

Bid to Win Government Contracts
Are you interested in winning a government contract, but aren't sure how to write a good proposal to respond to a bid? Learn the basics of writing a proposal that is going to ensure you are responding to everything asked of you in a solicitation. Various bid documents will be discussed.

3678 TBSM 63-001
Tuesday, October 30

Market to the Feds (And Leverage Their Data)
The Federal Acquisition Regulation, (FAR) requires federal agencies to perform in specific ways in order to follow the rules they must abide by. Learn how to tailor your bids by using the government's own data and to make offers that are closer to their expectations and preferences.

3679 TBSM 64-001
Tuesday, November 20

To register, visit www.clcillinois.edu/sbdc-itc/workshops or call (847) 543-2033.

Presenter: Rita Haake, Center Manager, Illinois Procurement Technical Assistance Center (PTAC) at College of DuPage. Need guidance on how to navigate the maze of governmental contracting? Call Rita at (630) 942-2184 to schedule an appointment.