

OPENING DOORS TO GOVERNMENT CONTRACTING SBA



Webinar Presentations

The federal, state, and prime contractor buyers at the 2014 Albany Matchmaker are interested in contracting with small businesses. Do you have questions about the Albany Matchmaker & Expo? Are you looking to sell to New York State and have questions about the new Contract Reporter? Do you have questions about federal procurement regulations and programs? These two live webinar events may have the answers you are seeking.

Doing Business with NYS: The new Contract Reporter May 22, 2014 - 10:00 a.m.

The Contract Reporter is New York State's official source of contract opportunities. This webinar will demonstrate how to use the NYS Contract Reporter (NYSCR) website and to locate contracting opportunities, valued at \$50,000 or more, for your small business from state agencies, authorities, state universities, public schools, public benefit corporations, municipalities, museums, libraries, and eligible not-for-profits. Learn how to create:

- Your free account
- Setup an opportunity profile
- Receive daily email bid notifications and search for opportunities in your business area
- How to list your company in the NYS Business Registry. The Business Registry creates a separate, searchable account for your company that provides information about your firm so that state agencies or prime contractors can contact your business directly with contracting opportunities. It also allows your company to advertise its government subcontracting opportunities to thousands of businesses for free.

Presenter: Paul Marano, President and Cofounder of Cogent Technologies, Inc. Paul is the project manager for the NYSCR website. Cogent Technologies designed, built and maintains the NYSCR website. Cogent is a NYS small business located in Troy, NY.

Matchmaker Roundtable: Ask the Experts
June 5, 2014 - 10:00 a.m.

An open forum for small businesses to ask matchmaker or federal procurement questions.

- What will I experience at the matchmaker?
- How can the matchmaker assist my business to grow?
- Why are federal agencies and prime contractors interested in my certifications?
- How can the Procurement Technical Assistance Centers (PTAC) or Small Business Development Centers (SBDC) assist me in finding federal contracts?

Hosts: James Quackenbush, SBA Business Opportunity Specialist
Erica Choi, SBA Senior Area Manager

To connect to the events:

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Click here: <https://connect16.uc.att.com/sba/meet/?ExEventID=88876349>

TO CONNECT WITH YOUR *TELEPHONE ONLY* (no computer):

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1. Choose one of the following numbers to dial:
* Toll-Free Number (in USA): 888-858-2144.
* Caller-Paid number: 646-746-3008
* Blackberry (Toll-Free Number): 888-858-2144x8876349#
*
2. When prompted, enter the Meeting Access Code: 8616455#

To prepare in advance for the conference (for all devices): <https://connect16.uc.att.com/sba/Prepare/>.

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Looking for more matchmaker information?

The SBA *Albany Matchmaker & Expo* website (www.sba.gov/albanymatchmaker) has additional information about the content of the matchmaker and the registration link. In addition, four PowerPoint presentations are available. Topics include: federal certifications, how to sell to the federal government, contracting for women-owned businesses, and how to prepare for the matchmaker.

