

# Procurement Technical Assistance Center 2014 Training Series

"helping all Minnesota businesses pursue government contracts"



**MNPTAC**  
A meda SERVICE

## INTRODUCTION TO GOVERNMENT CONTRACTING

Presentation by **Sherri Komrosky, PTAC**  
and **Randy Czaia, SBA**

**Tuesday, March 13**

**9:00 a.m. - 11:00 a.m.**

(registration begins @ 8:45 a.m.)

### DESCRIPTION:

Are you interested in expanding your market share, increasing revenues, growing your business? Have you considered selling to the government? If not, let Minnesota's Procurement Technical Assistance Center (MN PTAC) show you why you should!

### What you will learn:

- ✓ What the government buys
- ✓ How to register as a vendor
- ✓ If you're eligible for small business certifications
- ✓ How to find contract opportunities
- ✓ How to identify government contacts

### Topics Covered:

- ✓ Competing for government contracts
- ✓ Small Business Procurement Programs
- ✓ Small Business Goals and Set-Asides
- ✓ Basic Contracting Terms
- ✓ Steps to Get Started

**Cost: Free**

Pre-registration is required by  
Tuesday, March 11

**Register at:**

[http://mnptac.ecenterdirect.com/  
Conferences.action](http://mnptac.ecenterdirect.com/Conferences.action)

**SBA MN District Office  
Butler Square  
100 North Sixth Street  
Minneapolis, MN 55403**

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