

Procurement Technical Assistance Center 2013 Training Series

"helping all Minnesota businesses pursue government contracts"



MNPTAC
A meda SERVICE

INTRODUCTION TO GOVERNMENT CONTRACTING

Presentation by **Jamara Cheek, PTAC**
and **Randy Czaia, SBA**

Tuesday, August 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 **August 9**

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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For more information, contact Jamara Cheek (612) 259-6585 or jcheek@mnptac.org