



# Responding to Federal Government Opportunities

## WHEN:

March 21, 2018  
9:00 am - 11:00 am  
(Check-in is 8:30—9:00am)  
All times central

## WHERE:

Forward Financial  
W8159 US-2  
Iron Mountain, MI

- Is your business looking to expand?
- Have you considered selling to the government?
- Are you currently selling to the government but only to one or two agencies?
- Are you missing an opportunity to diversify your customer base?

The federal government market is worth nearly \$100 billion in sales to small businesses each year, but selling to the government is very different than selling to the commercial sector.

Once you've found a government opportunity you might want to bid on....What's next? What factors should I consider before bidding? How does the government evaluate offers? Where do I go for help? This class will help you find the answers to these questions and more. Topics covered are: Accepting Government Charge Cards; Government Purchase Orders; DLA Internet Bid Board System (DIBBS); Uniform Contract Format Review; Understanding a Solicitation; Responding to a Request for Proposal (RFP).

## Other classes at this location:

- January 18, Selling to Uncle Sam, Understanding the Government Marketplace
- February 7, Marketing Your Business to the Government
- April 11, Federal Acquisition Regulations, Understanding the Basics

## Questions:

In Michigan, contact Don Makowski at (906)789-0558, ext. 1311 or [don.makowski@networksnorthwest.org](mailto:don.makowski@networksnorthwest.org)

In Wisconsin, contact Patricia Sullivan at (920)840-3771 or [patricias@wispro.org](mailto:patricias@wispro.org)

## Presented by:



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