



# 5th Annual Impact PTAC Government Procurement Fair

***Attend this premiere event on growing your business by selling your products or services to the government!***

Are you interested in starting a business, growing your business, or selling your goods and services to government agencies and prime contractors?

Contracting with the government can be a great opportunity for expansion and diversification. The Impact Procurement Technical Assistance Center is here to help you navigate the process. Learn about special programs that help small businesses get better access to the government marketplace. This is a great place to gather ideas and make contacts.

Come explore the opportunity to expand your business, increase your sales, level out seasonal fluctuations and diversify your market.

### When

Thursday, June 15, 2017  
Check-in starts at 12:00  
Workshops 1 - 4:30 p.m.  
Booths Open 12 - 4:00 p.m.

### Where

Brynild Haugland Room  
Capitol Building  
Bismarck, ND  
(Please Park in West Lot)

### Cost

Free, but registration is required!

**Free Event - Registration Required**

[www.2017ndprocurementfair.eventbrite.com](http://www.2017ndprocurementfair.eventbrite.com)

Contact Dave Kleppe for information or help with registration  
701-328-5857 or [dave@ndsbdc.org](mailto:dave@ndsbdc.org)

## Event Partners



U.S. Small Business Administration



State Procurement Office

# Agenda

**12-1 p.m. Registration and Networking with Exhibitors**

**1-1:45 p.m. Doing Business with the State of North Dakota**  
*Angie Scherbenske, North Dakota State Procurement Office*

This session will include an overview of State procurement laws and rules, goods and services the state purchases and how to become a registered bidder and submit a response to a solicitation.

**1:45-2 p.m. Break**

**2-2:45 p.m. Basics of Government Contracting**  
*Tanner Olson, Impact Procurement Technical Assistance Center (PTAC)*

Are you interested in expanding profits, gaining customers or growing your business? Consider selling to the government. This session will help you learn what the government buys, how they buy, and find out which certifications are right for you. We will also discuss small business goals and set-asides as well as basic contracting terms and steps to get started.

**2:45-3 p.m. Break**

**3-3:45 p.m. Finding Opportunities**  
*Sherri Komrosky, Small Business Administration*

Finding Federal and State contracting opportunities can be difficult and time consuming. This session will show you how you can cut your research time significantly! You will learn where and how to find opportunities. Sites that will be covered include: FedBizOpps; Subnet, State and Local Procurement sites, subcontracting and more!

**3:45-4 p.m. Break**

**4-4:30 p.m. Successful Government Marketing**  
*Tanner Olson, Impact Procurement Technical Assistance Center (PTAC)*

Tips for beginners to advanced vendors on government marketing; lessons learned in how to stay positioned and ready for the government marketplace as well as how to properly conduct government market research. Marketing materials such as capability statements, business cards and websites will also be covered.

## Exhibiting Organizations

Bureau of Indian Affairs  
General Services Administration  
Grand Forks Air Force Base  
Indian Health Service  
Impact PTAC  
Minot Air Force Base  
National Park Service  
ND Department of Transportation

ND National Guard  
ND Small Business Development Center  
ND State Procurement Office  
Other State Agencies  
Quentin N. Burdick Job Corps  
Small Business Administration  
USDA APHIS  
Western Area Power Administration