

# 6<sup>th</sup> Annual

## NORTH DAKOTA GOVERNMENT PROCUREMENT FAIR



### AN EVENT ON SELLING PRODUCTS AND SERVICES TO THE GOVERNMENT

The fair is an opportunity for small businesses and contractors to learn about the special programs designed to provide better access to the government marketplace. A trade show will be open in addition to a variety of workshops. This event is FREE and open to all businesses!

**Tuesday, April 3, 2018**

**9:30 A.M. - 3:00 P.M.**

UND Memorial Union, 2nd Floor  
2901 University Avenue  
Grand Forks, ND 58202

### REGISTER ONLINE

<https://ndptac.ecenterdirect.com/events/167>

### CONTACT US

#### For More Information and Hotel Information

Sherri Komrosky, SBA 701-239-5658 or [sherri.komrosky@sba.gov](mailto:sherri.komrosky@sba.gov)

### PARKING

Pay-as-you-go parking is available in the UND parking ramp at the intersection of Columbia Rd and 2nd Ave North. Pay-as-you-go spaces are on the 4th and 5th floor, west side. Pay at the machine near the SW elevator lobby (you will need your license plate number). No further action will be required when exiting the ramp.

Rates: First hour \$1.50 | Each additional hour \$1.00 | Daily rate \$7.00



Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact SBA at 701-239-5658 or [Sherri.Komrosky@sba.gov](mailto:Sherri.Komrosky@sba.gov).

SBA Co-sponsorship #18-0875-09. SBA's participation in this cosponsored activity is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.

Procurement Technical Assistance Centers (PTAC) are funded in part through a cooperative agreement with the Defense Logistics Agency.

# EXHIBITORS

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## FEDERAL GOVERNMENT

Army Corps of Engineers - St. Paul District  
General Services Administration - Public Building Services  
Grand Forks Air Force Base  
Minot Air Force Base  
National Park Service  
ND & MN Small Business Administration District Offices (SBA)  
USDA Animal and Plant Health Inspection Service  
Veterans Affairs NCO 23 Contracting Office  
Western Area Power Administration

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## STATE & LOCAL GOVERNMENT

MN Department of Administration Office of Equity in Procurement (OEP)  
ND SBIR Program - UND Center for Innovation  
ND State Procurement Office  
ND Trade Office  
UND Procurement and Payment Services

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## PRIME CONTRACTORS

Industrial Contract Services, Inc. (ICS)  
Noridian Healthcare Solutions, LLC  
Quentin N. Burdick Job Corps

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## RESOURCE PROVIDERS

ND & MN Procurement Technical Assistance Centers (PTAC)  
MN Women's Business Development Center (WBDC)  
North Central Minority Supplier Development Council (NCMSDC)  
ND & MN Small Business Development Centers (SBDC)  
SCORE Mentors - Grand Forks Chapter

# WORKSHOPS - Lecture Bowl

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## 10:00 AM - WELCOME

**David Martin**, ND Small Business Development Centers; **Sherri Komrosky**, SBA; **Dave Kleppe**, ND Procurement Technical Assistance Center; **Christina Nebel-Dickerson**, MN Procurement Technical Assistance Center

## 10:15 AM - BASICS OF SELLING TO THE GOVERNMENT

**Arlette Abrahamson**, Procurement Technical Assistance Center, MN Department of Administration

By now, you must have some idea of how huge the federal government budgets are each year. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? Attend this introduction to the basics of selling to the government. You'll get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, as well as the starting points for positioning your company to sell into the government market.

## 11:15 AM - SELLING TO THE STATES OF MINNESOTA and NORTH DAKOTA

**Tammy Gaglioti**, MN Department of Administration Office of Equity in Procurement (OEP)

**Sherry Neas**, ND State Procurement Office

Overview of how to sell to the States of North Dakota and Minnesota. Learn what the states buy, how to find opportunities, the types of solicitations and contracts available, how to register to become a vendor, and the most common vendor errors when responding to solicitations.

## 12:00 PM - LUNCH

On your own - food available in lower court that you can bring back and eat during the next session.

## 12:15 PM - SELLING TO FEDERAL AGENCIES - PANEL

Moderator: **Shaun McClary**, MN Small Business Administration

Panelists: **Kim Ramsay**, Corps of Engineers - St. Paul District; **Graham Pritchett**, Grand Forks Air Force Base;

**Michael Chiodi**, Department of Agriculture; **Scott Petrin**, Veterans Affairs

Learn how to work with these federal agencies - what they buy, how they buy, and where to find bidding opportunities. Agency reps will discuss their buying practices and share their procurement forecasts.

## 1:15 PM - CERTIFICATIONS

**Sherri Komrosky**, ND Small Business Administration

**Tammy Gaglioti**, MN Department of Administration Office of Equity in Procurement (OEP)

**Yana Lentz**, Women's Small Business Development Center - Minnesota (WSBDC-MN)

**Tonya Hebert-Dickson**, North Central Minority Supplier Development Council (NCMSDC)

Hear about the many different certifications used by corporations, federal and state government agencies. Learn about the eligibility requirements for federal certifications: 8(a), HUBZone, Woman-Owned Small Business, and Veteran Verification; State of Minnesota's Targeted (TG), Economically Distressed (ED), Veteran (VO) and Disadvantaged Business Enterprise (DBE) certifications; as well as Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) certifications used by corporate America.

## 2:15 PM - PRIME CONTRACTOR PANEL - ARE YOU READY FOR PRIME TIME?

Moderator: **Cathy Lindquist**, ND Procurement Technical Assistance Center (PTAC)

Panelists: **Jill Hebl**, Noridian Healthcare Solutions; **Leana Leavitt**, Burdick Job Corps Center;

**Suzanne Danielson**, Industrial Contract Services

Learn how to work with prime contractors - what they buy, how they buy and where to register. This is a good starting point to know what questions to ask when you visit their tables or make calls.