

2017 Procurement Webinar Series

A partnership of:



Monthly Webinar Login Instructions

The following series of webinars are hosted in partnership with the Minnesota, North Dakota and South Dakota PTACs.

Webinar's typically take place the first Tuesday of every month from 9 – 10 a.m. Central Time

1. Please join my meeting from your computer, tablet or smartphone.
 - <https://global.gotomeeting.com/join/959960501>
2. Use your microphone and speakers (VOIP) for audio. You'll sound best with a headset. You can also call in using your telephone.
 - **United States (Long distance): +1 (571) 317-3112**

Access Code: 959-960-501

Audio PIN: Shown after joining the session

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March 7 – Legislative Update – Changes Effecting Government Contracting

Tim Connelly – Tim Connelly Law PLLC

Government contracting laws and regulations are always changing. Key developments covered in this session include the new SBA Mentor-Protégé program, which is now open to all small businesses; updates to the FAR that change the Limitations on Subcontracting rules; and an overview of recent bid protest decisions and FAR provisions of interest to small business government contractors.

April 4 – Marketing to Federal Agencies

Pat Dotter – Meda PTAC (Procurement Technical Assistance Center)

Businesses must market themselves to the federal government in order to win government contracts. This webinar will help you identify government customers and target your marketing. There are many procurement fairs coming up, learn how to prepare prior to the event and follow-up after the event to ensure your time with the exhibitors is beneficial. They will briefly touch on business cards and capability statements necessary for marketing to the federal government. Tips for tradeshow etiquette will be included!