

GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

SAVE THE DATE

2023

August 1 – General Services Administration (GSA) – Understanding the GSA Schedules Program 9 – 10 a.m. Central Time

The GSA Multiple Award Schedules (MAS) Program represents approximately 21 percent of overall Federal procurement spending, resulting in approximately \$50 billion per year. Approximately 80 percent of Schedule suppliers are small businesses. Holding a Schedule contract can transform your business, but it does require effort and commitment, especially a marketing plan, to be successful.

Registration: <https://www.eventbrite.com/e/general-services-admin-gsa-understanding-the-gsa-schedules-program-tickets-524728215217>

September 12 – Doing Business with the States of MN, ND, SD 9 – 10 a.m. Central Time

This workshop will provide an overview and details about contracting with the states of Minnesota, North and South Dakota. Topics to be covered include an overview of each state's purchasing practices, where the dollars come from, how the dollars can be spent, how to get registered as a vendor, where to find business opportunities, and what the state expects of its contractors.

Registration: <https://www.eventbrite.com/e/doing-business-with-the-states-of-mn-nd-sd-tickets-542809366427>

October 3 – Cybersecurity 9 – 10 a.m. Central Time

Coming Soon!

This webinar series is hosted in partnership with the Minnesota, North Dakota and South Dakota Small Business Administration (SBA) and the APEX Accelerators, formerly PTACs.



SBA Co-sponsorship #23-11-C. SBA's participation 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.

November 14 – Doing Business with the VA and Veteran Certification

9 – 10 a.m. Central Time

This workshop is an introduction to doing business with the Veterans Health Administration NCO 23. Learn how the VA buys, what they buy and how you can participate.

The SBA Veteran Small Business Certification Program (VetCert) allows small service-disabled veteran-owned businesses (SDVOSBs) the opportunity to compete for federal sole-source and set-aside contracts across the federal government. Certified veteran-owned small businesses (VOSBs) may also compete for sole-source and set-aside contracts from the Department of Veteran Affairs (VA).

Registration: <https://www.eventbrite.com/e/doing-business-with-the-va-sbas-vetcert-certification-and-vboc-tickets-617230913277>

December 5 – Doing Business with the National Park Service

9 – 10 a.m. Central Time

The National Park Service Contracting Division/Midwest supports acquisition activities through the purchase of millions of dollars' worth of products and services each year. Learn how the National Park Service purchases products and services so that you can be better prepared to participate in this federal marketplace.

Registration: <https://www.eventbrite.com/e/doing-business-with-the-national-park-service-nps-tickets-617772262467>