



Introduction to Government Contracting 101

A comprehensive overview of how to do business with local, state, and federal government agencies.



**Tri-Cities Business & Visitor Center
Bechtel Board Room
7130 W. Grandridge Blvd.
Kennewick, WA 99336**

**Date: March 9, 2012
Time: 9:00am - 10:30am**

What does it take to become a successful government contractor? Learn about the services and continuous support that the Procurement Technical Assistance Center (PTAC) has available to help your company with the contracting process.

During this class we will discuss:

- Classifying your Product or Service (NAICS Codes)
- Getting Registered: CCR, Dynamic Small Business Search and ORCA
- Small Business Programs and certifications: Set-asides, Small Business, Small Disadvantaged Business, 8(a), HUBZone, Woman-Owned, Veteran-Owned, etc.
- Types of Solicitations
- Marketing Strategies: Finding Opportunities and Subcontracting
- Responding to Opportunities
- Laws and Regulations

This is a great opportunity to learn how to get ready for the growing government procurement market.

Cost: FREE

Registration:

<http://www.washingtonptac.org/PTACTrainingEvents1.shtml>

For assistance with registration or questions please contact:

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