

# Government Contracting Classes in Marinette, WI

Hosted by:



**Where:**

**M&M Chamber of Commerce  
601 Marinette Ave.  
Marinette, WI 54143**

**REGISTER EARLY!**

**There is no charge for these  
classes, but space is limited.**

**Questions?**

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**Or**

**Joe Smetak**  
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**(414)270-3600**

**January 12 - Selling to Uncle Sam-Understanding the Government Marketplace** – This class offers potential and existing government vendors a detailed understanding of the government marketplace and players, how this market differs from the standard commercial sector, and tips on selling your products/services to Uncle Sam. It concentrates on navigating government websites, registrations, and small business programs. Additionally, it answers what services and resources are available to a small business pursuing the government market? If your company has been considering diversifying into government contracting, this class will give you the insight you need. To register:

<http://goo.gl/NhXFwH>

**February 2 - Responding to Federal Government Opportunities** – Once you've found a government opportunity you might want to bid on....What's next? What factors should I consider before bidding? How does the government evaluate offers? Where do I go for help? This class will help you find the answers to these questions and more. Topics covered are: Accepting Government Charge Cards; Government Purchase Orders; DLA Internet Bid Board System (DIBBS); Uniform Contract Format Review; Understanding a Solicitation; Responding to a Request for Proposal (RFP). To register: <http://goo.gl/G2pJ50>

**March 2 - Marketing Your Business to the Government** – You have registered in SAM and DSBS, you have started looking at some opportunities, and have decided you want Uncle Sam to be one of your customers. What else do you have to do? Prepare to MARKET YOUR BUSINESS. During this session you will learn what the government looks for in a contractor, understand your competition and how to prepare your marketing materials. To register:

<http://goo.gl/62C5Ry>

**April 6 - Federal Acquisition Regulations (FAR) , Understanding the Basics** – This class covers the Federal Government's rulebook for purchasing goods and services. It assists with navigating the FAR, explaining how the FAR applies to you, and using the FAR to your advantage. To register: <http://goo.gl/sr2nWl>

**All classes are 9:00–11:30am Central Time.**

**Check-in is 8:30–9:00am.**