

Wayne State University's Procurement Technical Assistance Center (PTAC) presents:

# Government Contracting 101

If your small business is considering the field of government contracting, we have the seminar for you!

Did you know the federal government purchases more than \$500 billion in goods and services a year and that the State of Michigan uses over 1000 multi-year contracts? What does it take to become a successful contractor? What are the services and resources available to help a small business like yours with the government market?

In our seminar you will learn:

## Federal Government Contracting 101

- Classifying your product or service
- Small Business Programs
- Finding Opportunities
- Types of Solicitations
- The Bid Process

## State of Michigan Contracting 101

- What products/services does Michigan Buy
- Vendor Registration
- Bidding Information
- Marketing your product or service
- Freedom of Information Act (FOIA)

The seminar is **FREE** but you will need to register early by contacting our office [a.l.cheatham@wayne.edu](mailto:a.l.cheatham@wayne.edu). Location is on the Wayne State University campus – 5057 Woodward, Suite 3101, Detroit, Michigan. 2016 sessions will be held on:

January 27 <sup>th</sup>	9 am – noon (Session is full. Please select another date.)
March 23 <sup>rd</sup>	9 am – noon
June 22 <sup>nd</sup>	9 am – noon
May 18 <sup>th</sup>	9 am – noon