



BPAC

BUSINESS PROCUREMENT ASSISTANCE CENTER

WISCONSIN INDIANHEAD TECHNICAL COLLEGE

1019 S Knowles Avenue, New Richmond, WI 54017

Getting Started in Federal Contracting

9:00am-11:30am on July 12th ~ \$35 per person

The United States Government is the largest purchaser of goods and services in the world. This entry-level seminar provides a solid orientation to federal contracting. Topics include an overview of the federal government procurement process, mandatory government databases and research techniques to locate contracting opportunities.

After attending this event, you will be able to:

- Classify your business and products/services
- Register in the mandated federal databases
- Identify agencies that buy products and services targeted to your business
- Locate agency websites for marketing opportunities
- Determine if government contracting is a good business decision for you

Selling to the State of Wisconsin

1:00pm-3:30pm on July 12th ~ \$35 per person

Businesses interested in developing a relationship with the state are encouraged to attend this seminar to learn: the procurement process, where the state posts their contracting and procurement opportunities, what the state buys, and who does the buying.

After attending this event, you will be able to:

- Determine State demand for products/services
- Classify your products and/or services
- Locate which State agencies buy your products/services
- Use the State of Wisconsin's VendorNet program
- Identify city or county government contracting opportunities



To register, please visit:

<http://madisoncollege.org/bpac>

Email: bpac-events@madisoncollege.org

Call: 608-243-4490

Real world smart.