



Trainings for Jackson & Lansing offices and beyond

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Jackson – August 3, 2017 All You Need to Know About Proposal Writing Series - #1 of 3

This is a pre-recorded, three part series for writing proposals. We will meet once a month for 3 months to view a recorded webinar and take time to discuss questions, and more. You will be receiving hard copies of the presentation, a strategic win plan, compliance checklist, example of detailed proposal outline, and more.

This proposal writing series was developed for:

- ❖ Managers newly assigned business development responsibilities
- ❖ Small or mid-sized business owners without a full-time proposal manager
- ❖ Proposal managers who want to increase their marketable skills
- ❖ Marketing or sales professionals seeking to increase contract win rates

Class #1: Government Proposal Preparation 101 AND Developing a Strategic Win Plan– In Class 1, you will have an introduction to proposal writing in response to solicitations from government agencies. Topics include key terminology, differences between bids and proposals, proposal preparation tips, the bid/no bid decision, as well as important post submission actions every small business should know about. Then Lorraine D'Ignazio provides a detailed guide to preparing a Strategic Win Plan, including a “living” structure for research, competitive analysis, teaming strategies, identifying discriminators and preparing proposal themes.

LOCATION: PTAC of South Central Michigan – The Enterprise Group of Jackson,
100 E. Michigan Ave., Ste. 1100, Jackson, MI 49201

TIME: 2pm–5pm

REGISTRATION: <http://bit.ly/2kyTNJC>

Jackson – September 28, 2017 All You Need to Know About Proposal Writing Series - #2 of 3

This is a pre-recorded three part series for writing proposals. This is the second session in a once a month for 3 months to view the recorded webinar and take time to discuss questions, talk about our success, talk about our problems, and more. You will be receiving hard copies of the presentation, a strategic win plan, compliance checklist, example of detailed proposal outline, and more.

This proposal writing series was developed for:

- ❖ Managers newly assigned business development responsibilities
- ❖ Small or mid-sized business owners without a full-time proposal manager
- ❖ Proposal managers who want to increase their marketable skills
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Class #2: Writing Proposals That Win – In Class 2, Lorraine D'Ignazio shares her unique approach to outlining a Request for Proposal and tools to help you review and score your proposal with or without a team. You will receive a hard copy of presentation and all handouts.

LOCATION: PTAC of South Central Michigan – The Enterprise Group of Jackson,
100 E. Michigan Ave., Ste. 1100, Jackson, MI 49201

TIME: 9am-11am

REGISTRATION: <http://bit.ly/2IQjSFY>

Jackson – October 19, 2017 All You Need to Know About Proposal Writing Series - #3 of 3

This is a pre-recorded three part series for writing proposals. This is the last of the once a month for 3 months to view the recorded webinar and take time to discuss questions, talk about our success, talk about our problems, and more. You will be receiving hard copies of the presentation, a strategic win plan, compliance checklist, example of detailed proposal outline, and more.

This proposal writing series was developed for:

- ❖ Managers newly assigned business development responsibilities
- ❖ Small or mid-sized business owners without a full-time proposal manager
- ❖ Proposal managers who want to increase their marketable skills
- ❖ Marketing or sales professionals seeking to increase contract win rates

Class #3: Step by Step Proposal Walkthrough – In Class 3, Lorraine D'Ignazio offers tips for writing the critical parts of winnable proposals. You will receive a hard copy of presentation and all handouts.

LOCATION: PTAC of South Central Michigan – The Enterprise Group of Jackson,
100 E. Michigan Ave., Ste. 1100, Jackson, MI 49201

TIME: 2pm–4pm

REGISTRATION: <http://bit.ly/2kL0x83>

Other Trainings and Events – Different Locations

Ground Vehicle Systems Engineering and Technology Symposium (GVSETS) & Advanced Planning Briefings for Industry (APBI) – August 8-10, 2017

This three-day event brings more than 1,000 executives, program managers, engineers, and other key decision-makers together to discuss initiatives, programs, plans, and technologies in the ground domain for both manned and unmanned systems. This is a unique opportunity for our community to come together to chart the course and contribute to the future success of our nation's War fighters.

More info & registration [Click Here](#)

NEW FOR 2017: GVSETS & APBI

Attendees now have the opportunity to meet One-on-One with the following offices, among others, throughout the APBI Session on August 9:

- Army Contracting Command (ACC) - Warren
- Warren Foreign Military Sales (FMS)
- Integrated Logistics Support Center (ILSC)
- Program Executive Offices (PEO) Combat Support & Combat Service Support (CS & CSS)
- PEO Ground Combat Systems (PEO GCS)

The One-on-One meetings will be scheduled in 15-minute increments, between 10:00 a.m. - 12:00 p.m. & 1:00 p.m. - 4:30 p.m. To schedule a meeting with a specific Army organization, email your request to the USARMY Detroit Arsenal TACOM Mailbox LCMC

APBI at: usarmy.detroit.tacom.mbx.lcmc-apbi-inquiry@mail.mil Please be sure to identify with whom you want to meet along with a preferred time. **The deadline to sign-up for the One-on-One meetings is August 2, 2017.**

Foreign Military Financing - Changes to DCC Guidelines – August 8, 2017 Webinar 1-2 EST

As of March 1st, 2017, the Director Commercial Contractor's (DCC) guidelines changed. This also includes revisions to the Contractor's Certification. During this webinar, they will discuss:

- In applicability of the Buy American Act and Trade Agreement Act
- Hypothetical example
- Revised DCC methodology for determining U.S. and non-U.S. content
- Use of first tier subcontractor certification
- Reasonable travel expenses
- Uses of FMF for non-U.S. spare parts
- Waiver requests of guidelines requirements
- Clarification of the term "commercial market" for DCCs
- Purchasing company's consideration of non-U.S. content in price competition
- Higher threshold for DCC Compliance Audits
- Pricing review threshold for sole source contracts
- Cost audit threshold for sole course contracts
- Consequences of non-compliance with DCC guidelines requirements

More info & registration [click here](#)

National Small Business Contracting Summit | Midwest Conference - August 17, Columbus, OH
The National Small Business Contracting Summit | Midwest Conference, presented jointly by The American Small Business Chamber of Commerce and the U.S. Women's Chamber of Commerce.

More info & registration [Click Here](#)

Selfridge Open House and Air Show - "The first 100 years" August 19-20, 2017
Celebrating 100 Years of Military Aviation. Selfridge Air National Guard Base, Michigan.

[View more Here](#)

Macomb Meet the Buyers hosted by Macomb Regional PTAC August 24, 2017 9am-1pm
Macomb Community College (South Campus), John Lewis Center, Building K, 14500 E. 12 Mile Rd., Warren, MI [Register Here](#)

Intelligence & National Security Summit – September 6-7 – Washington DC

This event is put on by INSA (Intelligence & National Security Alliance) <https://www.insaonline.org/> and AFCEA (Armed Forces Communications & Electronics Association) www.afcea.org is a professional association that connects innovative people, great ideas and vital solutions to advance global security. We do that by developing networking and educational opportunities and providing them in an ethical forum. This enables military, government, industry and academia to align technology and strategy to meet the needs of those who serve.

Read more & Register [Here](#)

9th Global Disaster Relief & Development Summit - September 6-7, 2017 – Washington DC
Global Disaster Relief & Development Summit strives to enable quicker and better response during crises and catastrophes by improving effectiveness, cost-efficiency and sustainability of aid operations. This year's programme will expand its scope beyond disaster relief and will look into emerging global challenges, innovations and opportunities in international aid and development sector. It will continue to focus on best practice in humanitarian logistics, emergency communication, supply chain, procurement, partnerships and financing of aid programmes. The agenda is developed in consultation with World Bank, UN OCHA, Red Cross, USAID, World Vision, UNOPS.

For more information & to register: [Click Here](#)

2017 Fort Benning Expo - Warfighter Conference - September 12-14, 2017 – Ft. Benning, GA

THE 2017 FORT BENNING EXPO is a three day annual event. The expo is held, inside of McGinnis-Wickam Hall, the headquarters for the US Army Maneuver Center of Excellence, Building 4 Karker Street, Ft. Benning, GA 31905. Hosted by MWR and running concurrently with the weeklong Maneuver Warfighter Conference, this expo provides a unique opportunity for your company to reach senior military leaders from installations around the world as well as the tenant units of Fort Benning. **WHO CAN I EXPECT TO SEE:** The 27,000 active duty members stationed at Fort Benning, 1000+ Maneuver Conference Attendees, and 800 occupants of McGinnis-Wickam Hall are all invited and encouraged to attend.

WHO SHOULD EXHIBIT: Any company with products/services beneficial to the US Army mission that would like to reach a diverse group of military decision makers and theater deploying soldiers from throughout the United States. This forum provides a cost effective way to educate hundreds of military professionals about your company.

For more information & to register [Click Here](#)

Air Force LCMC - Life Cycle Industry Days – September 13-15, 2017, Dayton, OH 7:45am – 5:00pm
Space is limited, registration deadline 9/8/2017 Wright Patterson Air Force Base - Last year marked the inaugural AFLCMC Life Cycle Industry Days (LCID). We hosted over 500 attendees from government and industry (both large and small) from across the country to discuss future requirements and hot topics covering the entire acquisition life cycle. Based on feedback from those in attendance, the event was a huge success.

Our goals for this year's Life Cycle Industry Days are to continue existing and forge new relationships between government and industry senior leaders and their multifunctional teams; provide a forum to discuss near and long-term requirements; and provide an opportunity for large and small business to discuss possible partnerships. We will provide current and projected warfighting requirements, emerging technologies, and cost saving/innovative initiatives. We continue to work closely with our industry partners to ensure we maximize the return on investment for all who attend.

The overall LCID focus is on life cycle management across AFLCMC portfolios. Specifically, we'll have discussions from National Air and Space Intelligence Center, Air Force Life Cycle Management Center, Air Force Research Labs, Air Force Institute of Technology and Air Force Sustainment Center. September 13-14 will be filled with discussions of Air Force requirements and discussion areas. September 15 is dedicated to one-on-one discussions between Air Force and Industry. The event will also accommodate opportunity discussions between large and small businesses for future partnering. Our industry-led focus group has recommended an increased focus on panels for a more interactive experience. We're planning five panels in the following areas:

- **Supply Chain Management**
- **PEO/CEO Roundtable**
- **Intel Panel**
- **Product Support**
- **Weapon System Cyber Security**
- **Propulsion**

The location for LCID is the University of Dayton River Campus. The River Campus is located at the former NCR World Headquarters, 1700 South Patterson Blvd Dayton, Ohio 45469. Please contact the LCID POCs, Tim Frey, 937-904-6999, and Cindy Collins, 937-904-5507, should you have any questions. Please mark your calendars now and we look forward to seeing you at the event!

Fee: \$325 To Register [Click Here](#) See top of link to view Home, Agenda, Travel, Contacts

Cybersecurity Summit for Government Contractors: Hot - September 27, 2017 Arlington, VA
This 1-day program is the 2nd annual Cyber Security Summit for Government Contractors offered by Federal Publications Seminars. We are proud to be partnering with NeoSystems Corporation to bring this valuable program to the business and contracting community.

This program will focus on cyber security challenges, issues and solutions with timely updates on new rules and regulations as well as proposed current legislation. We will discuss C-Level and corporate

leadership awareness, responsibilities and strategies to help organizations reduce risks and protect customer and personal information networks.

If you are in a leadership position and the threat of a cyber event keeps you up at night, you should not miss this event.

WHO SHOULD ATTEND - All C-Suite Executives, Directors of IT, Directors of Contracts, Information Technology Experts, Finance and Accounting Professionals, Human Resource VPs and Directors, Risk and Compliance Directors and Managers, Technology and Security Experts, Corporate and Outside Counsel, Contracts Administrators.

For more information and to register: [Click Here](#)

Meet the Buyers 2017: A Procurement Matchmaking Event October 10, 2017 8am–1pm Livonia, MI Meet with procurement professionals from Federal, State, and local governments. Continental breakfast and all day snack and beverage service is included. \$65 per person. Schoolcraft College VisTaTech Center, 18600 Hagerty Road, Livonia, MI 48152.

To Register: [Click Here](#), then in upper left corner click on “Continuing Education (Non-Credit)”, then click “Register & Pay for Continuing Education Classes”, then put in “845000” in 6-Digit Section Number then submit, & finish.

West Michigan Public Purchasing Alliance MEET THE BUYERS 2017 – Oct 11, 2017 1-4pm DeVos Place Convention Center, 301 Monroe Ave. NW, Grand Rapids, MI

Enjoy an educational presentation from Michelle Richards, founding board member and Executive Director of the Great Lakes Women’s Business Council.

Additionally, network with expected Buyers from: State of Michigan, Kent County, City of Grand Rapids, City of Kentwood, Michigan State University, Grand Valley State University, Ferris State University, Western Michigan University, Davenport University, Grand Rapids Community College, Grand Rapids Public Schools, The Rapid, Van Andel Institute and more!

Valuable Resource Providers such as the Great Lakes Women’s Business Council, GROW (Grand Rapids Opportunities for Women), MMSDC (Michigan Minority Supplier Development Council), PTAC (Procurement Technical Assistance Center) are expected to be on hand as well. You don't want to miss this! (Refreshments will be provided)

\$25 Registration Fee To Register [Click Here](#)

Doing Business with the Veterans Health Administration - October 12, 10am-12pm Webinar Mr. Pak Sa Dewhurst will educate prospective small business vendors on how the VA’s Veterans Health Administration (VHA) and the Network Contracting Office (NCO) does business that stems from a philosophy that “In order for the Government to do business with prospective businesses, they must know how WE do business first”. The briefing covers various topics concerning day-to-day operations to include, but not limited to, agency’s mission and operating locations; defining contracting’s and other roles.

To Register: [Click Here](#)

Save the Date:

National Veterans Small Business Engagement Conference December 5-7, 2017 St. Louis, MO Registration opens in July 2017. * Learn about procurement requirements at business opportunity sessions * Meet directly with decision makers & build relationships at networking events * Engage in one-on-one business matchmaking opportunities * Gain access to industry sponsored receptions & “invitation only” events. For More Info: [Click Here](#)

PTACs are not-for-profit organizations dually funded by the Department of Defense/Defense Logistics Agency and State of Michigan.

