



Trainings for Jackson & Lansing offices and beyond

Questions: Kim Langenberg
klangenberg@lansingchamber.org 517-853-6445
klangenberg@enterprisegroup.org 517-788-4680

Lansing – October 25 & 26, 2017 - Writing Proposals Based on the Customer Instead of Yourself Carl Dickson from CapturePlanning.com and PropLIBRARY, will be our presenter and here for 2 full-days of training. CapturePlanning.com was founded by Carl Dickson over 15 years ago and since then it has provided inspiration and guidance to millions of professionals. They also help you learn how to find business opportunities and win more contracts. Check out his website & see him on LinkedIn.

What will be covered:

- Writing Proposals Based on the Customer Instead of Yourself (full day). This course would cover building proposal based on an RFP compliance matrix and proposal writing from the customer's perspective.
- Proposal Writing Skills Improvement Session (half day). This course will consist of 3-4 exercises that participants will complete in class. These will be displayed for comparison and contrast so that students can learn different approaches to solving the same problems.
- Maximizing Return on Investment, from Lead Pursuit to Proposal Submission (half-day). This course will cover understanding how to allocate resources against your lead pipeline in a deliberate, mathematical way. It will enable participants to make evidence based decisions regarding resource allocation. It will also show participants the critical importance of win rate to a company's finances. For example, at a 25% win rate, a 10% increase in win rate can be the mathematical equivalent of a 40% increase in leads. Investing in increasing a company's win rate can be even more important than investing in sales.

LOCATION: The Lansing Regional Chamber
500 E. Michigan Ave., Ste, 200, Lansing, MI 48912

TIME: 9am-4:30pm

Training is FREE, **registration required because of limited seating. ONLY 50 seats.**

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

Other Trainings and Events – Different Locations

Michigan Department of Transportation (MDOT) Office of Business Development - October 5, 2017 Detroit, MI : certification overview more information and registration [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 in 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](#)

Federal Business Council, Inc. – October 11-12, 2017 Washington, DC

The **U.S. Department of Transportation (DOT)** Cybersecurity Symposium is 2 days of training sessions and educational seminars focused on the mission of protecting government networks and privacy. Hosted by the Office of the DOT Chief Information Officer (CIO) and the Chief Information Security Officer (CISO), the symposium is open to all Federal agencies and will take place at the DOT Headquarters building, 1200 New Jersey Avenue SE, Washington, DC 20590.

The Office of the Chief Information Officer (CIO) serves as the principal advisor to the Secretary of Transportation on matters involving information and technology. The DOT CIO also has oversight responsibility over the entire Department of Transportation (DOT) IT portfolio of over \$3 billion annually, the 6th largest in the federal government. Additionally, the CIO has operational responsibilities for the DOT Common Operating Environment consisting of local area networks, wide area networks, desktops and backend services for all DOT modes except FAA.

One of the strategic objectives through FY2018 is to advance secure and innovative information systems and technology platforms that protect against cyber threats and support the efficient use of information and data for financial management.

- The performance goal under this objective is to strengthen the Cyber security posture of the Department through holistic situational awareness and risk management capabilities.
 - The performance indicator is an enterprise, risk-based, cyber program that continuously adapts to changing threats, vulnerabilities, and assets in near-real time.

In conjunction with the symposium there will be a cyber exposition featuring industry and government exhibits.

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

TARDEC EBO Industry Outreach Event – October 12, 2017 : Traverse City, MI

An all day event aimed at bringing industry, government and academic partners together to learn about the opportunities and programs available that simplify and streamline the process of doing business with the Department of Defense. This includes information session and breakouts. Don't miss the opportunity to engage with representative from federal agencies: US Army TARDEC, TACOM, DLA, and other Michigan businesses and academic leaders.

No fee to attend. For more info & registration [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](#)

Conversation w/ the HUBZone Program Manager Webinar: October 17, 2017

HUBZone and Potential HUBZone ONLY 1 - 2 PM EST

For more info & registration [Click Here](#) then select DLA Land and Maritime

CYBERSECURITY COMPLIANCE AND RISK MANAGEMENT FOR DOD CONTRACTORS-NIST REQUIREMENTS – October 18, 2017 – Macomb County

DFARS regulations require that all Department of Defense (DoD) suppliers implement NIST Special Publication 800-171 controls by December 31, 2017. This mandate is not only critical to supporting U.S. Government missions-particularly the warfighters who defend our nation-but also to ensuring the security of your intellectual property. As the deadline approaches, it will become more difficult to implement the controls in a cost-effective way that actually offsets risk. If your organization hasn't already started, further delays will impact your ability to think carefully about what you need and how to do it. This event will feature guest speakers who will explain the requirements, the consequences of not complying, and the steps necessary to determine and achieve compliance.

PLEASE NOTE:

1. Implementation is required by December 31, 2017.
2. This new rule applies to all DoD contractors.
3. Don't be surprised or barred from contracting opportunities.
4. Be ready!

View flier and registration [Click Here](#)

National Minority Supplier Development Council Conference and Business Opportunity Exchange

October 22-25, 2017 – Detroit, MI The NMSDC Conference and Business Opportunity Exchange is the nation's premier forum on minority supplier development. For four days, more than 6,000 corporate CEOs, procurement executives and supplier diversity professionals from the top multinational companies, as well as leading Asian, Black, Hispanic and Native American business owners and international organizations will convene in Detroit, Michigan at [Cobo Center](#) to re-energize their collective efforts to **Certify > Develop > Connect > and Advocate** for solid minority firms in the global corporate supply chain.

A one-day Business Opportunity Exchange highlights the opening day of the conference. More than 700 exhibit booths provide the perfect backdrop for corporations and minority business enterprises to showcase their products, services and solutions. In the days that follow, thought leaders, chief procurement officers and seasoned minority business executives engage in panel discussions, plenary sessions and workshops to share best practices, current trends and issues, and next practices to bolster the value that minority suppliers deliver to its corporate customers.

This one-of-a-kind event features:

- Thousands of corporate executives, procurement professionals and Asian, Black, Hispanic and Native American business owners
- More than 20 targeted sessions and workshops
- A one-day Business Opportunity Exchange with more than 700 exhibit booths
- Matchmakers (By Appointment Only)
- A black-tie Awards Banquet
- Endless opportunities to network, network, network!

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

DLA Webinar - Submitting Alternate Offer Technical Data Packages and Becoming an Approved Source 1 – October 25, 2017: Begins at 2:00 PM EST For more info [Click Here](#)

Fort Belvoir Expo – October 26, 2017 - Fort Belvoir, VA

Agencies involved: DLA; Defense Acquisition University; INSCOM; Army Computer Emergency Response Team; Belvoir Community Hospital; Army Cyber Command; Defense Technical Information Center; Missile Defense Agency; Defense Threat Reduction Agency; National Geospatial Intelligence Agency; PEO Enterprise Information Services main office & several other commands; Chief Technology Office.

This Event is a Base Wide Event Requested Technologies Include, But In No Way Limited To:

Cyber Security * Information Technology * Information Assurance * Anything relating to Health * Biotechnical, & Medical * Engineering * Aerospace * Telecommunications * NetOps Capabilities * Night Vision * Secure Solutions * Wireless Technology * Collaboration/Web Computers * Greening * Satellite Systems * Intelligence Gathering Systems * Electronic Warfare Equipment * Help Desk * Global Portals * VOIP Security Solutions * Battlefield Radio Frequency (RF) Systems * Network Integration * Radar Systems * Rugged I Positions Systems * Enterprise Data Center Solutions * Facilities Management * Vehicles and maintenance * Body Armor, Equipment and Training * Furniture * Generators, Boilers and Chillers * Professional Services: Program Management, Construction Management and Estimators * Temporary Services * Tents/ Flooring, Heating and AC * Fleet Rental (vehicles) * Plumbing * Roofing * Fire / EMS Equipment * Hotel Services (multiple cities) * Heavy Equipment * Tools * Audio Visual VTC * Security Fencing * Uniform Cleaning Services * Environmental Disposal * Janitorial Supplies * Sewage Cleaning and Repair * Gym Equipment * and Much More! To see how much to exhibit and to register: [Click Here](#)

FAR Essentials (Early Bird Registration) – November 2, 2017 Warren, MI
(breakfast & networking starts at 7:30)

Join Macomb Regional PTAC and NCMA Great Lakes Chapter for NCMA's newest National Education Seminar. FAR Essentials is a one-day National Education Seminar (NES) that presents the essential topics from the Federal Acquisition Regulation (FAR)-the source of the uniform policies and procedures for acquisition by all U.S. federal government agencies. This seminar will be presented by Ms. Shenê Commodore, CPCM, Fellow. In it she will explore in-depth the 28 essential topics of the FAR to be mastered by government and industry contract management professionals.

These essential topics are organized under the following major headings:

- * General * Acquisition Planning
- * Contracting Methods and Types * Socio-Economic Programs
- * General Contracting Requirements * Contract Management

To view Ms. Commodore's bio [click here](#)

Every attendee will receive a copy of the Desktop Guide to FAR Essentials and earn 7 hours of Continuing Professional Education (CPE) credits.

Early bird price \$125 (NCMA member); \$150 (non-NCMA member) per person until Sept. 30, 2017.

Regular price \$150 (NCMA member); \$175 (non-NCMA member) per person after Sept. 30, 2017

Register at: [Click Here](#)

12th ANNUAL Veteran Business Matchmaker & Vets Night Out - Nov 7-8, 2017, Detroit, MI -

NVBDC, in partnership with Pure Michigan Business Connect, invites you for 2 days of matchmaking at Corporate America's Premier Service Disabled and Veteran Owned Entrepreneurial Event! Veteran Owned businesses can expect to network, meet with corporate and government buyers, participate in our break-out learning sessions, and round out day 1 with our ever popular Vets Night Out on the

evening of November 7, 2017. **Day 2 will involve one-on-one meetings with buyers.** Lunch is provided both days and hors d'ouvres at the complimentary Vets Night Out ([separate registration is required](#)). Don't miss out on this incredible business networking opportunity at Detroit's Marriott Hotel at the Renaissance Center.

For More Information (cost) & registration: [Click Here](#)

TKO Doing Business with DLA – November 7-8 – Columbus, OH

If you want to know more about DLA and how it works & what is expected from you, this seminar is for you. DLA employees will do the presenting and it is excellent! Topics may include: iRAPT (formerly WAWF); DIBBS registration; DIBBS Quoting; Cyber Security; DIBBS User Profile; DIBBS Solicitation; and more! To register [Click Here](#)

GVSU Van Andel Global Trade Center presents Export Controls: ITAR & EAR Training – Nov. 9, 2017 – Grand Rapids, MI - Gain knowledge, or increase your expertise, in the areas of International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR). Are you interested in learning about the numerous changes that have taken place with export controls and regulations? If you are engaging in or considering entering defense contracting and service support this program is for you.

Topics covered during this program:

International Traffic in Arms Regulations (ITAR)

- ITAR's Regulatory Framework
- ITAR Registration Process
- U.S. Munitions List (USML)
- Licenses & Agreements
- Exemptions
- Establishing Compliance Programs and Best Practices
- Technology Control Plans

Export Administration Regulations (EAR)

- EAR's Regulatory Framework
- Commerce Control List (CCL)
- Export Control Classification Number (ECCN)
- Export Control Reform Initiative
- Reform Initiative Update
- Transfers from the USML to the CCL

ITAR & EAR Regulatory Changes

ITAR & EAR Exemptions

For More information (cost) & Registration [Click Here](#)

Michigan Department of Transportation (MDOT) Office of Business Development – November 21, 2017 Detroit, MI : certification overview more information and registration [Click Here](#)

Defense Manufacturing Conference – Dec. 4-8, 2017 Tampa, FL

Tampa Convention Center in Tampa, Florida. The DMC Conference will be conducted simultaneously with the Diminishing Manufacturing Sources and Material Shortages (DMSMS) Conference. You will also be able to attend the concurrent DMSMS Conference at no additional expense, giving you access to more technical information for the same travel cost. The expanded Exhibit Hall will include all the leading organizations from both the DMC and DMSMS communities. Agenda, registration, and lodging information will be posted on this website. We are looking forward to seeing you in Tampa!

For More Information (cost) & Registration [Click Here](#)

National Veterans Small Business Engagement Conference December 5-7, 2017 St. Louis, MO
Registration opens soon. * 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](#)

Michigan Department of Transportation (MDOT) Office of Business Development – January 9,
2018 Detroit, MI : certification overview more information and registration [Click Here](#)

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

