



## Trainings for Jackson & Lansing offices and beyond

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### **Government Contracting 101** – November 16, 2017 – Jackson, MI

What does it take to become a successful government contractor? What services and resources are available to a small business pursuing the government market? If your company has been considering the field of government contracting, this seminar will give you the insight you need.

Did you know that in 2015, the PTACs of Michigan were instrumental in assisting clients in winning over \$1.57 billion in contracts? Find out what it takes to sell your goods and services to the federal, state, and local government agencies. In addition, learn about the services and continuous support the Procurement Technical Assistance Center (PTAC) has available to help your company with the contracting process.

We will briefly cover these topics:

- Where to find your Industry Codes
- Where and How to Register online
- Small Business Programs and Set-asides
- Finding Opportunities
- Types of Solicitations
- Marketing Strategies: Contacts, Opportunities, Subcontracting
- Laws and Regulations
- The Bid Process
- Debriefing

**Who Should Attend?** Management and key player(s) who will support and facilitate government contracting within your company.

Location: The Enterprise Group of Jackson,  
100 E. Michigan Ave. Ste. 1100, Jackson, MI 49201

Time: 9-11am – Parking is free either on the street or in the parking ramp

For FREE Register [Click Here](#)

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### **Other Trainings and Events in Different Locations**

#### **2017 North American International Cyber Summit** –October 30, 2017 8:30am–4:00pm– Detroit, MI

This event in its sixth year will bring together experts from across the globe to address a variety of cyber-security issues impacting the world.

The agenda for the event will showcase internationally recognized speakers as well as experts from around the country to lead featured breakout sessions on the following featured industry topics:

- Business
- Education/Families
- Information Technology
- Economic Development
- Law Enforcement

- Federal, State and Local Units of Government
- Defense
- Healthcare
- Automotive
- Finance
- International Cyber Exercise

**Cost is \$74 more information and registration [Click Here](#)**

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**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.*

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

Register at: [Click Here](#)

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**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](#)

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**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](#)

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**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](#)

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

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## **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](#)

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**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](#)

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**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.

