



## Jackson & Lansing PTAC Offices ...and Beyond

MARCH 2018

### MONTHLY EVENT CALENDAR

Training & Event Questions: Kim Langenberg

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#### HOT TOPICS

Learn about the updated DLA's updated master solicitation in the latest issue of the [DLA Link](#)

#### SAVE THE DATE

**May 9, 2018: 8:30am - 4:00pm**

Macomb Community College  
PTAC's of Michigan and General Dynamics  
"Leading the Way"  
To learn more: [Click Here](#)

## LOCAL TRAININGS

### March 15, 2018 – No Fee

**Jackson – Contracting 101 - 8:30am -11:30am** – 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. 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 show you these:

- Where to find your Product or Service within 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.

**Where:** *The Enterprise Group of Jackson*, 100 E. Michigan Ave., Ste. 1100, Jackson, MI

To Register: [Click Here](#)

## **April 17, 2018 – No Fee**

**Lansing – Contracting 101 – 8:30am – 11:30am** – For description: see above.

**Where:** *Lansing Chamber of Commerce*, 500 E. Michigan Ave., Ste. 200, Lansing, MI

To Register: [Click Here](#)

# STATE & NATIONAL EVENTS

## **March 6 & 7, 2018**

### **National Small Business Federal Contracting Summit - Spring 2018**

Join us for our Spring National Small Business Federal Contracting Summit, jointly hosted by the [U.S. Women's Chamber of Commerce](#) and [The American Small Business Chamber of Commerce](#).

This popular event boasts a robust agenda that includes:

- Increased focus on assuring small business federal contractors secure our fair share of federal contracting (taxpayer) dollars
- Access to federal agencies and prime contractors (scroll to the bottom of the web page to see the list of agencies and prime contractors who have confirmed)
- Timely education and information on current trends, opportunities and threats to small business contractors
- Legal education important for teaming, joint ventures and related topics
- Connections to potential teaming and joint venture partners
- Taking new ground – setting a course for the future with specific FY 2018 objectives
- Influence on The Hill — connecting votes to action for our congressional leaders
- Announcement of [2018 USWCC Women Contractor Award Winners](#)

**Tuesday, March 6, 2018 (Hill Day Time / Location TBA)**

**Wednesday, March 7, 2018 – Summit 7:15 am – 4:00 pm Eastern Standard**

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

## **March 13 - 14, 2018**

### **NDIA Cybersecurity: Defense Sector Summit - Troy, MI**

NDIA Michigan has made the commitment to be a driving force to ensure that there is continued educational dialog between industry, government, and academia relative to “platform” cybersecurity. Don't miss the opportunity to be a part of the conversation.

To learn more and register: [Click Here](#)

## **March 20 - 21, 2018**

### **Training , Knowledge, and Opportunity (TKO) Seminar - FREE - Columbus, OH**

The TKO Seminar teaches vendors how to do business with the Defense Logistics Agency (DLA)

- How to find open solicitations.
- How to submit a quote through the DLA Internet Bid Board System (DIBBS)
- The procedures for viewing/downloading drawings
- How to use Wide Area Workflow (WAWF) to get paid.

To learn more: [Click Here](#)

## **March 28, 2018**

### **OSDBU 2018: "Getting Back 2 Business" Small Business Outreach Event - Warren, MI**

The U.S Department of Health and Human Services (HHS), Office of the Secretary (OS), Office of Small and Disadvantaged Business Utilization (OSDBU) is hosting a series of outreach events to educate small businesses about federal procurement opportunities with HHS and their top large business prime contractors.

To learn more and register: [Click Here](#)

## **April 25-26, 2018**

### **NDIA - 8th Annual Michigan Defense Exposition (MDEX) – Macomb, MI – The top military exposition and networking event featuring US Army TACOM, TARDEC, ACC, OEMs. Macomb Community College Sports & Expo Center.**

**Audience: Detroit Arsenal personnel, Large and Small Defense Contractors and premier defense industry and community.**

#### **What to expect:**

- Over 2000 attendees from around the world
- Attendee Focus: Detroit Arsenal Personnel, Large and Small Defense Contractor
- Hundreds of displays located in the Sports and Expo Center
- Key Exhibitor Sections: Prime Boulevard, Resource Row, Depot Drive, Planet M Mobility
- VIP Reception

To learn more [Click Here](#)

## **May 8, 2018 – SAVE THE DATE**

**The Midwest Aerospace Small Business Industry Day - Federal Reserve Bank of Chicago – Chicago, IL** - Learn how to do business with NASA. Program will include roundtables with NASA Centers and Prime-contractors, a panel discussion featuring successful business suppliers and networking. Learn about the latest innovation and technology in NASA.

**May 9, 2018 – SAVE THE DATE**

**General Dynamics Leading the Way – The PTACs of Michigan Connecting Government and Industry to Grow Michigan’s Economy. – Macomb Community**

**College: 8:30 AM to 4:00 PM** Registration opens 2/1/2018. Understanding General Dynamics Corporation and marketing opportunities to the various Defense Agencies, Industries and Suppliers.

To learn more: [Click Here](#)

**June 14, 2018**

**9th Annual National Small Business Contracting Summit | Southeast Conference 2018 – Embassy Suites by Hilton Charleston Airport & Convention Center – North Charleston, SC** - This popular event boasts a robust agenda that includes:

- Increased focus on making sure small business federal contractors secure our fair share of federal contracting (taxpayer) dollars
- Access to federal agencies and prime contractors (scroll to the bottom of the page to see the list of agencies and prime contractors who have been invited)
- Timely education and information on current trends, opportunities and threats to small business contractors
- Legal education important for teaming, joint ventures and related topics
- Connections to potential teaming and joint venture partners

More Information: [Click Here](#)

**June 19-20, 2018**

**DLA Land and Maritime Supplier Conference and Exposition – The Greater Columbus Convention Center - Columbus, Ohio**

DLA Land and Maritime Supplier Conference & Exposition is a two-day event hosted by the National Defense Industrial Association (NDIA) and DLA Land and Maritime to provide a forum for current and potential vendors to discuss future logistics support strategies, challenges and to streamline efforts to better support the Warfighter.

For more information: [Click Here](#)

**June 19-21, 2018**

**WBENC National Conference & Business Fair - Detroit, MI:** The National Conference & Business Fair is the largest conference of its kind for women business owners in the U.S. With three days

of robust programming, the conference features lectures and presentations from today's thought leaders, engaging panel discussions, [1:1 MatchMaker](#) sessions, networking receptions, and a notable Business Fair.

For more information: [Click Here](#)

## **August 7-9, 2018**

### **NDIA - Ground Vehicle Systems Engineering and Technology Symposium (GVSETS) & Advanced Planning Briefings for Industry (APBI) – Novi, MI**

The 10th annual Ground Vehicle Systems Engineering and Technology Symposium (GVSETS) and the Advanced Planning Briefings for Industry (APBI) is the National Defense Industrial Association (NDIA) Michigan Chapter's key industry-government-academia event. 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.

GVSETS brings together leaders from the Army's Training and Doctrine Command (TRADOC); Research, Development and Engineering Command (RDECOM), Program Executive Offices (PEOs) and United States Marine Corps (USMC) ground system portfolios; as well as industry and academia leaders.

The agendas for the Main Session and APBI, which will take place on day one and two, are taking shape with industry, government and other non-DoD organizations participating more than ever.

Day three will focused on Ground System Engineering and Technology.

For more Information [Click Here](#)

## **August 21-23, 2018**

### **NDIA Army Science & Technology Symposium & Showcase – Washington, DC -**

ARMY SCIENCE & TECHNOLOGY - EMPOWERING A SOLDIER'S SUCCESS. Be the difference in a soldier's success.

What does the future hold for soldiers? Explore it with us August 21-23, 2018, at the Army Science & Technology Symposium and Showcase at the Walter E. Washington Convention Center in Washington, DC.

Thought leaders, researchers, and developers alike will meet here to discuss the latest emerging technologies for the Army, options that enable effective, affordable capabilities to ensure success on the battlefield and beyond.

Plan today to be at this important symposium with the Army's science and technology enterprise, research, development, and engineering labs, as well as industry as they look to give soldiers technology enabled capabilities.

For more information [Click Here](#)

**WEBINARS**

**BBC Entrepreneurial Training** — SBIR/STTR webinars on demand. To see the list go to <http://bbcetc.com/training/purchase-webinars/> Discount code: "Michigan"

## February

### February 28, 2018

**How Does HUBZone Consider Employees and Affiliation? FREE SBA WEBINAR 2:00 - 3:00 PM EST** Learn who to count as an employee for the purpose of HUBZone, and understand when to combine employees from other businesses to evaluate residency compliance. Click <http://ems7.intellor.com/login/714967> 10 minutes before the webinar begins

## March

### March 6, 2018

**Packaging Webinar Provided by Defense Logistics Agency (DLA)- FREE 2:00 to 3:00 PM EST** - To register please click on the link below and then select Land and Maritime on the pull-down menu. Then select training and click on the 'register' button. To Register: [Click Here](#)

### March 7, 2018

**Understanding How HUBZones are Designated: FREE SBA Webinar 2:00 to 3:00 PM EST** - Learn how areas become designated as HUBZones. To Register: [Click Here](#)

### March 8, 2018

**Ten Tips for Managing GovCon Cash Flow 1:00 - 2:30 PM EST (10:00 to 11:30 AM PST) GOVOLOGY FREE WEBINAR:** This course will show small business owners and executives the "Do's" and "Don'ts" of managing cash flow as a federal contractor. There is **no charge for PTAC South Central Michigan Clients**, Please use the following instructions in order to register and attend for **FREE**.

1. To Register: [Click Here](#)
2. Choose the Webinar of interest
3. Click on the REGISTER button ( a new screen will appear)
4. Click ADD to CART

5. In your shopping cart apply **coupon code MIL8102** (the total should be \$0 once the coupon is applied) **and then click 'Proceed to Checkout'**
6. At “check out”, you will be asked your Name, Email, etc.

### **March 13, 2018**

**Getting Paid: Invoicing, Receipt, Acceptance and Property Transfer (iRAPT) - FREE 2:15 to 3:30 PM EST** - To register please click on the link below and then select Land and Maritime on the pull-down menu. Then select training and click on the 'register' button. **To Register:** [Click Here](#)

### **March 14, 2018**

**HUBZone Protests and Appeals 2:00 - 3:00 PM EST: FREE SBA Webinar** - Learn the process for filing HUBZone protests and appeals; and for responding to protest notices. **To Register:** [Click Here](#)

### **March 22, 2018**

**Who Buys What You Sell - A Step by Step Process 1:00 - 2:30 PM EST (10:00 to 11:30 AM PST) GOVOLOGY FREE WEBINAR:** This webinar provides award-winning market research techniques and strategies that have directly helped companies win more than \$1.8 Billion in government contracts. There is no charge for PTAC South Central Michigan Clients, Please use the following instructions in order to register and attend for FREE.

1. To Register: [Click Here](#)
2. Choose the Webinar of interest
3. Click on the REGISTER button ( a new screen will appear)
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6. At “check out”, you will be asked your Name, Email, etc.

### **March 28, 2018**

**Cyber Security for Current and Prospective DoD Contractors and Subcontractors - FREE 12:00 - 1:30 PM EST** - Today, Cyber Security has grown to be a key concept in federal acquisition and specifically in DoD acquisitions. DoD's Better Buying Power 3.0 includes a requirement to "strengthen cybersecurity throughout the product lifecycle". Learn what Cyber Requirements are designed into technical requirements and what is included in solicitations. **To Register:** : [Click Here](#)

### **April 10, 2018**

**DIBBS Solicitations Presented by the Defense Logistics Agency (DLA) - FREE 2:15 to 3:30 PM EST** - To register please click on the link below and then select Land and Maritime on the pull-down menu. Then select training and click on the 'register' button. To Register: [Click Here](#)

**April 27, 2018**

**DIBBS Quoting Presented by the Defense Logistics Agency (DLA) - FREE 2:15 to 3:30 PM EST** - To register please click on the link below and then select Land and Maritime on the pull-down menu. Then select training and click on the 'register' button. To Register: [Click Here](#)

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