

Matchmaker 2009 Training Schedule

Wednesday, March 24, 2010

TIME	TRACK I (Beginners): Getting Started	TRACK II (Intermediate): Contracting	Doing Business With...
ROOM=>	Berry 1	Berry 2	Berry 3
Session 1 9:30 – 10:30	Selling to Govt Part I: Registrations Speaker: Jill Nagy-Reynolds Learn how to complete government registrations, including CCR, SBA Profile, ORCA, Procure.ohio.gov	Reading Solicitations Moderator: Kent Anderson Speaker: from DAU Understand the parts of a standard solicitation, what to look out for and how to avoid common mistakes in bidding.	DSCC Moderator: Brian Wirth Speaker: DSCC Small Biz Learn the basics of selling to DSCC. What do they buy? How do they buy?
Session 2 10:45 – 12:00	Selling to Govt Part II: Set-Asides Moderator: Jill Nagy-Reynolds Speakers: Eugene Grant, David Pattee, & Tom Krusemark Learn about set-asides that can give your small business a competitive edge in govt contracting.	Writing Effective Proposals Moderator: Kent Anderson Speaker: from NCMA Learn how to approach proposal writing with the right attitude and tools for success. Hear “what to do” and “what not to do” to learn from others’ experience.	VA Moderator: Brian Wirth Speaker: Tim Foreman Learn the basics of selling to VA. What do they buy? How do they buy?
12:00 – 1:00	LUNCH		
Session 3 1:00 – 2:15	Finding Opportunities Moderator: Jill Nagy-Reynolds Speaker: PTAC Counselor(s) Learn the electronic tools available to help you find government opportunities & develop your marketing strategy: FBO FPDS USASpending WebFLIS and others	The FAR Moderator: Kent Anderson Speaker: from DAU Learn how to read/understand the FAR. Explore the most important parts of the FAR for small businesses (i.e. FAR Part 19).	Dept of Treasury Moderator: Brian Wirth Speaker: Pamela Wilson Learn the basics of selling to the Dept of Treasury. What do they buy? How do they buy?
		Price/Cost Estimating Moderator: Kent Anderson Speaker: from DAU Learn what a GSA Schedule is, how to get one and how it can help you sell to the government.	FBI, DIA, DHS Moderator: Brian Wirth Speaker: various Learn the basics of selling to the FBI, DIA, DHS and other security agencies. What do they buy? How do they buy?
Session 4 2:30 – 4:00	Doing Business w/ the State of Ohio Moderator: Jill Nagy-Reynolds Speaker: various Learn the basics of selling to the State of Ohio, State Printing Office, DYS, COTA, RTA, and others. What do they buy? How do they buy?	GSA Schedules Moderator: Kent Anderson Speaker: from GSA Learn what a GSA Schedule is, how to get one and how it can help you sell to the government.	WPAFB, DOE & EPA Moderator: Tom Krusemark Speakers: TBD Learn the basics of selling to the WPAFB, DOE and EPA. What do they buy? How do they buy?