

Pike, Vicky (OMWBE)

From: Washington PTAC <programmanager=washingtonptac.org@mail78.suw11.mcdlv.net>
on behalf of Washington PTAC <programmanager@washingtonptac.org>
Sent: Wednesday, June 10, 2015 2:11 PM
To: OMWBE WebAdmin
Subject: Washington PTAC - June Government Contracting Opportunities, News, & Events

June 2015 PTAC Newsletter

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Opportunities, News, and Events

Are You Ready to Meet a Buyer?

By Tiffany Scroggs

It can be difficult for businesses to connect with buyers at federal agencies. When you finally meet the buyer of your products or services, it's critically important to be ready! Make a great first impression at upcoming [Meet the Buyer Events](#) by following these top tips:

1. **Understand the buyer's needs.** Nothing is more frustrating to a government agency or prime than when businesses don't take time to understand their mission and buying activity. The best way to do this is to use market research techniques taught at [Government Contracting Essentials](#) courses throughout the state.
2. **Create marketing materials specifically tailored to your target customer.** If it's a federal prime or agency, be sure to include your

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Welcome Dale!

Lacey's PTAC office invites you to give a warm welcome to our new Government Contracting Specialist for Thurston, Lewis,

CAGE Code, DUNS number, and NAICS codes so they can look up your [System for Award Management \(SAM\)](#) registration and your profile in the [SBA Dynamic Small Business Search](#). If you're unsure whether you have all the required information, [call your PTAC for assistance](#).

- 3. Prepare and practice a 30 second introduction.** Make sure it is engaging and targeted to the individual to whom you are speaking, with the goal of capturing their interest so that they ask for a longer, more detailed briefing. PTACs across the state delight in the opportunity to coach businesses on how to do this effectively.
- 4. Follow up.** You've invested significant time finding the buyer, learning their mission, preparing your messaging, and attending the meet the buyer event. Cap your efforts off with an action plan that sets aside time for appropriate follow up.

PTAC is dedicated to helping you be successful at the following upcoming Meet the Buyer opportunities:

[GovCon Opportunities - Meet the Buyer](#)
Greater Spokane Incorporated - Spokane
Thu, Jun 18, 2015 from 11:30am - 1:00pm

[Doing Business with the \(Tri\) Cities](#)
Tri-Cities Biz & Visitor Center - Kennewick
Tue, Jun 30, 2015 from 2:00pm - 3:30pm

[NAVSEA, NAVFAC, NAVSUP, and local city and state buyers.](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 29, 2015 from 9:00am - 11:00am

[Joint Base Lewis McChord Acquisition Forecast](#)
Joint Base Lewis McChord, WA

Grays Harbor, Pacific,
Wahkiakum, Chelan
and Kittitas Counties!



Dale Colbert joined the Thurston EDC in May 2015. He has a broad background in working with small business, purchasing and contracting and was a manager of centralized purchasing for the State of Washington Department of Enterprise Services. He holds lifetime CPPB and CPPO public purchasing certifications.

[Email Dale](#) | [Full Bio](#)

Requests for Subcontracting Bids or Pricing

Prime Contractors from around Washington State frequently contact PTAC in hopes of finding small businesses to submit a subcontracting quote with their bid packages.

If you are a Small Business,
Small Disadvantaged

Thu, Jul 30, 2015 from 8:00am - 12:00pm

[Doing Business with the Navy](#)

Greater Spokane Incorporated - Spokane
Thu, Aug 27, 2015 from 10:00am - 1:00pm

[Contact our team](#) today for assistance!

Upcoming Government Contracting Workshops and Events

Washington PTAC counselors across the state are dedicated to providing businesses with no-cost assistance that will help them meet their government contracting goals. If you are a business in Washington State, please reach out to a counselor near you with your questions and challenges related to finding opportunities, bidding on solicitations, networking with primes, getting paid, registrations, certifications, and more!

Interested in a training opportunity not offered in your area? See your PTAC counselor for alternate learning opportunities.

For more information on any of the events below or to register, please click the link provided on each event or visit www.washingtonptac.org/events

[Government Contracting Essentials Workshops](#)

[Advanced Government Contracting Workshops](#)

[Meet the Buyer](#)

[Partner Workshops/Events*](#)

Government Contracting Essentials

[Greater Spokane Incorporated - Spokane](#)

Business, HUBZone Certified, 8(a) Certified, Service Disabled Veteran Owned Small Business, or Woman Owned Small Business, and are interested in working with Prime Contractors on proposals make sure to respond with the information requested from each contractor.

For the most up to date listing please visit the [Washington PTAC Contracting Opps](#) or follow us on [Facebook](#) and [Twitter](#).

Current Opportunities:

[Facilities Maint & Repair](#)
US Forest Service

[Point Defiance Bypass Track & Signal Improvements](#)
Flatiron West

[Snoqualmie Valley Elementary](#)
TB Penick & Sons

Other Contracting Opportunities:

[JBLM Contracting Opportunities](#)

[Navy Contracting Opportunities](#)

[Opportunities Posted on FedBid.com](#)

Thu, Jun 11, 2015 from 8:00am - 11:30am

[Pend Oreille County Econ Dev - Newport](#)
Mon, Jun 29, 2015 from 9:00am - 4:00pm

[Thurston Economic Development Council - Lacey](#)
Tue, Jun 30, 2015 from 9:00am - 11:00am

[Greater Spokane Incorporated - Spokane](#)
Thu, Jul 9, 2015 from 8:00am - 11:30am

[TriCounty Economic Development District- Colville](#)
Fri, Jul 10, 2015 from 9:00am - 4:00pm

[Bates Technical College - Tacoma](#)
Wed, Jul 22, 2015 from 9:30am - 11:30am

[Pend Oreille County Econ Dev Office - Newport](#)
Mon, Jul 27, 2015 from 9:00am - 4:00pm

Advanced Government Contracting

[Certifications for Vet Owned Small Businesses](#)
Washington Dept of Veterans Affairs - Olympia
Thu, Jun 11, 2015 from 9:00am - 11:30am

[Leveraging Your Veteran Status in the Federal](#)
Washington Dept of Veterans Affairs - Olympia
Thu, Jun 11, 2015 from 1:00pm - 2:00pm

[Marketing to the Federal Government](#)
Greater Spokane Incorporated - Spokane
Thu, Jun 11, 2015 from 1:00pm - 3:30pm

[RFP Pitfalls](#)
Kitsap Economic Dev Alliance - Bremerton
Wed, Jun 17, 2015 from 8:00am - 9:00am

[The Proposal Series](#)
Puget Sound Regional Council - Seattle
Thu, Jun 18-19, 2015 from 8:30am - 4:00pm

[Small Business Finance for Gov't Contractors: Funding & Timing](#)
Kitsap Economic Dev Alliance - Bremerton
Wed, Jun 24, 2015 from 9:00am - 11:00am

**Register Now for
The Proposal Writing
Series!**
Seattle, WA

June 18-19
8:30 - 4:00

Department of Commerce Washington Military Alliance
Innovation is in our nature.

The Proposal Series

The Department of Defense purchased over \$7.5 billion in products and services from Washington State Businesses in fiscal year 2014. Learn how to successfully respond to an opportunity to do business with the DoD!

In this two-day workshop, you will explore the DoD perspective to learn:

- How to respond to proposals
- When the government looks for a proposal and when
- How to ensure your proposal will get their attention

Day One: June 18

8:30 - 9:00	Registration
9:00 - 12:00	Part 1: Read and understand the RFP or RFQ, and how to respond.
1:00 - 1:30	Lunch
1:30 - 4:00	Part 2: Understand the proposal requirements including how to prepare, outline and draft your proposal. Participants are encouraged to bring any RFP proposals they have.

Day Two: June 19

9:00 - 12:00	Part 3: "Red Team" your proposal to take it to the next level.
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Classes are FREE
*A \$25 optional certificate registration is required for each class.
<http://bit.ly/12G277y>
Or click on any of the sides above.

Overseer? Please contact:
Vanessa Longton
253.254.8125
Email: Vanessa

Hear from the Experts:
Mark Jo BARKER, Mark O'NEILL
WA PTAC Government Contracting Specialists

These classes are offered in partnership with WA Procurement Technical Assistance Center and supported by the Washington Military Alliance.

PTAC KITSAP Puget Sound Regional Council

**Register Now for
How to Contract
With the Department
of Defense!**
Seattle, WA

July 24
8:30 - 12:00

September 15
8:30 - 12:00

[GSA Multiple Award Schedules](#)

Bates Technical College - Tacoma
Wed, Jun 24, 2015 from 9:30am - 11:30am

[Contracting Coffee Hour](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 1, 2015 from 7:30am - 8:30am

[Contractor Rights & Responsibilities](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 8, 2015 from 9:00am - 11:00am

[PRIME OUTREACH: Being a Sub, Part 3](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 8, 2015 from 4:00pm - 6:00pm

[Marketing to Government Buyers](#)

Thurston Economic Dev Council - Lacey
Tue, Jul 14, 2015 from 9:00am - 11:00am

[Methods of Government Contracting](#)

Puget Sound Regional Council - Seattle
Tue, Jul 14, 2015 from 10:00am - 12:00pm

[Reviewing a Technical Proposal](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 15, 2015 from 9:00am - 11:00am

[How to Contract with the DoD](#)

Puget Sound Regional Council - Seattle
Fri, Jul 24, 2015 from 8:30am - 12:00pm

Meet the Buyer

[GovCon Opportunities - Meet the Buyer](#)

Greater Spokane Incorporated - Spokane
Thu, Jun 18, 2015 from 11:30am - 1:00pm

[Doing Business with the \(Tri\) Cities](#)

Tri-Cities Biz & Visitor Center - Kennewick
Tue, Jun 30, 2015 from 2:00pm - 3:30pm

[NAVSEA, NAVFAC, NAVSUP, and local city and state buyers.](#)

How to Contract with the Department of Defense

The Department of Defense purchased over \$7.5 billion in products and services from Washington State businesses in fiscal year 2014. Learn how to position your business for these opportunities.

You will learn:

- How to register as a federal contractor
- How the DoD procures goods & services
- How to market your business to these agencies
- The certifications available that can give your business a competitive edge
- The tools to locate and respond to opportunities with the 36th Mission Installation Contracting Command, US Army Corps of Engineers, Defense Logistics Agency, Naval Base Kitsap and other DoD agencies.

Agenda:

8:30 - 9:30	Registration and Networking
9:00 - 10:00	DoD Essentials
10:30 - 10:40	Break
10:40 - 11:40	SBA Certifications
11:40 - 12:00	Defense Contractor Success Story

Hear from the Experts:
Stephanie Scott
WA PTAC Government Contracting Specialist
Rick Kroschenbach, Holly Rehring, & Amy Slob
SBA Opportunity Specialist

These classes are offered in partnership with WA Procurement Technical Assistance Center and the Small Business Administration and supported by the Washington Military Alliance.

SBA's participation or support is not an endorsement of any product, service or entity.

SBA **PTAC**
Puget Sound Regional Council

Classes are FREE!
Registration Required: mfc.wa.gov/ESC/ctr
Or call on any of the dates above.
Questions? Please contact: scott@psrc.org, 360.255.4125, Email: kroschen@psrc.org

DoD Contractor? DoD Subcontractor?

Take this [brief survey!](#)

Washington State Department of Commerce & Washington Military Alliance is conducting a brief survey to see how changes in Department of Defense spending affects the small businesses in our area.

Please take a moment to [share](#) your opinion!

Washington PTAC Offices

[Thurston Economic Development Council](#)

Main center for Washington PTAC

(360) 754-6320

[Stephanie Scott](#)

[Tiffany Scroggs](#)

[Dale Colbert](#)

[Traci Hansen](#)

Kitsap Economic Dev Alliance - Bremerton
Wed, Jul 29, 2015 from 9:00am - 11:00am

[Joint Base Lewis McChord Acquisition Forecast](#)

Joint Base Lewis McChord, WA
Thu, Jul 30, 2015 from 8:00am - 12:00pm

[Doing Business with the Navy](#)

Greater Spokane Incorporated - Spokane
Thu, Aug 27, 2015 from 10:00am - 1:00pm

Partner Events*

[Increase Your Bond Capacity and Execute a Winning Bid](#)

East West Bank - Bellevue
Thu, Jun 11, 2015 from 5:00pm - 7:00pm

[US DOT Bonding Education Program-A Contractor Development Program](#)

Greater Vancouver Chamber - Vancouver
Tue, Jun 16, 2015 from 4:00pm - 8:00pm

[CVE Pre-Application](#)

Webinar
Tue, Jun 16, 2015 from 12:00pm - 1:00pm

[Parsons Subcontractor Pre-Bid Meeting](#)

Seattle
Tue, Jun 16, 2015 from 6:00pm - 7:30pm

[US DOT Bonding Education Program-A Contractor Development Program](#)

Greater Vancouver Chamber - Vancouver
Wed, Jun 17, 2015 from 4:00pm - 8:00pm

[CVE How to Stay Verified](#)

Webinar
Tue, Jun 23, 2015 from 12:00pm - 1:00pm

*** indicates that a fee may be required in order to register for that workshop or event**

[Bates Technical College](#)

(253) 680-7054

[Tom Westerlund](#)

[Economic Alliance](#)

[Snohomish County](#)

(425) 248-4223

[Jean Hales](#)

[Leslie Miller](#)

[Greater Spokane](#)

[Incorporated](#)

(509) 321-3641

[Jessica Kirk](#)

[Greater Vancouver](#)

[Chamber of Commerce](#)

(360) 567-1092

[Carroll Bernard](#)

[Lea Zumwalt](#)

[Jeannet Santiago](#)

[Green River College](#)

(253) 520-6267

[Darrell Sundell](#)

[Kitsap Economic](#)

[Development Alliance](#)

(360) 377-9499

[Mary Jo Juarez](#)

[Theresa Mangrum](#)

[Kathy Cocus](#)

[Mona Carlson](#)

[Tri City Regional Chamber of Commerce](#)

(509) 491-3231

[Ashley Coronado](#)

Washington PTAC is now on Twitter! Make sure to follow us so you're kept apprised of news and opportunities
#BecauseWeTweetNow



To keep updated on government contracting opportunities and updates, read the:



[Washington PTAC Blog](#)



PTAC provides technical assistance to help Washington businesses successfully compete in the government marketplace.

A program of the Thurston Economic Development Council, in partnership with the following subcenters:



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You are receiving this email because you have expressed an interest in Washington PTAC. Don't forget to add programmanager@washingtonptac.org to your address book so we'll be sure to land in your inbox!

Our mailing address is:

Washington PTAC
665 Woodland Square Loop
Lacey, WA 98503

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