

# Government Contracting Basics

“Getting Started in Government Contracting”

Have you ever wondered about selling your products or services to the government? This free workshop will introduce you to the basic tools for growing your business by selling to the government.

## Objectives:

- ⇒ Know what certifications and registrations are necessary to sell to federal, state, and local agencies
- ⇒ Hear about federal small business certifications
- ⇒ Find out how the government procures goods and services
- ⇒ Learn how to assess the government marketplace and find contracting opportunities
- ⇒ Recognize resources to help your businesses
- ⇒ Learn how to prepare for the upcoming Pacific Northwest Government Contracting Conference

## Target Audience:

Entry-level class geared toward small businesses across any industry. Best suited for those with limited to no government contracting experience or those seeking a refresher on the basics. All are welcome!

## Details:

- ⇒ FREE — registration is required — [CLICK HERE](#)
- ⇒ April 19, 2018
- ⇒ 10:00 a.m. —12:30 p.m.
- ⇒ Clackamas Community College, Harmony Campus  
7726 SE Harmony Road, Room HW120  
Clackamas, OR 97222

## When:

April 19, 2018

10:00 a.m. - 12:30 p.m.

## Where:

Clackamas Community College  
7726 SE Harmony Rd, HW120  
Clackamas, OR 97222

## Brought to you by:

Government Contract  
Assistance Program (GCAP)

---

**FREE SMALL  
BUSINESS  
TRAINING**

---

## Training point of contact:

Carley Dirks

Phone: (503) 344-6618

Email: [cdirks@gcap.org](mailto:cdirks@gcap.org)



Oregon's Procurement  
Technical Assistance Center