



MACOMB REGIONAL
Procurement Technical
Assistance Center

MACOMB COMMUNITY COLLEGE

Education • Enrichment • Economic Development

SERVING MACOMB COUNTY

2020 EVENT SCHEDULE



7900 Tank Ave., Warren, MI 48092-3936 • 586.498.4122 • ptac@macomb.edu • www.macomb.edu/ptac • www.ptacsofmichigan.org

2020 MACOMB REGIONAL PTAC EVENT SCHEDULE

CORE EVENTS

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CORE EVENTS



INTRODUCTION TO FEDERAL GOVERNMENT CONTRACTING—101

Is your business looking to diversify in the government sector? Is your business overwhelmed by the rules, regulations and registrations that are required to get started in federal government contracting?

Introduction to Federal Government Contracting—101 is the fundamental course in Macomb Regional PTAC's Core Series of Federal Government Contracting.

This training offers an overview of what federal government contracting is, what it takes to be a government contractor, the steps your business needs to do to get started and what no-cost services and continuous support Macomb Regional PTAC offers to small businesses in all aspects of government contracting.

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

PLEASE NOTE: To register for this training, your company must be located in Macomb County.

NEW! We are offering a webinar option for January 16, 2020 training date only!
You can attend in person at our facility or attend virtually by connecting live via webinar.



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NO FEE TO ATTEND, BUT REGISTRATION IS REQUIRED

TIME	
9am-12:30pm	
DATE	LOCATION
Jan. 16, 2020	M-TEC SM 7900 Tank Ave. Warren, MI 48092 WEBINAR REGISTER HERE IN PERSON REGISTER HERE
March 5, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
May 14, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
July 9, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Sept. 10, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Nov. 5, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Register now for one of our upcoming sessions or email ptac@macomb.edu	

FEDERAL MARKET RESEARCH—201

The second core class in Macomb Regional PTAC's Core Series of Federal Government Contracting is **Federal Market Research—201**. This training will help you identify who your customer and competitors are, as well as the current and future outlook for your industry. You will learn how to research the consumer by identifying federal agencies who are buying what you're selling. You will also learn how to research the competition by identifying who is already selling your service or product to the federal government and for how much. And finally, you will learn how to research your industry by identifying what are the federal government's past, present and future procurement and industry trends.

This class will be conducted in a computer lab and seats are limited.

Class time may run over due to the hands-on nature of training and questions.

PREREQUISITE: Introduction to Federal Government Contracting—101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



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NO FEE TO ATTEND, BUT REGISTRATION IS REQUIRED

TIME	
9am–12:30pm	
DATE	LOCATION
Feb. 6, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
March 26, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
June 11, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
July 23, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
Oct. 8, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
Nov. 19, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092

Register now for one of our upcoming sessions or email ptac@macomb.edu

PROSPECTING FOR FEDERAL OPPORTUNITIES—301



The next in Macomb Regional PTAC's Core Series of Federal Government Contracting is **Prospecting for Federal Opportunities—301**. Selling to the federal government can provide significant revenues for small businesses, but it can be very time consuming trying to figure out where to find opportunities that match your capabilities.

This training will provide you with useful tools on how to search for and identify opportunities that match your capabilities in a more efficient manner. You will also learn about PTAC's BidMatch Services. Finally, you will learn how to review and respond to various types of opportunities, and the importance of vendor performance evaluations.

This class will be conducted in a computer lab and seats are limited.

Class time may run over due to the hands-on nature of training and questions.

PREREQUISITES: Introduction to Federal Government Contracting—101
Federal Market Research—201

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



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**NO FEE TO ATTEND, BUT
REGISTRATION IS REQUIRED**

TIME	
9am-12:30pm	
DATE	LOCATION
April 2, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Aug. 6, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Dec. 3, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

HOW TO MARKET YOUR BUSINESS TO THE FEDERAL GOVERNMENT—401

The fourth class in Macomb Regional PTAC's Core Series of Federal Government Contracting is **How to Market Your Business to the Federal Government—401**.

How can you maximize your company's potential to obtain government customers? By using marketing techniques customized for the federal government. In this training, you will learn how to market your business to the federal government as well as prime contractors. Also, you will learn about effective marketing materials, networking and people to know.

PREREQUISITES: Introduction to Federal Government Contracting—101
Federal Market Research—201
Prospecting for Federal Opportunities—301

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



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**NO FEE TO ATTEND, BUT
REGISTRATION IS REQUIRED**

TIME	
9am-12:30pm	
DATE	LOCATION
May 5, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Aug. 13, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Dec. 10, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

HOW TO EVALUATE AND PREPARE TO WRITE A PROPOSAL—501



*If you start when the RFP is released,
then you are starting too late.*
—Charles Dickson

To effectively create a bid response, the reader must understand what the contracting officer is communicating without the benefit of conversation. Per the FAR, being responsive and responsible form the Rosetta Stone of proposal writing. They are the gateway that every submission must pass before having a remote chance of winning a federal contract.

This course is **not** designed to provide attendees with templates or SOPs. It is structured to provide you with options that can be used to successfully identify projects, read solicitations and create plans of implementation and action. Attendees will be exposed to capture planning, preparation, penning and the exhilaration or deflation of the award process.

Class requirement: Pre-class work will be required. Estimated time to complete 90 minutes.
Don't be the weak link for your team.

PREREQUISITES: Introduction to Federal Government Contracting—101
Federal Market Research—201
Prospecting for Federal Opportunities—301
OR your experience with submitting at least two responses
at a federal, state or local level.

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

**NO FEE TO ATTEND, BUT
REGISTRATION IS REQUIRED**

TIME

9am–12:30pm

DATE	LOCATION
Sept. 15, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092

REGISTER HERE

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sessions or email ptac@macomb.edu

DLA INTERNET BID BOARD SYSTEM (DIBBS) TRAINING—101



Doing business with the Defense Logistics Agency (DLA) can be a great way to grow your business and enter the federal marketplace.

DLA is the Department of Defense's largest combat support agency, providing worldwide logistics support to America's Military Services, civilian agencies and foreign countries in both peacetime and wartime. DLA is responsible for nearly every consumable item used by our military forces worldwide, including medical supplies, aviation requirements, land and maritime weapon systems spare parts, critical troop-support items involving food, clothing and textiles, construction equipment, material, fuel and depot level reparables.

Topics to be covered in this training include DLA Internet Bid Board System (DIBBS) website overview, access to technical data packages, joint certification program, getting registered in DIBBS, how to find opportunities in DIBBS and cfolders overview.

PREREQUISITES: Introduction to Federal Government Contracting—101
Federal Market Research—201

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their market research, or are already selling to DLA.



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REGISTRATION IS REQUIRED**

TIME		
9am–12:30pm		
DATE		LOCATION
March 19, 2020		M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Sept. 17, 2020		M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

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DLA INTERNET BID BOARD SYSTEM (DIBBS) TRAINING—201



Building on what was discussed in DIBBS 101 training, we will look at other DLA Internet Bid Board System (DIBBS) applications such as how to submit a quote online, find awards, submit a post award request (PAR), and discuss packaging and shipping.

Prior to attending this training, if you determined your business will need to access technically controlled data packages (drawings), we recommend that you apply for the Joint Certification Program (JCP). If you need assistance with this, please contact our office.

Additional topics to be covered in this training include Buy American & Trade Agreement Act, cyber compliance (Cybersecurity Maturity Model Certification), Vendor Performance Evaluations—CPARS and DLA packing and shipping.

PREREQUISITES: Introduction to Federal Government Contracting—101
Federal Market Research—201
DLA Internet Bid Board System (DIBBS)—101

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their market research, or are already selling to DLA.



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TIME	
9am–12:30pm	
DATE	LOCATION
April 16, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Oct. 15, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

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STATE CONTRACTING OVERVIEW

The Department of Technology, Management and Budget (DTMB) Procurement Office serves as the state's Central Purchasing Office and has a portfolio of approximately 800 multiple-year contracts worth billions of dollars.

Topics to be covered include the following:

- Doing Business with the State of Michigan
- Navigating the State Contracting Process
- Doing Business with MDOT
- How to research competitors—Michigan Transparency Website

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



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TIME

9am-12:30pm

DATE

LOCATION

Feb. 13, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
	REGISTER HERE

Oct. 1, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092
	REGISTER HERE

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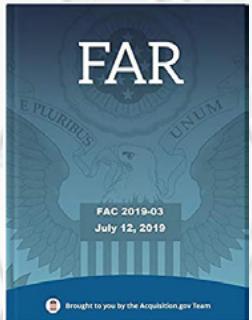
FAR OVERVIEW

The Federal Acquisition Regulation (FAR) governs all acquisitions and contracting procedures in the federal government. It is a substantial and complex set of rules governing the federal government's purchasing process to ensure purchasing procedures are standard and conducted in a fair and impartial manner. It is important federal government contractors take the time to understand the rules and regulations they must follow to avoid costly pitfalls.

This comprehensive training will describe the basic concepts for each FAR part that every federal contractor should be aware of. Additionally, through the course of the training, attendees will learn how to navigate the FAR so they may more easily reference it as the need arises. This event will cover and provide an overview of the FAR, Sub-chapters (A through H) and FAR Clause Flow Downs.

PREREQUISITE: Introduction to Federal Government Contracting—101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



**NO FEE TO ATTEND, BUT
REGISTRATION IS REQUIRED**

TIME

9am – 12:30pm

DATE	LOCATION
Oct. 29, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092

REGISTER HERE

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ARMY CONTRACTING COMMAND—WARREN: OTHER TRANSACTION AUTHORITY (OTA) 101



The Other Transaction Authorities (OTAs) have proven an effective tool to streamline acquisition, diversify the defense industrial base, and gain access to state-of-the-art technology within a collaborative government/industry environment. Join Army Contracting Command Warren, Michigan, acquisition innovation leaders, as we walk through the new guidance, lessons learned, transition to production and the 10 USC 2371(b) statute for better understanding of these streamlined acquisition capabilities. In addition to hearing about how OTAs work, you will also hear about OTAs in action, multiple

solicitation processes such as pitch day (similar to the television show *Shark Tank*), Panel Pitches, why we use White Papers and the Annual Plan process.

PREREQUISITE: Introduction to Federal Government Contracting—101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



**NO FEE TO ATTEND, BUT
REGISTRATION IS REQUIRED**

TIME

9am–12:30pm

DATE

LOCATION

Feb. 27,
2020

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Oct. 22,
2020

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming
sessions or email ptac@macomb.edu



Macomb Regional PTAC offers several events throughout the year to assist businesses with government contracting. We provide training in local, state and federal government contracting, sponsor matchmaking events, as well as other special events to serve the business community.

To learn more about the events we offer, visit our website: www.macomb.edu/ptac

The following individual training sessions are offered to Macomb Regional PTAC clients upon request:

- General Service Administration (GSA) Overview
- How to Market Your GSA Schedule
- WAWF Overview
- Federal Subcontracting Overview



Additional Available Training:

- How to Engage and Position During Government Prospect Meetings
- How to Differentiate and Communicate Value – Communicating Quantifiable and Qualifiable Metrics
- Understand, Obtain, and Leverage your Small Business Certification
- Understanding, Obtaining, and Leveraging the SBA's 8(a) Certification
- Creating a Step-by-Step Government Sales Strategy
- How to Communicate and Build Relationships with Government Agencies
- Capture Management for Small Businesses in the Government Marketplace
- To Bid or Not—Reading and Responding to RFP's
- Breaking Down Federal Solicitations
- How to Competitively Respond to a Sources Sought and Influence the Acquisition
- How to Write Customer-Focused Proposals
- How to Get Involved with Hurricane Season Recovery Projects
- Creating Your Government Market Opportunity Forecast
- How to Win More Federal Contracts with Competitive Pricing

- How Do We Drive Down Overhead?
- How to Price Your Billing Rates for More Profit
- How to Justify Increased Profit/Fee Under DoD Contracts Requiring Certified Cost or Price Data
- Government Contract Negotiation
- Accounting System Compliance for Non-Accountants
- DCAA Compliant Accounting for Government Contractors
- Introduction to Teaming
- Convincing a Prime to Put You on Their Team
- Essential Considerations in Federal Subcontracting
- Essential Considerations for Federal Construction Subcontracting
- Evaluating Subcontractor Accounting System Rates
- Understanding Certified Payroll Requirements on Government Construction Projects
- Understanding and Complying with the Nonmanufacturer Rule
- Understanding the Buy American Act and Berry Amendment

Contact ptac@macomb.edu to schedule training.

SPECIAL EVENTS



MICHIGAN RESOURCES FOR DEFENSE EXPORTING

This event is for Michigan businesses who wish to learn about available resources for defense exporting. MEDC will be on hand to share information about their no fee, statewide export resources which are designed to help Michigan companies grow their international sales. Resources are available for all industries and range from matching funding for travel to international customer searches. The U.S. Department of Commerce will share insight into international defense opportunities and how to proactively leverage the U.S. Department of Commerce and other federal agencies to pursue and win defense contracts abroad.

Foster Swift Collins & Smith P.C. will share best practices and real-life examples of how U.S. Export Controls impact defense exporting. In addition, Foster Swift Collins & Smith will discuss how to tread a safe path around common exporting landmines. ALBEX LAW, P.C. will dive deeper and present on the Foreign Corrupt Practices Act: The “B” word in Defense Industry’s International Transactions.

Registration at: <https://www.center-gateway.com/107000/index.php?EVT=55056>



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FOSTER SWIFT
FOSTER SWIFT COLLINS & SMITH P.C. ATTORNEYS



NO FEE TO ATTEND

TIME

9am-12pm

DATE

Jan. 9, 2020

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

GREAT LAKES WATER AUTHORITY SMALL BUSINESS INITIATIVE ADVISORY MEETING

Join the Macomb Regional PTAC and the Great Lakes Water Authority (GLWA) for their Small Business Advisory Meeting. This meeting will highlight how to do business with GLWA; resource information from the Macomb PTAC and the U.S. Small Business Administration; and subcontractor opportunities from GLWA's primes.

Registration at: <http://glwasmallbusiness.rsvpify.com>



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NO FEE TO ATTEND

TIME

8:30am–11:30am

DATE	LOCATION
Jan. 23, 2020	Macomb Community College Center Campus, University Center 1 44575 Garfield Road Clinton Twp., MI 48038

REGISTER HERE

Register now for one of our upcoming
sessions or email ptac@macomb.edu

DEFENSE SUPPLY CHAIN CYBERSECURITY RESILIENCY SEMINAR



Join Macomb Regional PTAC and the University of Michigan Economic Growth Institute Defense Cybersecurity Assurance Program for a seminar to learn about the newly developed Cybersecurity Maturity Model Certification (CMMC). The CMMC will require 100% of all DoD contractors/suppliers to achieve some level of 3rd party certification related to what is specified in their contracts. Once the CMMC goes into effect, self-attestations will no longer be sufficient to bid on DoD contracts and it will affect all companies doing business in the defense supply chain regardless of the type of business. Learn what this means for your company, what resources are available to assist small to medium size entities in maintaining cybersecurity resiliency and hear industry experts talk on cybersecurity related topics.

Agenda Highlights:

1. What is changing with the DoD's cybersecurity requirements?
 - a. Cybersecurity Maturity Model Certification (CMMC)
 - i. What are the requirements
 - ii. What does that mean for my company?
 - iii. How do I get certified?
2. Resources for Defense Suppliers to help with cybersecurity resiliency

Let us assist you in understanding the new certification requirements and how to remove the barriers to entry into the DoD supply chain.

Invited: Office of Secretary of Defense (OSD) Office of Under Secretary of Defense (OUSD) Acquisition and Sustainment (A & S) CMMC Cyberteam

Who Should Attend: Companies currently doing business or companies looking to do business in the defense supply chain that need to become compliant with the DoD's cybersecurity requirements.

Registration at: <https://www.center-gateway.com/107000/index.php?EVT=55214>

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ECONOMIC GROWTH INSTITUTE
DEFENSE CYBERSECURITY ASSURANCE PROGRAM
UNIVERSITY OF MICHIGAN



MICHIGAN
MANUFACTURING
TECHNOLOGY
CENTER

MANUFACTURE SMARTER

NO FEE TO ATTEND

TIME

8am-3pm

DATE	LOCATION
March 17, 2020	Macomb Community College Center Campus, University Center 1 44575 Garfield Road Clinton Twp., MI 48038

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

UNDERSTANDING THE SAR PROCESS

This session is designed to advise manufacturers on the procedures and documentation required to complete a Source Approval Request (SAR)**

Successfully completing the SAR process means that one is an approved source to reverse engineer, manufacture, repair, overhaul, or modify a DLA part on a non-competitive basis. This course will teach attendees how to complete that process. In addition, information will be provided advising you of the procedures for obtaining source prequalification* for items requiring pre-contract award qualification. The SAR process for new sources is not limited to small business companies. Both small and other than small businesses are afforded equal consideration for approval.

*There are four basic categories of source approval requests, excluding those requiring source pre-award qualifications, for sole source spare parts, systems and repair, overhaul & modification of items/systems. Submission of the requested information does not guarantee approval. Additional information, documentation, sample items, etc. may be required to complete evaluation of your request. The system engineer is the approval authority for all source approval requests.

Category 1—(Same Item): An item that your company previously provided to the Original Equipment Manufacturer (OEM) to the Department of Defense (DoD)

Category 2—(Similar Item): An item similar to an item that your company has previously provided to the OEM or DoD.

Category 3—(New Item): An item not previously provided to the OEM or DoD, or similar to an item previously provided to the OEM or DoD.

Category 4—Repair Overhaul, or Modification Of Items/Systems: to include aircraft, avionics, electronic warfare, vehicle, and missile components and systems. In order to evaluate your capabilities, applicants are encouraged to provide information relative to each system or component.

****SOURCE PRE-QUALIFICATION:** Source Pre-Qualification, pursuant to FAR Part 9, is a formal pre-contract award qualification that contractors must meet. During this process the engineer develops a justification and specific qualification criterion, which may range from submission of capability documentation to submission of fully tested sample items.

**NOTE: YOU MUST HAVE AN ACTIVE JCP CERTIFICATION, DIBBS AND CFOLDER ACCOUNT.
YOU WILL BE REQUIRED TO ENTER YOUR JCP CERTIFICATION EXPIRATION DATE WHEN REGISTERING.**

Registration at: https://www.ptassist.com/secure/SAR_register.php?id=177C154929



NO FEE TO ATTEND

TIME

9am-12:30pm

DATE

DATE	LOCATION
April 23, 2020	M-TEC SM 7900 Tank Avenue Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

2ND ANNUAL MEET THE MICRO BUYER AT SELFRIDGE ANGB



What is a Government Micro Purchase? It is an acquisition of supplies using simplified acquisition procedures, the aggregate amount of which does not exceed the micro-purchase threshold of \$10,000.

Macomb Regional PTAC is excited to offer this new and improved event focused on micro purchase buying at Selfridge Air National Guard Base. At this event, you will learn more about micro purchase buys and have an opportunity to market your business to the micro buyers at Selfridge by participating in speed dating sessions. You will also have the opportunity to

meet with Selfridge contracting officers who deal with contracts above the micro purchase threshold. Please come with plenty of businesses cards and an up-to-date capability statement.

There is no fee to attend, but registration is required.

Please fill out all the required information on the registration page. Without supplying this information, you will not be cleared for access to the base.

No walk-ins will be allowed the day of, due to the requirement of preauthorization by SANGB.

Registration will close on April 23, 2020, COB to allow time for SANGB to pre-authorize attendees.

Registration at: https://www.ptassist.com/secure/base_register.php?id=30B5155064

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**NO FEE TO ATTEND BUT
REGISTRATION IS REQUIRED**

TIME

9am-12pm

DATE

LOCATION

April 30,
2020

Selfridge Air National Guard Base
Harrison Twp., MI 48045

REGISTER HERE

Register now for one of our upcoming
sessions or email ptac@macomb.edu

GOVERNMENT CONNECT AT MDEX



The Macomb Regional PTAC, in collaboration with the NDIA Michigan Chapter, will work with Government Small Business representatives to identify opportunities at the 11th Annual Michigan Defense Exposition (MDEX).

The Macomb Regional PTAC will be accepting applications for meetings between qualified suppliers and the government. These meetings provide potential solutions to fill requirements, saving time and resources. The Macomb Regional PTAC will manage all Government Connect

planning, including the online application process, communication with the applicants, and onsite logistics. To apply, click on the application link below.

Invited agencies: TACOM, DLA, Selfridge Air National Guard.

Applications will be accepted until April 20, 2020, close of business.

Registration at: <https://www.center-gateway.com/107000/index.php?EVT=54930>



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NO FEE TO ATTEND

TIME

9am–4pm

DATE	LOCATION
May 20–21, 2020	Macomb Community College South Campus, Sports & Expo Center 14500 E. 12 Mile Road Warren, MI 48088

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

SBIR/STTR TECHNOLOGY PITCH DAY

The Macomb Regional PTAC is excited to host the U.S. Army Combat Capabilities Development Command (CCDC) Ground Vehicles Systems Center (GVSC) SBIR/STTR Technology Pitch Day. This event is a unique method for small businesses to showcase the technology they have developed through the Small Business Innovation Research (SBIR) program and the Small Business Technology Transfer (STTR) program in response to an Army Technology Gap or Requirement.

The goal of the Pitch Day is to showcase these SBIR/STTR technologies and match them with the technology needs for both government and industry, as well as assist the small businesses with their commercialization efforts.

Technology areas will include Autonomy, Power & Directed Energy, Advanced Propulsion and Advanced Materials & Manufacturing.

Registration at: <https://www.center-gateway.com/107000/index.php?EVT=54933>



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NO FEE TO ATTEND

TIME

8:30am–5pm

DATE	LOCATION
June 4, 2020	Macomb Community College University Center 1 44575 Garfield Road Clinton Twp., MI 48038

REGISTER HERE

Register now for one of our upcoming
sessions or email ptac@macomb.edu

2020 MACOMB MEET THE BUYER



Macomb Meet the Buyer is an event that connects businesses with government agencies and prime contractors. This event will give small businesses access to buyers from across the federal, state and local government sector. These agencies will meet with the aspiring vendors. Major prime contractors will be in attendance seeking capable subcontractors to help them meet their requirements. Also, you will have an opportunity to meet with Michigan resource partners.

Seller's benefits include opportunity to diversify your sales, pitch your product and services to decision makers, network with other small or large businesses and help keep business local to the Michigan economy. **This event is not for startups.** Macomb Regional PTAC recommends that businesses have two years of commercial business sales before entering into the government contracting realm.

Please come with plenty of businesses cards and an up-to-date capability statement for prime contractors and federal agencies. Also have plenty of commercial marketing materials for local and state agencies.

Registration at: <https://www.center-gateway.com/107000/index.php?EVT=54932>



NO FEE TO ATTEND

TIME

8am-12pm

DATE	LOCATION
Aug. 20, 2020	Macomb Community College Center Campus, University Center 1 44575 Garfield Road Clinton Twp., MI 48038

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*Our Government Contracting
Expertise is Your Competitive Edge.*

For more information, please contact us:

Macomb Community College
Macomb Regional PTAC
7900 Tank Avenue
Warren, MI 48092-3936
Phone: 586.498.4122
Email: ptac@macomb.edu

We also invite you to visit us at:

www.macomb.edu/ptac
www.ptacsofmichigan.org

 Twitter: @MacombPTAC

 LinkedIn: www.linkedin.com/in/macomb-regional-ptac/

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