Prerequsite: For your firm.

**Finding Federal Opportunities:**

This FREE workshop provides you an opportunity to have one-on-one assistance in registering on various websites (FedBizOpps, Navy Electronic Commerce Online (NECO), or the Army Single Face to Industry (ASFI)); setting up search agents; or finding procurement forecasts for the agencies you want to target. Do you want additional assistance to set up your search agents? Or perhaps you found the perfect opportunity and want some assistance on how to respond to the solicitation. This workshop is for you!

**Marketing to the Federal Government**

You’ve searched some of the federal government websites and have located a contracting opportunity. Or perhaps you have identified several federal agencies and a major prime contractor that buys your product or service. What do you do next? You need to differentiate your company from the competition. Learn how by taking this class!

**How to Respond to a Solicitation**

You just found a 600 page solicitation that may be perfect for your firm. Do you have to read the entire solicitation to determine “bid”/“no bid”? Are there templates to make responding to a solicitation easier? Are there simple, identifiable steps to respond to a solicitation? Learn how to make a “Bid”/“No Bid” decision; how to set up templates to respond to a solicitation and to follow identified steps to complete a compelling response by attending this seminar. In this special six hour class we will work together to respond to a commercial solicitation. You will then select a solicitation (product, service, construction or architect/engineering) and try to win that contract.

**Prerequisites:**
- Getting Started in Federal Contracting
- BPAC eLearning on Getting Started in Federal Contracting

**Selling to the State of Wisconsin**

The State of Wisconsin spent $1.2 billion on contracts in FY 2011. This comprehensive training seminar provides a foundation for contracting with the State of Wisconsin. Included are websites and techniques to find State purchasing opportunities for your company.

**Government Contracting Q&A**

You’ve Got Questions, We’ve Got Answers!

Do you need assistance with completing your SAM registration? Or perhaps you would like to have your SAM registration reviewed for accuracy and completeness? Maybe you need guidance in searching for contract opportunities at www.fbo.gov. This FREE seminar can help with all of your contracting needs!

**Is a GSA Schedule Contract a Good Business Decision?**

Every year Federal buyers use the GSA (General Services Administration) Schedules as their preferred method of purchasing. Under the GSA Schedules Program, GSA establishes long-term government-wide contracts with businesses that provide commercial products and/or services. Once a contract is established, these products and services can be ordered directly by agencies. The seminar will help you decide if pursuing a GSA contract is right for your business.

**How to Respond to a GSA Solicitation**

This in-depth seminar focuses on how to complete the GSA Schedule solicitation and how to make a

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**Finding Federal Opportunities:**

**One-on-One Assistance**

This FREE workshop provides you an opportunity to have one-on-one assistance in registering on various websites (FedBizOpps, Navy Electronic Commerce Online (NECO), or the Army Single Face to Industry (ASFI)); setting up search agents; or finding procurement forecasts for the agencies you want to target. Do you want additional assistance to set up your search agents? Or perhaps you found the perfect opportunity and want some assistance on how to respond to the solicitation. This workshop is for you!

**Prerequisites:**
- Getting Started in Federal Contracting
- BPAC eLearning on Getting Started in Federal Contracting

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To learn more about BPAC events or to register, visit: [http://madisoncollege.edu/BPAC-wi](http://madisoncollege.edu/BPAC-wi)

Questions? Call 608.243.4490 Ext #2 or email bpacevents@madisoncollege.edu

*Schedule is subject to change; please check our website for the most current information*
successful proposal/offer. You will receive specialized guidance on organizing and positioning your company to win a 5-year GSA contract award, including how to understand pricing policies and the regulations required in order to maximize a GSA Schedule contract. The mandatory eOffer format for submitting a new Schedule solicitation/offer will be covered in detail.

**Prerequisite:** Is a GSA Schedule Contract a Good Business Decision?

### Architect-Engineering (A&E) Acquisition Process

The federal government spends between $7—$12 billion on A&E services annually. The A&E acquisition process is different from all the other contracting processes; pricing is not part of the selection process. Your firm’s qualifications (SF 330) are used to determine the highest qualified firm with whom the Government negotiates price. Learn how to set your SF330 apart from your competition. This class provides a step-by-step guide to complete a compelling SF 330 Part I and Part II.

**Prerequisites:** Getting Started in Federal Contracting or BPAC eLearning on Getting Started in Federal Contracting

### Introduction to Federal Construction Projects

Learn about contracting with the Federal government for construction work. The federal government accounts for 40% of the construction market, spending $27.5 billion on construction in FY 2011. Construction firms need to know how to compete for these dollars.

**Prerequisites:** Getting Started in Federal Contracting or BPAC eLearning on Getting Started in Federal Contracting

### Understanding Federal Construction Requirements

There are unique requirements and regulations that apply to federal construction contracts. Learn how to comply. This course is the next training after “Introduction to Federal Construction Projects.” It is geared towards prime contractors and subcontractors that have completed the introductory course or have some previous experience with government contracting.

**Prerequisite:** Introduction to Federal Construction Projects or previous experience with government contracting

### Introduction to Custom Manufacturing for the Military

This training is geared for the manufacturer of fabricated metal products, castings, non-metal components and other related industries, who are interested in selling to the Department of Defense.

**Prerequisites:** Getting Started in Federal Contracting or BPAC eLearning course on Getting Started in Federal Contracting

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**Questions?** Call 608.243.4490 Ext #2 or email bpac.events@madisoncollege.edu

*Schedule is subject to change; please check our website for the most current information*