

Register now and join more than 500 others

...at *Marketplace 2009: Procurement Opportunities for Small Businesses*, the tenth statewide contracting conference designed to bring small business sellers together with buyers from federal and state government and large prime contractors.

Hosted by:

Rep. Bob Etheridge
(NC 2nd District)

Rep. Brad Miller
(NC 13th District)

Rep. David Price
(NC 4th District)

In cooperation with:

U. S. Environmental Protection Agency
National Institute of Environmental Health Sciences
Small Business and Technology Development Center's Procurement
Technical Assistance Center (PTAC)

Market your products/services.

Meet representatives from more than 50 government, military and civilian agencies, and prime contractors seeking ways to expand their qualified suppliers list. Prime contractors will be discussing subcontractor needs and responding to questions concerning the procurement opportunities they offer. Organizations providing procurement counseling and access to other assistance services will also be available.

It would require considerable time and expense for a small business person to visit all the agencies and prime contractors represented at this trade show if done on their own time and with personal resources.

Prior exhibitors have included: US EPA; NIEHS; NASA; US Air Force, Army, Coast Guard, Marines, and Navy; State of North Carolina; Progress Energy; Lucent Technologies; Lockheed Martin; Research Triangle Institute; and Michelin.

Learn about the acquisition process.

Attend a series of training seminars designed for those both new and experienced in the procurement process. Subjects will include contracting basics, marketing to agencies and primes (including FORSCOM opportunities), and preference programs.

Win a contract (on the spot).

Representatives from many of the attending agencies and prime contractors will bring simplified acquisition requirements to *Marketplace 2009* for small business attendees to submit quotes. Contract awards will be made and announced during the conference.


arketplace
Procurement Opportunities for Small Businesses
5 West Hargett Street, Suite 600
Raleigh, NC 27601-1348


arketplace
Procurement Opportunities
for Small Businesses

MARKET YOUR PRODUCTS/SERVICES
to government agencies,
military/civilian agencies,
and large prime contractors

ATTEND SEMINARS
designed to provide
the latest information
on doing business with the government

BID ON A CONTRACT

Wednesday, 27 May 2009
8:00 am—5:00 pm
Sheraton Imperial
Research Triangle Park, NC

Register securely online at www.sbtfdc.org/events/marketplace

SEMINAR TOPICS

- 8:00am Registration**
- 8:45am Welcome and Opening Remarks**
Representative Bob Etheridge
Representative Brad Miller
Representative David Price
- 9:15am Marketplace Opens**
- 10:00am Seminars**
 - Government Contracting Basics
 - Basic Proposal Writing
- 11:30am Luncheon with Keynote Speakers**
 - Federal & State Recovery Plan (ARRA) Opportunities
- 1:15pm Marketplace Re-opens**
- 1:15pm Seminars**
 - State and Local Contracting
 - Marketing to Agencies & Primes
- 2:45pm Seminars**
 - Preference Programs
 - Sub-contracting issues
- 4:00pm Reception**
- 5:00pm Marketplace 2009 Closes**

NEW TO CONTRACTING

Government Contracting Basics

- Selling to DoD & Civilian Agencies
- Finding Opportunities
- Registration (CCR, GSA Schedules)
- Contracting Process
- Bids vs. Proposals Defined

State & Local Contracting

- NC State Purchasing System
- Use of E-procurement, with Examples
- Local Opportunities
- Green Purchasing

Preference Programs

- Preferences for Women, Minorities & Veterans
- Certifications - 8(a), Small Disadvantaged Business (SDB), Service Disabled Veterans, and HUBZones
- Formal Partnerships

EXPERIENCED CONTRACTORS

Basic Proposal Writing

- What Does the Government Expect?
- How to Respond to Proposals
- Costs & Pricing
- Tips for Successful Proposal Writing

Marketing to Agencies & Primes

- Identifying Your Targets
- Marketing Do's and Don'ts
- "Best Value" Considerations
- BRAC Opportunities
- Successful Collaborations

Sub-Contracting Issues

- Contract Terms
- Bonding and Insurance
- Teaming Options
- Avoiding Common Pitfalls

BONUS

One-on-One Meetings
with selected agency and prime contractor representatives.
Sign up at the conference starting at 9:15 AM
(limit of 2)

When and Where	Registration	Agency and Prime Contractor Booths	Helpful Information
<p>Wednesday, May 27, 2009 8:00am until 5:00pm Sheraton Imperial I-40 at exit 282 (Page Road) Research Triangle Park 919.941.5050 or 800.325.3535</p> <p>Overnight accommodations for Tuesday, May 26, are being held at a special conference rate of \$99. Please mention <i>Marketplace 2009</i> when registering. You must reserve your room directly with the hotel.</p>	<p>The registration fee is \$50 per person until April 30; \$60 per person between May 1 and May 26; and \$70 at the door. This includes lunch, all breaks, and registration. Cancellations will be accepted until May 20.</p> <p>Registration is on a first-come/first-served basis. Please register securely online at www.sbt dc.org/events/marketplace or fill out the attached form and return it—with payment—to:</p> <p><i>Marketplace 2009</i> c/o SBTDC 5 West Hargett Street Suite 600 Raleigh, NC 27601-1348</p>	<p>Exhibit booths are available to prime contractors at a cost of \$250 each. This fee includes registration for two attendees. There will be no booth charge for government agencies requesting space, but agency representatives must pay attendee fees.</p> <p><i>Marketplace 2009</i> is a reverse trade show in which buyers from large prime contractors and federal agencies have booths. This allows small business owners to circulate throughout the booth area and market their goods/services directly. Booths are not provided to small business vendors.</p>	<p>If you know of other individuals or companies that would have an interest in attending this important event, or if you have any questions concerning <i>Marketplace 2009</i>, please call the SBTDC's Raleigh offices at 919.715.7272 or at 800.258.0862 from elsewhere in the state.</p>

Register securely online at

www.sbt dc.org/events/marketplace

REGISTRATION

Register securely at www.sbt dc.org/events/marketplace or complete the following and mail or FAX

Name1: _____
 Title1: _____
 E-mail1: _____
 Name2: _____
 Title2: _____
 E-mail2: _____
 Company: _____
 Address: _____
 City/St/ZIP: _____
 Phone: _____ FAX: _____

Please return this form with your payment

Number of attendees
 _____ @ \$ 50.00 (until April 30) = \$ _____
 _____ @ \$ 60.00 (May 1-26) = \$ _____
 Prime contractor booth(s)
 _____ @ \$250.00 (includes two attendees) = \$ _____
 Government agency booth(s)
 _____ gratis = \$ 0.00
(representatives must pay attendee fee)

Total enclosed: \$ _____

CHECK/MONEY ORDER: Make check or money order payable to "Marketplace 2009" and return to the address below.

CREDIT CARD: VISA MasterCard

Card # _____
 Expiration date: _____
 Name (on card): _____
 Signature: _____

(NOTE: Statement will list payment to "NCSU SBTDC INT")

Return this completed form to:

Marketplace 2009
 c/o SBTDC
 5 West Hargett Street, Suite 600
 Raleigh, NC 27601-1348

***Registration is \$50/person (until April 30), \$60/person (May 1-26), and \$70/person (at the door). Cancellations accepted until 20 May**