

# North Dakota 12<sup>th</sup> Annual Selling to the Government

SAVE THE  
DATE!

Wednesday, March 27, 2024

REGISTER  
NOW!

Raymond J. Bohn Armory  
4150 Miriam Ave  
Bismarck ND 58501-7905

Are you ready to test the waters of government contracting? Have you considered diversifying your customer base to include the government as a customer?



This annual government expo will offer workshops to learn about local, state, and federal government market sectors. In addition, you will learn about required registrations, exploring SAM.gov including searching solicitations, and more.

Attendees will be provided with an educational environment and the ability to network and share their capabilities with key stakeholders.

Even in this global economy, business is still conducted between people. Taking the time to make personal connections and market your firm's capabilities still matters!

**Register Today**

<https://ndptac.ecenterdirect.com/events/307>

Reasonable arrangements for persons with disabilities will be made at least two weeks in advance if requested. Contact Cathy Lindquist at 701-261-0737 or [cathy.lindquist@und.edu](mailto:cathy.lindquist@und.edu).



## Workshops (Agenda subject to change)

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### 8:00 am – Registration Opens

### 8:30 am - Welcome

- Tiffany Ford, State Director, UND Center for Business Engagement & Development (ND APEX, ND SBDC, VBOC of the Dakotas)
- Alan Haut, District Director, North Dakota District Office, U.S. Small Business Administration (SBA)

### 8:45 am – Exploring SAM.gov

- Expert Presenter: Nikki Kallias, Procurement Specialist, ND APEX Accelerator
- Description: If SAM.gov seems overwhelming, join us at this workshop to learn about registration, navigations, explorations, searches, features, hidden gems, and how the site can benefit you.

### 9:15 am – Market Exploration

- Expert Presenter: Cathy Lindquist, Sr. Procurement Specialist, ND APEX Accelerator
- Description: This workshop will explore government market sites, share tips, understand search methods, and find points of contact (POCs) in local, state, and federal government market sectors.

### 9:45 am – Top Trends: FOCI, Cybersecurity, GIB & DIB Ready

- Expert Presenters:
  - Dave Kleppe, Program Manager, ND APEX Accelerator
  - Cathy Lindquist, Sr. Procurement Specialist, ND APEX Accelerator
- Description: Understand the changes and trends occurring in the government market sector. Regulations are changing; we will review various areas that business owners need to know and comply with.

### 10:15 am – Break

### 10:30 am – Exhibitor Reverse Pitch

- Expert Presenters: Exhibitors
- Description: Each exhibitor will share about their organization, services, and contracting opportunities for businesses.

### 11:55 am – Workshop Closing Remarks

- Dave Kleppe, Program Manager, ND APEX Accelerator

### 12:00 pm – Lunch

### 1:00 pm – Exhibit Floor Opens

### 4:00 pm – Exhibit Floor Closes

