



NORTH DAKOTA
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

Government Contracting Assistance

9th ANNUAL VIRTUAL GOVERNMENT PROCUREMENT FAIR



Wednesday, March 31, 2021

Virtual Procurement Fair

Relax and participate
from your office, home, or
your favorite location

This **FREE** Procurement Fair allows you to:

- Learn about resources to assist you in understanding a particular service or supply item;
- Understand requirements for doing business with government agencies;
- Gather market intelligence about the opportunity to sell your product or service to the government;
- Attend breakout sessions on topics vital to growing your business!

Don't miss out on this chance to further grow your business, register now!

Register Today: <https://ndptac.ecenterdirect.com/events/222>

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



Commerce



This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency. State funding provided by the North Dakota Department of Commerce.

Workshops (subject to change)

Zoom conference links and instructions will be sent to registered attendees and exhibitors for each workshop.

8:00 am – Fair Open, Join Virtual Conference

- Enjoy a continuous slide show of exhibitor statements, government contracting information

8:15 am – Welcome

- Tiffany Ford, State Director, UND Center for Business Engagement and Development
- Joe Morrissette, Director, North Dakota Office of Management and Budget (OMB)
- Alan Haut, District Director, North Dakota District Office, U.S. Small Business Administration (SBA)

8:30 am – Exhibitors Reverse Pitch

- Expert Presenters: Cathy Lindquist, Program Advisor, ND Procurement Technical Assistance Center (PTAC)
- Description: Sharing of exhibitor information about their organization, services, and any contracting opportunities and forecasts.

10:00 am – Break

10:15 am – FAR and Regulation Changes

- Expert Presenter: Tim Connelly, Principal, Tim Connelly Law PLLC
- Description: The laws and regulations related to federal contracts are complex and often change. Companies doing business with the federal government need to understand that federal contracting laws and regulations do not follow commercial contracting practices. Government contract lawyer Tim Connelly will provide a review and discussion of important recent changes to the Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS), as well as a review of recent contract bid protest and contract dispute decisions of interest to small businesses.

12:15 pm – Break

12:30 pm – Introduction to Government Contracting

- Expert Presenters:
 - Sherry Neas, Director, North Dakota OMB, Central Services Division
 - Jamie Bostyan, State Procurement Officer II, North Dakota OMB, Central Services Division
 - Dave Kleppe, Program Manager, ND Procurement Technical Assistance Center (PTAC)
- Description: Learn how to start selling to the State of North Dakota and US government market segments, buying channels, registrations, certifications and positioning.

1:30 pm – Break

1:45 pm – Cybersecurity and Cybersecurity Maturity Model Certification (CMMC)

- Expert Presenter: William Galvin, Chief Technology Officer, Giga-Green Technologies, Inc.
- Description: Department of Defense (DoD) is migrating to the new Cybersecurity Maturity Model Certification (CMMC). Our speaker will share best practices and review requirements for DoD's contractors. This sessions aim will be to understand current government regulations, who will be impacted by CMMC, which level of CMMC certification will be needed, locating and controlling data, timeline of implementation, and identify how to leverage NIST SP 800-171 requirements related to CMMC requirements.

3:45 pm – Closing Remarks

- Josh Teigen, Director, Economic Development & Finance, ND Department of Commerce
- Sherri Komrosky, Deputy District Director, North Dakota District Office, U.S. Small Business Administration (SBA)
- Dave Kleppe, Program Manager, ND Procurement Technical Assistance Center (PTAC)

4:00 pm – Event Closes

Federal Government

U.S. General Services Administration (GSA) - Public Building Services
U.S. General Services Administration (GSA) - Office of Small Business Utilization- Region 8
U.S. Dept. of Health and Human Services, Indian Health Service (IHS)
U.S. Dept. of the Interior, National Park Service
U.S. Army Corps of Engineers - Omaha District
U.S. Army Corps of Engineers - St. Paul District
U.S. Air Force – Ellsworth Air Force Base (AFB)
U.S. Air Force – Grand Forks Air Force Base (AFB)
U.S. Air Force – Minot Air Force Base (AFB)
U.S. Dept. of Agriculture, Rural Development – North Dakota Office
U.S. Dept. of Agriculture – Animal and Plant Health Inspection Service (APHIS)
U.S. Small Business Administration (SBA) – North Dakota District Office

State & Local Government

ND Small Business Innovation Research (SBIR) – UND Center for Innovation
ND Office of Management and Budget (OMB) State Procurement Office

Prime Contractors

Industrial Contract Services, Inc. (ICS)
Noridian Healthcare Solutions, LLC
Quentin N. Burdick Job Corps

Resource Partners

Center for Technology and Business (CTB)
Project Solutions / North Dakota Disadvantaged Business Enterprise (DBE) Support Services
Minnesota Women's Business Development Center (WBDC)
Native American Development Corporation Procurement Technical Assistance Centers (PTAC) –
North Dakota Field Office
North Central Minority Supplier Development Council (NCMSDC)
North Dakota Procurement Technical Assistance Centers (ND PTAC)
North Dakota Small Business Development Centers (ND SBDC)
North Dakota Women's Business Center (ND WBC)
Service Corps of Retired Executives (SCORE) – Fargo Chapter
Veterans Business Outreach Center of the Dakotas (VBOC)
West Central Region Small Business Transportation Resource

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