

# This Week In

COLORADO



PTAC

GOVERNMENT CONTRACT ASSISTANCE

March 16th-29th, 2020

## Upcoming Events

### TUESDAY MARCH 17TH

#### COLORADO SPRINGS

- GOVERNMENT TO BUSINESS OUTREACH
- GSA SCHEDULES: ARE THEY FOR YOU?

#### WESTMINSTER

- GOVERNMENT TO MARKETING: IT'S A TREASURE HUNT!

### WEDNESDAY MARCH 18TH

#### COLORADO SPRINGS

- PROTECTING YOUR COMPANY'S INTELLECTUAL PROPERTY AS A GOVERNMENT CONTRACTOR

### THURSDAY MARCH 19TH

#### COLORADO SPRINGS

- DEMYSTIFYING THE NIST SP 800-171/CMMC & SCAMS AND FRAUD

#### DENVER

- MORTENSON 2020 TRADE PARTNER OPEN HOUSE
- PERFECT YOUR SALES PITCH: WORKSHOP AND PITCH COMPETITION
- LEADING EDGE FOR TRANSPORTATION & CONSTRUCTION

#### AURORA

- CREATING WINNING GOVERNMENT PROPOSALS (PART IV OF IV)

#### WESTMINSTER

- SHOULD YOU GET A GSA SCHEDULE?

### FRIDAY MARCH 26TH

#### COLORADO SPRINGS

- NCMA HALF DAY TRAINING CONFERENCE

#### DENVER

- LEADING EDGE FOR TRANSPORTATION & CONSTRUCTION

#### WESTMINSTER

- GOVERNMENT TO MARKETING: IT'S A TREASURE HUNT!
- GSA SCHEDULE SECTION I – ADMINISTRATIVE (SESSION 1 OF 3)

## CONGRATULATIONS TO OUR SPONSOR OF THE MONTH



PIKES PEAK *Small Business Development Center*

HERE AT COLORADO PTAC WE ARE PROUD TO BE PARTNERED WITH THE SMALL BUSINESS DEVELOPMENT CENTER, AND ARE THRILLED TO ANNOUNCE THEY ARE OUR VERY FIRST SPONSOR OF THE MONTH! WHEN IT COMES TO A COMPANY THAT DESERVES SOME RECOGNITION, THE SBDC IS TOP OF THE LIST. THE SERVICE AND SUPPORT THEY OFFER TO COLORADO SMALL BUSINESS OWNERS IS UNPARALLELED. IF YOU HAVEN'T BEEN IN TO MEET THEM, YOU NEED TO! THEY'LL WELCOME YOU WITH OPEN ARMS AND MAKE YOU FEEL LIKE A PART OF THE FAMILY. SO LETS ALL GIVE A BIG CHEER FOR THE SBDC!!

## COLORADO COMMUNITY



The Colorado Springs  
**BUSINESS JOURNAL**

WE COULD NOT GO WITHOUT GIVING SPECIAL MENTION TO THIS AMAZING WOMAN! AKITA MARCOULIER, SBDC'S EXECUTIVE DIRECTOR WAS GIVEN THE U.S. SMALL BUSINESS ADMINISTRATION'S 2020 COLORADO SMALL BUSINESS DEVELOPMENT CENTER EXCELLENCE AND INNOVATION CENTER HONOR. THERE ISN'T ANY ONE ELSE WE COULD THINK OF THAT DESERVES THIS AWARD MORE!



## Full Calendar



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# THE EVENTS AHEAD

## TUESDAY MARCH 17TH

### GOVERNMENT TO BUSINESS OUTREACH - (COLORADO SPRINGS)

COME MEET THE COLORADO SPRINGS AREA REPRESENTATIVES FOR THE DEPARTMENT OF DEFENSE (DoD) AND OTHER FEDERAL AND STATE AGENCIES WILL BE HERE TO GIVE MORE INFORMATION ON THE PROGRAMS BEING OFFERED.

### GSA SCHEDULES: ARE THEY FOR YOU? - (COLORADO SPRINGS)

WHAT IS A GSA SCHEDULE? DOES YOUR COMPANY NEED ONE? WHAT ARE THE REQUIREMENTS TO GET A GSA CONTRACT?

### GOVERNMENT TO MARKETING: IT'S A TREASURE HUNT! (WESTMINSTER)

THIS SEMINAR PROVIDES STEP BY STEP GUIDANCE FOR NAVIGATING FEDERAL WEBSITES TO LOCATE TEAMING PARTNERS, SUBCONTRACT OPPORTUNITIES AND NEW MARKETS WITH FEDERAL AGENCIES.

## WEDNESDAY MARCH 18TH

### PROTECTING YOUR COMPANY'S INTELLECTUAL PROPERTY - (COLORADO SPRINGS)

DOING BUSINESS WITH ANY GOVERNMENT AGENCY IS DIFFERENT FROM COMMERCIAL CUSTOMERS. AND THE FEDERAL GOVERNMENT IS EVEN MORE PRECARIOUS. THIS IS ESPECIALLY TRUE WHEN YOUR COMPANY'S INTELLECTUAL PROPERTY (IP) IS AT STAKE.

## THURSDAY MARCH 19TH

### MORTENSON 2020 TRADE PARTNER OPEN HOUSE! - (DENVER)

OUR TEAM INVITES YOU TO ATTEND AN OPEN HOUSE EVENT WHERE THE S/MWBE COMMUNITY CAN LEARN ABOUT OPPORTUNITIES TO PARTICIPATE IN PUBLIC AND PRIVATE MORTENSON PROJECTS.

### PERFECT YOUR SALES PITCH: WORKSHOP AND PITCH COMPETITION - (DENVER)

ALL BUSINESSES ARE INVITED TO JOIN AN EDUCATIONAL WORKSHOP ON HOW TO PERFECT YOUR SALES PITCH. PARTICIPANTS NAMES ARE DRAWN AND SELECTED PERSONS WILL BE ABLE TO PRESENT WITH A CHANCE TO WIN CASH OR MORE!

### CREATING WINNING GOVERNMENT PROPOSALS PART 4 OF 4 - (AURORA)

DO YOU FIND NAVIGATING THROUGH THE REQUEST FOR PROPOSAL (RFP) TO BE DAUNTING? THIS 4-PART TRAINING SERIES FOCUSES ON HOW TO CREATE GOVERNMENT PROPOSALS THAT WIN CONTRACTS.

### DEMISTIFYING THE NIST SP 800-171/CMMC & SCAMS AND FRAUD - (COLORADO SPRINGS)

AS A GOVERNMENT CONTRACTOR YOU NEED TO PROTECT YOUR NETWORK AND THAT OF ANY PRIME GOVERNMENT CONTRACTORS. THIS COURSE WILL PREPARE YOUR FIRM FOR NIST SP 800-171 COMPLIANCE AND THE CMMC CERTIFICATION.

### SHOULD YOU GET A GSA SCHEDULE? - (WESTMINSTER)

SHOULD YOU GET A GSA SCHEDULE? THIS SESSION IS PRESENTED BY PTAC STAFF. THIS SESSION WILL HELP THOSE WHO ARE INTERESTED IN A GSA SCHEDULE UNDERSTAND WHAT IT TAKES

## THURSDAY MARCH 26TH

### NCMA HALF DAY TRAINING CONFERENCE (COLORADO SPRINGS)

THE HALF-DAY CONFERENCE WILL CONSIST OF THREE PANEL DISCUSSIONS COVERING; CYBERSECURITY, SMALL BUSINESS, EMERGING TOPICS IN PROCUREMENT

### GSA SCHEDULE SECTION I—ADMINISTRATIVE (SESSION 1 OF 3) - (WESTMINSTER)

THIS SESSION WILL COVER ALL THE ADMINISTRATIVE SECTION OF A SCHEDULE BASED ON A CURRENT PROPOSAL TEMPLATE FROM A GSA SCHEDULE SOLICITATION. PTAC TIPS WILL BE GIVEN FOR A SMOOTHER RESPONSE.