

# News Release

*For Immediate Release*

## **Regional Seminar to Help Employers Increase Sales**

*North Central Kansas employers can secure expert advice about selling to the government*

Federal purchasing offices are often required to “set aside” contracts or portions of contracts for exclusive bidding by small and/or minority owned businesses. Government buyers often look for the products and services found in north central Kansas because they find quality products at competitive prices. Your business could be one of them.

In 2008, the Heartland Procurement Technical Assistance Center helped businesses secure over \$130,000,000 of contracts so employers found new customers, specifically the federal and state government.

All businesses located in north central Kansas are invited to attend this informative meeting to introduce these services. The P-TAC services include:

- A bid matching program with daily electronic notification of federal, state and local government bid leads
- Guidance about how to meet federal responsible contractor standards
- Pre and post award counseling to review bids and to receive timely payment

The regional workshop will begin at 10 am on November 22 at the offices of NCK SBDC/CloudCorp Inc., 606 Washington Street in Concordia. There is no charge for the event nor is there a charge for working with the P-TAC offices to increase sales. Attendees are encouraged to confirm their attendance by contacting (785) 243-9913 or via email at [ksbdc@ncksbdc.com](mailto:ksbdc@ncksbdc.com).

- # -