

Utah Procurement Symposium



*Nationally recognized speakers, training sessions and exhibits.
Learn to sell to the government and military.*

Save the Date!

Thursday, October 21, 2010

If your company sells a product or service to the general population, it is very likely that your same product or service can be sold to the government or military. From lawn maintenance, catering and asphalt services to paper products, aircraft engine parts and high technology support, becoming an approved supplier is easier than many Utah businesses believe. . . and on October 21, 2010 you can find out how!

Sponsored by the Governor's Office of Economic Development,
and Utah Procurement Technical Assistance Center (PTAC).



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Utah Governor's Office of
Economic Development

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Governor's Office of Economic Development
324 S. State Street, Suite 500
Salt Lake City, Utah 84111
www.business.utah.gov

5th Annual 2010 Utah Procurement Symposium Save the Date!

Thursday, October 21, 2010

South Towne Exposition Center
9575 S. State Street
Sandy, Utah 84070

PRE-REGISTRATION COST:
\$50/person and \$35/additional
person from same company
(you can pre-register until October 20)

DAY-OF-EVENT COST:
\$65/person and \$50/additional
person from same company



INFORMATION:
Contact Myrna Hill
at 801-538-8775 or
PTAC@utah.gov

AMONG THE VALUABLE BREAKOUT SESSION TOPICS AT THIS YEAR'S PROCUREMENT SYMPOSIUM:

- **Successful Government Vendors** – An open discussion with companies that have had significant success selling to the government—learn how they make the sales.
- **Selling Tips from Contracting Officers** – An opportunity to hear from the front line contracting officers with informative tools for selling to the government.
- **Joint Ventures and Mentor/Protégé Agreements** – Learn more about these opportunities and how they may contribute to your success in government contracting.
- **Services of the Utah Procurement Technical Assistance Center** – Particularly helpful for those new to the government contracting world.
- **General Services Administration (GSA)** – A great overview of requirements to pursue opportunities through this key avenue in government contracting.
- **Federal Acquisition Regulations (FAR)** – Learn how to navigate and understand this important document required for government contracting.
- **Western States Contracting Alliance** – See a presentation about this organization and how it may be helpful to your firms contracting effort.
- **Socio-economic certifications and set-asides** – SBA officials will provide a clear and concise summary of these programs and how they can benefit you.