

## Ohio Virtual Business Matchmaker Draft Webinar Trainings

**10/08/2020: 10:00am-12:00pm** What is the Virtual Matchmaker: **James Laipply, Deputy Chief, SBDC State Director and Abigail Kaselak, SBDC Program Specialist**

**Synopsis:** *Receive an introduction to the Virtual Ohio Business Matchmaker. What to expect from the event and how to prepare.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57600](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57600)

**10/15/2020: 10:00am-12:00pm** Business readiness in government contracting:

**Synopsis:** *Is your business ready to do business with the government? Learn about the different registration sites for federal, state and city/county government. Also learn about the various small business certifications available to small businesses and see if your business qualifies.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57601](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57601)

**10/20/2020: 10:00am-12:00pm** Cybersecurity awareness: **Loren Wagner, Senior Executive, Risk and Engineering, Centra Comm, Findlay, OH**

**Synopsis:** *The Department of Defense is requiring that all federal contractors obtain Cybersecurity Maturity Model Certification. Learn the basics regarding the certification and how it may impact your business.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57603](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57603)

**10/22/2020: 10:00am-12:00pm** Beta.SAM registration: **Billy Grill, OU PTAC Dayton**

**Synopsis:** *The new Beta.SAM platform will **merge** the System for Award Management (SAM.gov), Federal Business Opportunities (FBO.gov) and Federal Procurement Data System -Next Generation (FPDS-NG.gov) among others into one cohesive system, SAM.gov. View demonstration on searching for federal contract opportunities and looking at contract data through Beta.SAM.gov, as well as, utilizing functions for logged in users.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57606](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57606)

**10/27/2020: 10:00am-12:00pm** Capabilities Statement Training: **Jane Stewart, OU PTAC Cleveland**

**Synopsis:** *Position your business for success by creating a one-page marketing piece specific to government. Learn how to create your company's government resume to be used for industry days, marketing meetings and networking events.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57608](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57608)

**10/29/2020: 10:00am-12:00pm** Marketing to the government: **Rich Delisio, OU PTAC Akron**

**Synopsis:** *Learn the basics on conducting market research to find government contracting opportunities for your business. This webinar focuses on finding opportunities and questions to ask in ascertaining whether to submit a proposal or not.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57609](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57609)

- November Webinars will feature two Webinars each Tuesday and Thursday from 10:00am-12:00pm and 2:00pm-4:00pm

**11/4/2020: Doing Business with Wright Patterson Air Force Base (WPAFB): (10:00am-12:00pm)**

**Synopsis:** *Wright Patterson Air Force Base (WPAFB) is the largest federal buyer of goods and services in the state of Ohio. Learn the basics of how WPAFB buys, what they buy and how you can prepare your business for success.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57610](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57610)

**11/4/2020: Doing Business with DLA Land and Maritime (2:00pm-4:00pm)**

**Synopsis:** *DLA Land and Maritime is one of the largest buyers of parts for the U.S. military. Learn the basics of how and what DLA Land and Maritime buys and how to position your company for success.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57611](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57611)

**11/5/2020: Doing Business with NASA: (10:00am-12:00pm)**

**Synopsis:** *Learn the basics on how and what NASA buys. Receive guidance on how to find opportunities with NASA and determine whether the Agency is a fit for your business.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57612](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57612)

**11/5/2020: Doing Business with the National Guard: (2:00pm-4:00pm)**

**Synopsis:** *Learn the basics on how and what National Guard buys. Receive guidance on how to find opportunities with the National Guard and determine whether the Agency is a fit for your business.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57614](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57614)

**11/10/2020: Doing Business with Army Corps of Engineers: (10:00am-12:00pm)**

**Synopsis:** *Learn the basics on how and what The Army Corps of Engineers buys. Receive guidance on how to find opportunities with The Army Corps of Engineers and determine whether the Agency is a fit for your business.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57615](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57615)

**11/10/2020: Doing Business with the State of Ohio (2:00pm-4:00pm):**

**James Yagodich**, Training Manager, Office of Procurement Services Training Academy, General Services Division

*Learn the basics on how and what The state of Ohio buys. Receive guidance on how to find opportunities with The State of Ohio and determine whether the Agency is a fit for your business.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57616](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57616)

**11/12/2020: Doing business with Primes Panel Discussion: (10:00am-12:00pm)**

*Learn about subcontracting opportunities with large federal prime contractors. Learn the basics on how to work as a subcontractor to build past performance. Get information on how to position your company for success as a subcontractor.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57617](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57617)

**11/12/2020: Small Business Subcontracting panel: (2:00pm-4:00pm)**

**Synopsis:** *Small Business Panel Discussion on how to position your business for success in the government marketplace. Learn of steps taken by other small businesses in doing business with the government.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57618](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57618)

**11/13/2020: Doing Business with Boeing: (10:00am-12:00pm)**

**Synopsis:** *Learn the basics of what Boeing buys and how your business can position themselves to become a subcontractor.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57619](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57619)

**11/13/2020: Joint Ventures and Teaming – The Great, the Good, the Bad, and the Very Ugly, Michelle Kantor, Member, McDonald Hopkins: (2:00pm-4:00pm)**

**Synopsis:** *Teaming in federal government contracting is one of the fastest ways a company can build capacity, gain past performance and grow in the federal marketplace. Learn the basics of different teaming arrangements such as Mentor Protégé Agreements, Teaming Agreements and Joint Venture Agreements.*

**Registration Link:**

[https://center-gateway.com/2/gateway/01700M/events/event\\_detail;event\\_id=57620](https://center-gateway.com/2/gateway/01700M/events/event_detail;event_id=57620)