

# Selling to the Government: The First Steps

written by Lauri Moon | September 22, 2016

Attend this information session to learn the basic principles that businesses must know in order to do business with the federal, state or local government.

Topics include:

- How the government buys goods and services
- Certifications and registrations necessary to sell to government entities
- How government agencies advertise their opportunities
- Locating subcontracting opportunities with government “prime” contractors
- Understanding the sales process.

[Register](#)

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## Introduction to PA COSTARS for Sellers/Suppliers

written by admin | September 22, 2016

**Do you want to...**

- Increase your business with reliable payers?
- Sell to qualified local governments and non-profits, without the need for expensive public bidding procedures?
- Compete based upon your company’s features & benefits - not just price?

# Then this Seminar is for You!

COSTARS, the Commonwealth's Cooperative Purchasing Program, leverages the purchasing power of the state and over 9000 members (consisting of local governments, public authorities, non-profit educational and health entities and fire and rescue companies) to generate competitive pricing while eliminating the need for the public bidding process. With its comprehensive choice of products, it gives local public and non-profit agencies the option of keeping their procurement dollars in their local economy by purchasing from qualified suppliers. At the same time, COSTARS provides increased opportunities for hundreds of businesses of all sizes in all locations to compete for over \$575 million of government business. COSTARS contracts are awarded to all responsive and responsible bidders.

Kim Bullivant, Marketing Manager of the Pennsylvania Department of General Services COSTARS program will present the program. She will present the following information:

- Program Background
- Program Benefits
- Bidding Opportunities
- How to Become a COSTARS Supplier
- State Contracts & COSTARS Contracts
- Marketing Tips
- Information on the COSTARS Website

**Register**

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# Internet Resources for Government Contracting

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At this seminar you will learn about federal and state government contracting internet sites and resources.

Sites to be searched:

- Vendor Registrations for State and Federal Contracting
- Federal Procurement Forecasts
- Federal Sites for Bids
- Commonwealth of PA Bid Notification Sites
- And many more!

The training will be held in a computer lab to allow for hands-on training where you can navigate and explore government internet sites.

The seminar is FREE but registration is required.

[Register](#)