

# Doing Business with Government Purchasers



## Regional Meet the Buyer: Southwest Michigan ~ June 12, 2017



Southwest Michigan Procurement Technical Assistance Center Presents:

### Date & Time:

June 12, 2017  
1:00 – 4:30 p.m.

### Cost:

No Charge

### Location:

Fetzer Center  
on the campus of  
Western Michigan University  
2350 Business Court  
Kalamazoo, MI 49008  
<http://tinyurl.com/4gfma32>

### Pre-Registration:

Online pre-registration is  
required for the event –  
<http://bit.ly/2017mtbKzoo>

### Hosted By:

Southwest Michigan PTAC  
Questions: [ptac@upjohn.org](mailto:ptac@upjohn.org)  
(269) 385-0470



OUR GOVERNMENT  
CONTRACTING EXPERTISE IS  
YOUR COMPETITIVE EDGE

## The Art of Writing Proposal Responses

### Presenter: Seleana Samuel

Seleana Samuel serves as Purchasing Director for Lansing Community College (LCC). Prior to joining LCC, Seleana worked in the central procurement office at the State of Michigan and various automotive companies.

Seleana has a Bachelor of Arts Degree in Supply Chain Management from Michigan State University, a Master of Arts Degree in Organizational Management from Spring Arbor University, and is certified by the National Institute of Government Purchasing as a Public Purchasing Officer (CPPO).

## Agenda

12:30 – 1:00 p.m.	Registration
1:00 – 1:10 p.m.	Welcome and Opening Remarks
1:10 – 3:10 p.m.	The Art of Writing Proposal Responses
3:10 – 4:30 p.m.	Meet and Network with Buyers and Service Providers

## Buying Entities and Business Resources

### Public Purchasers

Battle Creek Air National Guard  
City of Kalamazoo  
DLA (Defense Logistics Agency)  
Disposition Services  
Grand Rapids Community College  
Lansing Community College  
Michigan Department of  
Transportation (MDOT)  
State of Michigan Department of  
Technology, Management, and  
Budget (DTMB)  
U.S. Property & Fiscal Office-Michigan  
Western Michigan University

### Resources

Michigan Works! Southwest  
SCORE  
Small Business Administration (SBA)  
Small Business Administration (SBA) at TACOM  
Southwest Michigan PTAC (Procurement  
Technical Assistance Center)  
Small Business Development Center (SBDC)  
VetBizCentral

### Subcontracting Opportunities

DH Wireless  
Kellogg Company - Diversity Group  
Stryker