

# Homeland Security Contracting Solutions

## GSA Schedules

Wednesday, April 25, 2007

**Illinois Central College North Campus  
Arbor Hall, 2nd Floor Auditorium  
(Parking Lot #1)  
5407 N. University, Peoria, IL**

In August 2005, the Homeland Security Market Development Bureau created a center to focus on homeland security issues and trends. The Illinois Homeland Security Procurement Technical Assistance Center (HS PTAC), as a statewide effort in conjunction with the Illinois Procurement Technical Assistance Center (PTAC), presents a full-day conference to give practical information on an accepted and growing trend in contracting and homeland security with the federal government — GSA Schedules.

Federal employees are tasked with complex responsibilities and must perform efficiently. GSA Schedules not only respond to those demands, but address the critical needs of the Department of Homeland Security and beyond. This contracting method provides exactly what the contracting officer needs: efficiencies of time and money. Through the Multiple Award Schedules (MAS), GSA has awarded contracts providing more than 4 million items and featuring more than 11,000 leading suppliers.

### ***Isn't it time for you to be on schedule?***

Many believe responding to GSA Schedules brings with it a Herculean effort for this daunting and sometimes confusing task. This day will give you the practical information needed to go from proposal creation to proposal submission, and ultimately to the contract award.

**[www.cod.edu/BPI/hsptac.htm](http://www.cod.edu/BPI/hsptac.htm)**

#### **Sponsors:**

Illinois Homeland Security Market Development Bureau  
Illinois Homeland Security PTAC at College of DuPage

#### **Partners:**

Illinois Department of Commerce and Economic Opportunity (DCEO)  
Illinois PTAC at Black Hawk College, IL NW Region  
Illinois PTAC of Central Illinois  
Illinois Manufacturing Extension Center  
Southern Illinois University  
Western Illinois University  
Greater Springfield Area Chamber of Commerce  
Champaign County Chamber of Commerce  
Illinois PTAC at College of DuPage  
Illinois PTAC at College of Lake County  
Illinois PTAC at Illinois Central College  
Illinois PTAC at the Illinois Hispanic Chamber of Commerce  
Illinois PTAC at John A. Logan College  
Illinois PTAC at Moraine Valley Community College  
Illinois PTAC at North Business and Industrial Council  
Illinois PTAC at Rock Valley College  
Illinois PTAC at South Suburban College  
Illinois PTAC at Women's Business Development Center

## Itinerary

**8 a.m.**

**Registration/Continental Breakfast**

**8:30 a.m.**

**Welcome/Opening Remarks**

*Rita Haake, College of DuPage, Homeland Security PTAC*

**9 a.m.**

**GSA 101**

This presenter will help you to understand the basic fundamentals of GSA Schedules and its application to Homeland Security. Have you been asked: "Do you have a GSA number?" or "Do you have a GSA Contract?" Attending this session will decode and remove the mystery of this federal language.

*Rita Haake, College of DuPage, Homeland Security PTAC*

**10 a.m.**

**Concurrent Sessions**

**Overview of GSA Opportunities**

Explore opportunities other than MAS through GSA. Hear about Global Supply, Public Building Service (PBS), and beyond....

*Ann Johns, Rock Valley College*

**Art of Negotiation**

The government wants a better deal? Absolutely! This session provides tips to prepare for that moment.

*Dave Talbot, South Suburban College*

**10:45 a.m.**

**Break**

**11 a.m.**

**Concurrent Sessions**

**Proposal Writing Tips**

This session helps you understand a government solicitation request and steps to create a winning offer.

*Jim Kleckner, College of DuPage*

**Leveraging Teaming, Joint Ventures and Mentor Protégé Programs**

These presenters show you how to leverage your certifications for teaming, joint ventures and mentor protégé programs through GSA Schedules.

*Susan Gorman, Angie Ludwig and Deanna Denny, Illinois Central College*

**Noon**

**Lunch**

**1 p.m.**

**Concurrent Sessions**

**GSA Solicitations**

These sessions offer hands-on, page-by-page guidance with group discussion.

**Product Type Schedule (Schedule 84)**

*Rita Haake, College of DuPage*

**Service Type Schedule (MOBIS)**

*Ann Johns, Rock Valley College*

**2:45 p.m.**

**Break**

**3 p.m.**

**Concurrent Sessions**

**Marketing your GSA Schedule**

Exposure is key to successful government Contracting, and that is achieved through your marketing efforts. Walk away with steps needed not only for GSA Schedules, but for all your government contracting efforts.

*Mary Turner, IL PTAC of Central Illinois*

*Vicky Miller, Black Hawk College*

**RFID Basics**

Super technology is the world we live in. Receive the information you need when shipping your products to the federal government.

*Al Meroz, Moraine Valley Community College*

**3:30 p.m.**

**Michael Brody, Assistant Deputy Director**

*Illinois Homeland Security Market Development Bureau*

**4 p.m.**

**Final Q & A**

***Sponsorship opportunities are available.***

**Contact Rita Haake at (630) 942-2616 for more information.**



# Registration Form (Please feel free to duplicate this form.)

### Pre-registration is required and space is limited.

Call (630) 942-2616 for questions or general information.

**Deadline is Friday, April 13, 2007** Enrollment will be on a space-available basis after that time.

**Cost: \$20 per person includes breakfast, lunch and materials**

NAME \_\_\_\_\_

BUSINESS NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

COUNTY \_\_\_\_\_ ZIP \_\_\_\_\_

FAX \_\_\_\_\_ WORK PHONE \_\_\_\_\_

### Method of payment

- Cash    Check (Payable to College of DuPage)  
 American Express    Discover    MasterCard    VISA

CREDIT CARD NO. \_\_\_\_\_

SECURITY ID CODE (ON BACK OF CARD): \_\_\_\_\_ EXP. DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

**Mail registration:**  
HS PTAC  
College of DuPage  
425 Fawell Blvd.  
Glen Ellyn, IL 60137-6599

**Fax registration:**  
(630) 942-3789

**E-mail registration:**  
hsptac@cod.edu



**From the EAST: (Bloomington, IL)** Merge onto I-74 W toward CHICAGO/ROCKFORD/PEORIA for 41.6 mi. Merge onto US-150 E/N WAR MEMORIAL DR via exit number 89. Turn RIGHT onto N UNIVERSITY ST. End at 5407 N UNIVERSITY ST PEORIA IL. Look for Illinois Central College - North Campus.

**From the WEST: (Galesburg, IL)** Merge onto I-74 E for 41.2 mi. Merge onto US-150 E/N WAR MEMORIAL DR via exit number 89. Turn LEFT onto N UNIVERSITY ST. End at 5407 N UNIVERSITY ST PEORIA IL. Look for Illinois Central College - North Campus.

**From the NORTH: (Chicago)** Merge onto I-55 S toward ST LOUIS for 129.1 mi. Merge onto I-74 W via exit number 163 toward PEORIA for 38 mi. Merge onto US-150 E/N WAR MEMORIAL DR via exit number 89. Turn LEFT onto N UNIVERSITY ST. End at 5407 N UNIVERSITY ST PEORIA IL. Look for Illinois Central College - North Campus.

**From the SOUTH: (Springfield, IL)** Merge onto I-55 N toward CHICAGO for 29.5 mi. Merge onto I-155 N/IL-121 N via exit number 127- on the left- toward PEORIA/HARTSBURG for 31.9 mi. Merge onto I-74 W via the exit- on the left- toward PEORIA for 12 mi. Merge onto US-150 E/N WAR MEMORIAL DR via exit number 89. Turn LEFT onto N UNIVERSITY ST. End at 5407 N UNIVERSITY ST PEORIA IL. Look for Illinois Central College - North Campus.