



The Event is Free!

Date:
October 17, 2008

Time:
8:00 AM — 1:00 PM

Location:
Ziggurat Building
707 3rd Street
West Sacramento, CA 95691

SACRAMENTO'S 2008 REGIONAL CONNECTING POINT

Save the Date!

**Join us for a morning of workshop panels and opportunities in professional/
non-professional services, commodities, and financial assistance.**

Networking Lunch:

Stay for lunch and network with other businesses to make more connections!
River City Café, onsite at the Ziggurat, will be providing a delicious Tri-tip Sandwich Lunch Special for \$10.00.
The riverside patio will be open for networking and business information exchange.
Bring plenty of business cards-for even more valuable contacts at this informal mixer opportunity.





**Connecting you
to opportunities!**

Sacramento's 2008 Regional **CONNECTING POINT**

Exposition—8:00-9:30

- Meet with contracting officials and advocates from State and local government agencies; find out about current and upcoming contracting opportunities; network with other small businesses and DVBEs

Procurement Fair (New this year) - 9:00-1:00

Many State departments will be purchasing products and services on-the-spot. A sample of items purchased: Office and janitorial supplies, computer accessories and more!

Workshops - 9:00-11:45 concurrent with the Computer Labs

9:00-9:45: Small Business Programs—Panelists: State of CA, SMUD, Regional Transit and the County of Sacramento

- Learn about differing Small Business Programs requirements from a panel of government agencies
- Find out if your business is eligible for preferences when contracting with the government
- Find out what you need to do to become certified

10:00-10:45: Marketing to Government—The Federal Technology Center

- Decide if the government marketplace is the right customer for your company
- Understand the government customer
- Evaluate the government market
- Evaluate your capabilities relative to government sale

11:00-11:45: Business Resources Workshop—Panelists: U.S. SBA, SCORE, SBDC, and Stockton Blvd. BIC

- Learn where small business assistance can be found
- Discover who provides business support in the Sacramento Region
- Hear about financing, managing and networking opportunities

Computer Labs—9:00-11:45 concurrent with the Workshops

9:00-9:45: Metro Pulse-The Region's Business Retention & Expansion Program

- Metro Pulse provides links to solutions for the survival and growth of local business and sustainability and expansion of the region's economy

10:00-10:45: Navigating the State of CA website—The Department of General Services

- Learn where contracting opportunities are available; understand the importance of your profile on the State's database and how it impacts local government

11:00-11:45: E-Resources—Sacramento Business Services Center (SBSC)

- Learn to access procurement opportunities in the Greater Sacramento; understand different certifications in doing business with agencies and corporations; learn to access direct links in becoming a vendor with various agencies; learn online networks to support your small business

Date: Friday, October 17, 2008—8:00a.m. to 1:00p.m.

Location: The Ziggurat Building
707 3rd Street
West Sacramento, CA 95691

Parking: Parking at the Ziggurat is \$2 per hour or \$12 per day.

Registration: **YOU MUST REGISTER TO ATTEND**—capacity is limited!

[Register Here!](#)

Those persons with a disability requiring reasonable accommodation, please contact us at California Relay Service: TTY 1-800-735-2929, Voice 1-800-735-2922. To ensure that we can meet your accommodation, please send your request at least 5 working days before the scheduled event.