



Interested in Doing Business with Government?

Here's your chance to learn how!

The Waterloo Region Small Business Center is hosting a seminar session the morning of Tuesday March 22, 2011 at the Holiday Inn in Kitchener to help you learn how to do business with the agencies from the Cooperative Purchasing Group of Waterloo Region, the Province of Ontario and the Government of Canada. Understand how each level of government does its purchasing, and how to make them your customers!

Topics to be covered include:

Government of Canada

- The fundamentals of selling goods and services to the Government of Canada
- What you need to do to become a supplier
- Registering your company
- Searching for opportunities
- Marketing your product or service
- Security Clearance Requirements
- Information on the Canadian Innovation and Commercialization Program (CICP)

Government of Ontario

- Policy and Key Concepts
- The Procurement Process
- Tips for Writing Effective Proposals
- Marketing to the Ontario Government
- Review of the Supply Chain Management website

Cooperative Purchasing Group of Waterloo Region (CPGWR) which consists of the Cities of Kitchener, Waterloo, Cambridge and other government agencies

- Introduction of the CPGWR
- Who the agencies are and the goods and/or services they purchase
- Overview of the various purchasing bylaws / guidelines
- Where to find bid opportunities and more information

Event Information

Date: Tuesday March 22, 2011

Time: 9am to 12 noon, registration opens at 8:15am

Cost: Complimentary

Location: Holiday Inn, 30 Fairway Rd. South, Kitchener, ON N2A 2N2 Phone: 519-893-1211

[Click for map](#)

Note: To attend this session you must be registered. The sessions fill up fast and are on a first come, first served basis.

[Click to register](#)

