## **TABOR 100 PRESENTS**

## **DES Lunch & Learn Series**

**Professional Services** 





Weekly 1-hour sessions from 12 PM - 1 PM to help walk you through how to do business with Washington State. Real procurements to pilot DES Master Contract for Business Professional Services and DES's agency training procurements.

Register at http://bit.ly/TaborDESLL



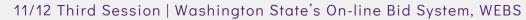
10/29 First Session | Government 101

- How to do business with Washington State.
- Overview of DES and our procurement rules.
- Focused on business professional services opportunities and their procurement schedules.





- Focused discussion on DES procurement forecasts.
- Review of existing contracts for business professional services and training.
- Review public information tied to past procurements.



- Virtual demonstration of how to use WEBS.
- Tips to find commodity codes.
- How to find, view, and post solicitations.



11/19 Fourth Session | Top Mistakes to Avoid When Pursuing Public Contracting

- Provided by the Washington State Procurement Technical Assistance Center (PTAC).
- Help to avoid common mistakes and be more successful in public contracting.
- How to receive no cost bid assistance through the PTAC.



11/28 Fifth Session | Post Award Discussion

- Who bid, why or why not?
- How did it go?
- How did the winners do? Why were they successful?