

Progress Lakeshore & Wisconsin Procurement Institute Present:

# Step by Step Process to Become a Federal Government Subcontractor—Part II

Wednesday, February 28th, 8:30 a.m. – 12:00 p.m.

Location: Orion Energy Systems, 2210 Woodland Drive, Manitowoc, WI 54220

PROGRESS LAKESHORE INVITES  
MANUFACTURERS CONSIDERING ENTERING THE  
GOVERNMENT MARKET OR GROWING THEIR  
GOVERNMENT SALES

## ABOUT THE EVENT:

The Federal Government and its prime contractors purchase billions of dollars of parts, components, processes, assemblies, and finished products in support of our country's defense, security and operations. At this event, we will look at the steps a business must take to become a successful **FEDERAL SUBCONTRACTOR**.

### Topics will include:

- THE PROCESS—how this REALLY works
- Understanding how to leverage small business programs
- THE MARKET—how to get noticed and considered
- Practical advice and wisdom

### Attendees will also have the opportunity:

- To meet with presenters after the session

*Special thanks to the Wisconsin Procurement Institute (WPI) and US Small Business Administration (SBA)*

Registration  
8:30 a.m.

Program  
9:00 a.m. - 12:00 p.m.

THERE IS NO CHARGE TO ATTEND BUT  
REGISTRATION IS REQUIRED.

Register online at:

[www.tinyurl.com/FedContractor2](http://www.tinyurl.com/FedContractor2)

Program Agenda Updates will be  
posted at: [WWW.WISPRO.ORG](http://WWW.WISPRO.ORG)

### For more information, contact:

**Aina Vilumsons**

(414) 270-3600

[ainav@wispro.org](mailto:ainav@wispro.org)

**Peter Wills**

(920) 482-0540

[peter@progresslakeshore.org](mailto:peter@progresslakeshore.org)

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