



For Immediate Release
December 2, 2014

Contact: Stephanie Gostomski at (614) 466-6619
Stephanie.Gostomski@development.ohio.gov

State Helps Ohio Businesses Connect with Big Buyers

Five free webinars offered to Ohio businesses

Getting a piece of the federal government's business is a great opportunity for Ohio companies to expand sales. The Ohio Development Services Agency is hosting five webinars to provide Ohio companies the tools they need to secure contracts with some of the largest businesses in the state, which provide goods and services to the federal government.

"This webinar series will educate Ohio businesses on the procurement process and will help them develop contacts with large companies," said David Goodman, director of the Ohio Development Services Agency.

The webinars will connect Ohio businesses with Procurement Technical Assistance Center counselors and buyers across the state. Hosted by the Ohio Development Services Agency, the Ohio Procurement Technical Assistance Centers (PTAC) help Ohio businesses seeking to compete for federal, state and local government contracts. The PTACs provide a variety of services at no cost to Ohio businesses, including one-on-one consulting.

"Our programs span a wide variety of U.S. government, commercial and international organizations, providing our suppliers with ongoing opportunities for decades to come," said Orysia Buchan, Lockheed Martin co-lead for the Small Business Innovation Research and Small Business Technology Transfer programs. "We value a robust supply chain and provide small businesses with an opportunity to gain the tools and training needed to directly support a government customer."

The Ohio Development Services Agency and the Ohio Procurement Technical Assistance Centers network, in partnership with Lockheed Martin, Battelle and Fluor B&W are conducting the following webinars:

Webinar Dates and Times:

December 17, 2014, 10:30 a.m., Opening the Door to Federal Subcontracting: Who Buys your Product?

January 14, 2015, 10:30 a.m., Doing Business with Lockheed Martin

January 28, 2015, 10:30 a.m., Building Your Subcontracting Profile

February 11, 2015, 10:30 a.m., Doing Business with Battelle

February 25, 2015, 10:30 a.m., Doing Business with Fluor B&W

To register, click [here](#).

##

Office of Communications & Marketing • 77 South High Street • P.O. Box 1001 • Columbus, Ohio 43215 • U.S.A. • 614 | 466 2609
The State of Ohio is an Equal Opportunity Employer and Provider of ADA Services.