



Public and private sector get ‘connected’

SACRAMENTO

October 9, 2008

A free business conference dubbed “Connecting Point 2008” is expected to bring together hundreds of local companies and dozens of state and local agencies hoping to do business together next week in Sacramento.

Hosted by the state Department of General Services (DGS) at its West Sacramento headquarters, last year’s event brought hundreds of small businesses in direct contact with dozens of state agency purchasing agents looking to buy goods and services.

This year’s forum includes a “Procurement Pavilion” where 21 state agencies will be buying goods and services such as janitorial and office supplies and computer accessories on the spot.

“We always get asked – how does my company do business with government? That is the question we hope to answer at Connecting Point,” says DGS Director Will Bush. “Making it easier for small companies to navigate the public sector contracting and purchasing network is what the forum is all about.

“We want business owners to take away a greater understanding of how to work with us and for some, money in their pocket at the same time,” says Mr. Bush.

The event is scheduled from 8 a.m. to 1 p.m., Friday, Oct. 17, at the Ziggurat building in West Sacramento (707 Third St.).

Three workshop sessions will focus on small business programs and incentives available across the region; how companies can market themselves to government; and what other business support services are available across the Sacramento area.

Computer labs will help company owners discover online resources that can help them survive and grow; navigate the DGS' online procurement tools; and identify other public sector purchasing opportunities in the Sacramento region.