



---

*NEWS RELEASE*

---

*Department of General Services*

**DATE:** October 9, 2008

**CONTACT:** Jeffrey Young or Eric Lamoureux

**FOR RELEASE:** IMMEDIATE

**NUMBER:** 916-376-5037

**INTERNET:** [www.dgs.ca.gov](http://www.dgs.ca.gov)

---

### **Public and Private Sector Get 'Connected' at Free Business Conference**

SACRAMENTO, Calif – "Connecting Point 2008" will bring together hundreds of local companies and dozens of state and local agencies hoping to do business together next week in the Capitol Region.

Hosted by the 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 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," said 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," said Bush.

From 8 a.m. to 1 p.m., Friday, Oct. 17, at the Ziggurat building in West Sacramento (707 Third St.), nearly three dozen state and local agencies will be on hand to help small business owners learn of new contracting opportunities. Business owners in turn will be able to sell their products and services directly to public sector buyers.

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.

For more information on "Connecting Point 2008", [read the event flyer online](#).

###