



Your first step to government contracting ... and more!

The Procurement Technical Assistance Centers (PTACs) of Michigan are your first step in getting government contracts. Not only that, the PTACs can assist your company throughout the entire process from start to finish: registering to become a government contractor, identifying bid opportunities, walking you through and simplifying the bidding process, helping you to expedite payments through electronic invoicing and offering post-award assistance with the evaluation of your submitted contract and/or award.

WHAT DOES THE GOVERNMENT BUY?

The federal government buys nearly every item that you might find in your home or office. In addition, the federal government purchases products and technologies to protect and support our armed forces. This includes technologies to improve communications; personal equipment to save lives and benefit the individual soldier in the field; vehicles, technologies and services to transport troops and equipment; and of course, weapons systems, surveillance devices and technologies needed by the military. TARDEC, a division of the Research, Development and Engineering Command, is the military's main research center for vehicle technologies and is located right in Warren, Michigan. State and local governments are also major purchasers of products and services.

COULD YOUR COMPANY CAPTURE A PORTION OF THE \$400 BILLION THAT THE FEDERAL GOVERNMENT SPENDS EACH YEAR FOR GOODS AND SERVICES?

Contact one of the local PTAC offices located in Michigan to see how we can partner with you and help your company obtain and perform on federal, state and local contracts. PTACs offer marketing, technical consulting and training, which include:

- Orientation to the procurement system
- Bid matching for government solicitations
- Bid package assistance
- Training seminars and conferences

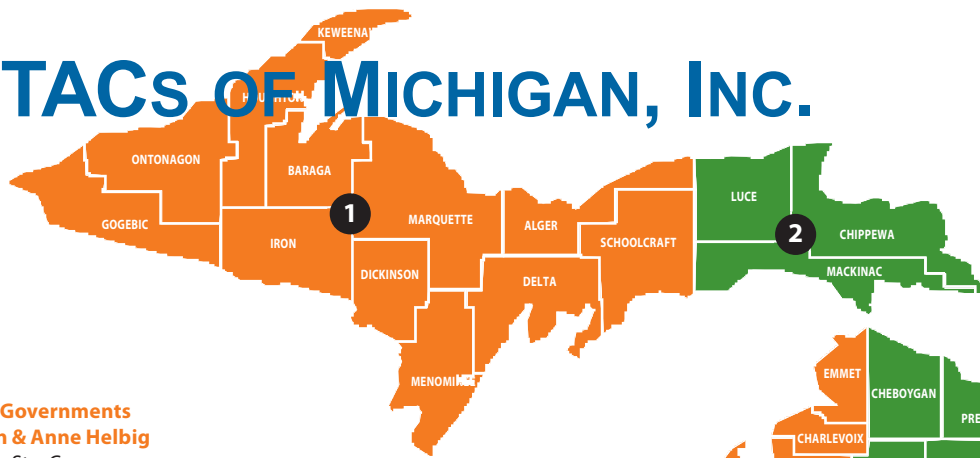
The PTACs of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the Michigan Economic Development CorporationSM (MEDC) and local funding partners. For companies that are not quite ready to bid on government contracts, the PTACs can assist you in accessing other services and resources like the Small Business Technology Development Centers (SBTDC) that help with business plan preparation and provide other services for small businesses.

To contact the PTAC in your area, please see the attached page or visit our Web site at ptacsofmichigan.org.





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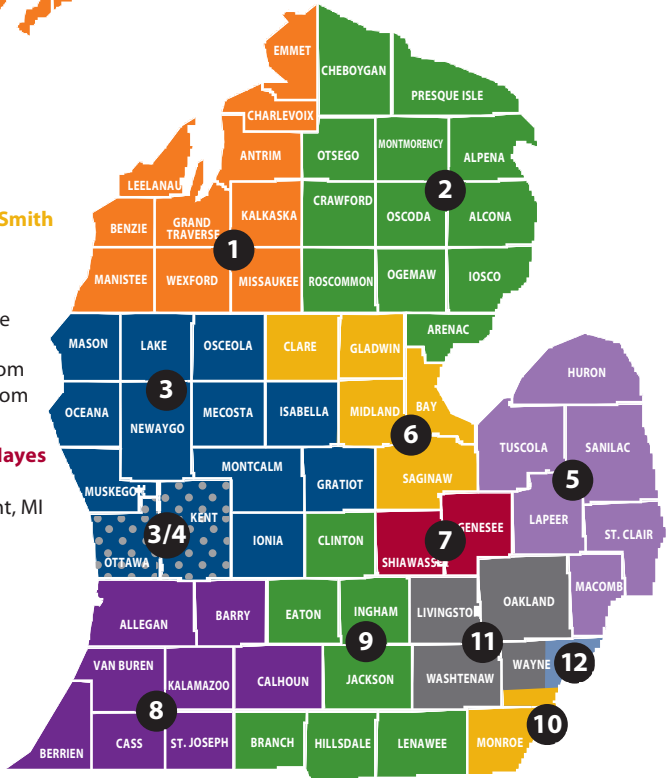
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