



LANSING REGIONAL CHAMBER

PTACS OF MICHIGAN, INC.

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 with services such as:

- Registering to become a government contractor
- Identifying bid opportunities
- Simplifying the bid process
- Expediting payments with electronic invoicing
- Offering post-award assistance

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. The Tank-Automotive Research, Development and Engineering Center (TARDEC) which is a division of the Research, Development and Engineering Command, is the military's main research center for vehicle technologies and is located 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 the Lansing Regional Chamber of Commerce 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 Corporation (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 helps with business plan preparation and provides other services for small businesses.

How does your company get started?

Contact Jeff Cassidy at 517-853-6445 or jcassidy@lansingchamber.org or visit www.lansingchamber.org.



500 E. Michigan Ave., Suite 200 Lansing, MI 48912