



## Procurement Technical Assistance Center (PTAC)

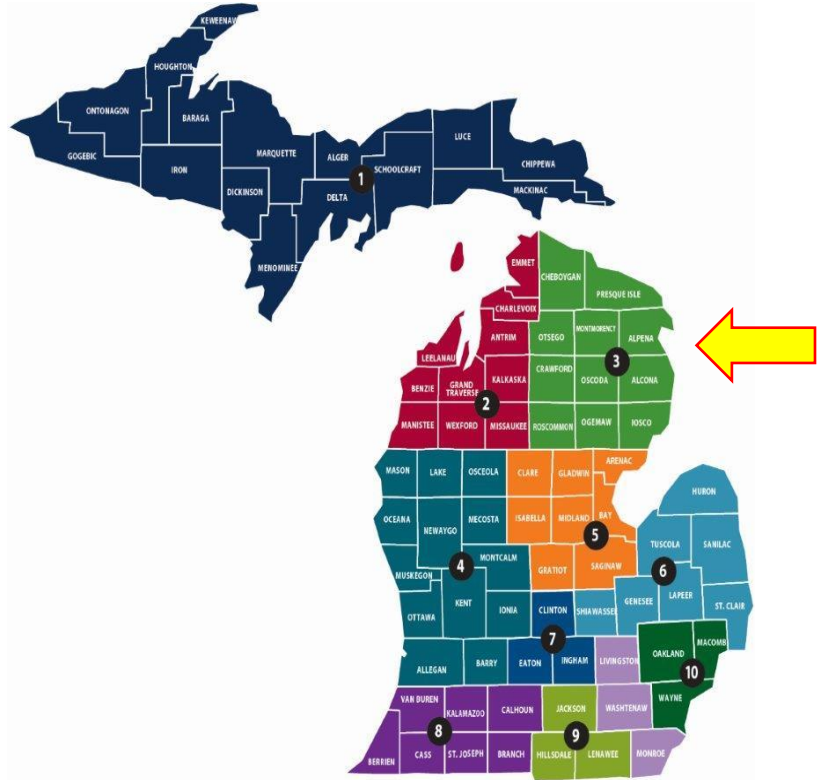
Of Northeast Michigan Consortium

# IMPACT 2022

In 1985, Congress authorized the Procurement Technical Assistance Program (PTAP) in an effort to expand the number of businesses capable of participating in the government marketplace. The federal government provides matching funds through a cooperative agreement with the Northeast Michigan Consortium. In addition, the Northeast Michigan Consortium PTAC is funded in part by the Michigan Economic Development Corporation (MEDC) and the Michigan Strategic Fund ("MSF").

The Procurement Technical Assistance Center (PTAC) for northeast Michigan is a service provided by the Northeast Michigan Consortium, in Onaway. The PTAC serves eleven northeast Michigan counties and is one of 98 PTACs nationwide. PTAC is a network of dedicated procurement professionals who help local businesses compete successfully in the government marketplace through their knowledge of government contracting and understanding of contractor capabilities, PTAC bridges buyers and suppliers, thereby bringing best value solutions to our government.

### Region 3 = Northeast Michigan Consortium PTAC Service Area



## Teaching businesses in northeast Michigan how to sell their products and services to federal, state and local government agencies

**FY2022**

- October 2021 - September 2022
- \$52,211,593 in contract awards
- 1110 jobs created/retained in FY2022\*

**ROI**

- \$537 \$1\*\*
- \$289 to \$1\*\*\*

**Funding**

- MEDC: \$97,233
- Defense Logistics Agency: \$180,576
- Total: \$277,809

### Services

- Individualized business counseling
- Support with bid proposals
- Identification of bid opportunities
- Registrations and Certifications
- Training/networking events
- Federal Acquisition Regulations
- Procurement Award Histories
- All services are FREE of charge!

\*Jobs are based on MEDC's research which calculates that \$200,000 in contract awards equals one job

\*\*Return on Investment (ROI): Dollar value of contract awards to each dollar MEDC invested in Region 3 PTAC

\*\*\* Return on Investment (ROI): Dollar value of contract awards to each dollar Defense Logistics Agency invested in Region 3 PTAC

Member of the PTACs of Michigan – [www.ptacsofmichigan.org](http://www.ptacsofmichigan.org) and the Association of Procurement Technical Assistance Centers (APTAC) – [www.aptac-us.org](http://www.aptac-us.org)

Host Agency: Northeast Michigan Consortium, a Michigan Works! Agency - <http://www.discovernortheastmichigan.org/miworks.asp>  
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## ***Client comments excerpted from FY 21 Quarterly Client Reports:***

The maze of DOD and contracting with primes would be impossible without the assistance of my PTAC. Their help is priceless!

Knowledge, step by step training, readily available to answer questions, find solutions and make sure you have all the tools you need to navigate DIBBS, DLS, SPARS, and PEC websites. Onsite training and assistance, extremely professional.

Always available to provide any information needed to quote. Terrific resource.

Everyone that I have worked with does an outstanding job and they explain things really well. Their help is incredible and selfless.

PTAC is always available to answer any questions or help in reviewing my forms and/or information being submitted. They are always happy to assist.

They are so prompt and have been a huge benefit to myself and my personnel here.

We appreciate our PTAC's knowledge and expertise and willingness to help us continue to improve and grow our business.

I would be unable to do this contract work without the help of my PTAC office.

PTAC was very helpful with getting my SAM renewed

I have not focused on DLA in particular and am just really starting to learn more about how to take advantage of the services offered. However, PTAC has always been accessible and helpful to me as I've worked through my paperwork processes.

Always great working with Tammy and the staff.

Great job in these crazy times.



This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency. The Northeast Michigan PTAC is also funded in part by the Michigan Economic Development Corporation (MEDC).