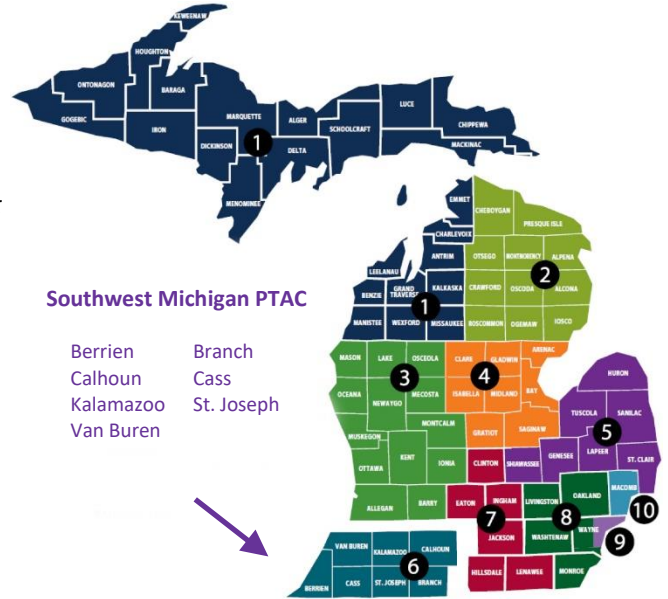




Southwest Michigan PTAC Impact 2021

In 1985, Congress authorized the Procurement Technical Assistance Program (PTAP) 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 Southwest Michigan is a service provided by the Northeast Michigan Consortium, in Onaway. The PTAC serves seven southwest 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.



Bridging Business and Government

FY2021

October 2020 - September 2021
\$68,434,534 in contract awards
352 jobs created/retained in FY2021*

ROI

\$547 to \$1**
\$587 to \$1***

Funding

MEDC: \$125,000
Defense Logistics Agency: \$116,616
Total: \$241,616

Services

- Individualized business counseling
- Identification of bid opportunities
- Training/networking events
- Procurement Award Histories

- Support with bid proposals
- Registrations and Certifications
- Federal Acquisition Regulations
- All services are FREE of charge!

Notes

- * 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 8 PTAC
- *** Return on Investment (ROI): Dollar value of contract awards to each dollar Defense Logistics Agency invested in Region 8 PTAC

The government purchases billions of dollars in goods and services each year.
PTAC counselors are trained to help business navigate this market.

Member of the PTACs of Michigan: www.ptacsofmichigan.org & Association of Procurement Technical Assistance Centers (APTAC): www.aptac-us.org
SWMI PTAC Website: www.ptac4nemi.org

Host Agency: Northeast Michigan Consortium, a **Michigan Works!** Agency - <http://www.discovernortheastmichigan.org/miworks.asp>
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