

PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The Department of Defense's Procurement Technical Assistance Center (PTAC) Program was established by Congress in 1985 to help create jobs and to improve the local economy by assisting business firms in obtaining and performing under federal, state, and local government contracts. Michigan PTACs are funded by the U.S. Defense Logistics Agency (DLA), the Michigan Defense Center/MEDC and local economic partners. There are 11 regional PTAC offices to help Michigan companies to successfully secure, perform and retain defense contracts. Michigan was the first state to establish PTACs and has been the model for other states across the country.

- The PTACs' professional staff assists companies throughout the entire procurement process from beginning to end. The services provided include:
- Registering businesses to becoming a government contractor
- Expert one-on-one counseling
- Access to the Michigan Defense Center's proprietary Bid Targeting System designed to evaluate Michigan businesses and match them to specific opportunities
- Administer the Michigan Defense Center's Bid Writing Grant Program
- Proposal preparation and submission to insure all

- necessary information is captured and provided
- Seminars, training events and workshops on key topics to improve the chances of securing contracts
- Subcontracting assistance - helping companies to become subcontractors and identify companies that need subcontracting assistance
- Post-with assistance to insure the client is prepared to meet the needs of the contract

The Michigan PTAC program generates an enormous economic impact. In fiscal year 2014, the PTACs teamed with Michigan companies to secure \$1 billion in government contracts resulting in over 21,000 jobs created or retained within the state*. Collectively, hundreds of PTAC clients were successful in being awarded contracts and many more receiving valuable assistance towards their first contract win.

The PTACs support our national security by ensuring a broad base of capable suppliers for the defense industry and other state and local agencies, thereby increasing competition, which supports better products and services at lower costs.

*based on Defense Logistics Agency (DLA) formula: 1 job per \$50,000 of contract dollars

Click to view a map of Michigan's PTACs or you can visit www.ptacsofmichigan.org for additional information about the PTAC program and to find contact information for your regional PTAC representative.

