



In 2014, \$3.3 billion in contracts were awarded to more than 300 Michigan businesses, creating more than 51,000 defense-related jobs. Michigan contracts matter—70 percent of everything a soldier shoots, drives, flies, wears, eats or communicates with, is contracted in Michigan.

The **Michigan Defense Center (MDC)**, an operation of the Michigan Economic Development Corporation, is now offering the Michigan Defense Center Bid Writing Assistance Grant to assist Michigan companies in writing a bid response to a Department of Defense (DoD) or Department of Homeland Security (DHS) contract opportunity.

Winning grant awards will subsidize services contracted through one of the MDC pre-qualified bid-writing service firms. Based on the information provided by the applicant, MDC will determine the amount of funding offered, not to exceed 50 percent or \$10,000 (see matrix).

Interested companies should contact their regional Procurement Technical Assistance Center (PTAC) to apply for the Michigan Defense Center Bid Writing Assistance Grant. (www.ptacsofmichigan.org)

Eligibility requirements:

- Applicant must be a Michigan-based business or a Michigan-based non-profit 501(c)(3) organization registered in the federal vendor System for Award Management (SAM) database.
- Solicitation must be in response to a published DoD or DHS contract opportunity including RFPs, IDIQs, and GSA schedules.
- Must provide information detailing how the grant award and subsequent contract award will induce job creation, retention or expansion within Michigan.

To begin the grant process:

1. Applicants can coordinate with MDC and/or their PTAC prior to hiring a proposal writing firm.
2. Complete the grant application, providing the solicitation number, contract award amount, agency name and proposal due date.
3. To confirm eligibility of funds for the project, MDC will respond within 48 hours.
4. If approved, contract with one of MDC’s pre-qualified proposal writing providers; fact sheets available upon request:
 - a. JetCo Solutions (www.jetcosolutions.com)
 - b. LSI Business Development Inc. (www.lsiwins.com)
5. Submit payment to vendor and MDC will release appropriated grant funds directly to vendor.
6. Request and receive DoD or DHS debrief indicating either win or loss of contract award.
7. Notify MDC of final outcome.

GRANT FUNDING MATRIX

		BTS BID SCORE		
		50-75	76-89	90+
BTS FIRM SCORE	<50	up to \$1,500	up to \$2,000	up to \$2,500
	51-75	up to \$2,000	up to \$3,500	up to \$5,000
	>75	up to \$2,500	up to \$5,000	up to \$10,000

Arrangements between the PTAC, the company, and the bid writer can be made to subsidize the overall cost of the development of a proposal.