

# Who We Are

The Enterprise Group of Jackson is the host for the **PROCUREMENT TECHNICAL ASSISTANCE CENTER of SOUTH CENTRAL MICHIGAN** or **PTAC**. The Jackson location covers the counties of Jackson, Hillsdale, and Lenawee. PTAC has a satellite office located at the Lansing Regional Chamber of Commerce office. The Lansing satellite office covers the counties of Ingham, Eaton, and Clinton.

PTAC Staff are trained contract specialists who are here to serve you and help you navigate the complexities involved in becoming a Federal, State, or local government contractor. From getting you set up in your bid match notification to reviewing your proposal, PTAC's goal is to assist you in being successful in the government contracting realm.



The PTAC of South Central Michigan is funded in part through a cooperative agreement with the Defense

Logistics Agency (DLA), and in part by the Michigan Economic Development Corporation (MEDC).

## FY2015 Metrics

**2,078** businesses served by 11 regional PTAC offices;

**7,866** Jobs created or sustained from client contract award dollars; and

**\$466:\$1** client contract award dollars for every dollar of PTAC program funding



*"Helping local businesses service Federal, State, and local government"*

### TWO PTAC LOCATIONS:



#### ***The Enterprise Group of Jackson***

100 E. Michigan Ave, Suite 1100

Jackson, MI 49201

Ph. (517) 788-4680

#### **E-mail:**

klangenberg@enterprisegroup.org

**Web Site:** [www.enterprisegroup.org/ptac](http://www.enterprisegroup.org/ptac)

#### ***Lansing Regional Chamber of Commerce***

500 E. Michigan Ave., Suite 200

Lansing, MI 48912

Ph. (517) 853-6445

#### **E-mail:**

klangenberg@lansingchamber.org

#### **PTACs of Michigan Web Site:**

[www.ptacsofmichigan.org](http://www.ptacsofmichigan.org)



Procurement Technical Assistance Center



**Every year the Federal government purchases billions of dollars in goods and services.**

**Find out how the Procurement Technical Assistance Center can help you sell YOUR goods and/or services!**

[WWW.ENTERPRISEGROUP.ORG/PTAC](http://WWW.ENTERPRISEGROUP.ORG/PTAC)

# Counseling

Take Advantage of One-on-One Business Counseling—one of our most requested services.

We also provide assistance in:

Marketing research

Bid preparation

Pre-award survey preparation

Technical and quality requirements

Contract modifications

PTAC Staff can also serve in a troubleshooting capacity, serving as a liaison between you, the buying agency, and/or the end user.

## Our Impact

*"I wish all small companies knew about PTAC, all of you have done so much for me and continue to help us. You are the greatest!"*

**Ruth Fritz, Owner, Advanced Communication Cabling, Inc.**

*"Kim is always there to help in any way that she can. I have been to some of the seminars offered by PTAC and they have been very well done."*

**Karen Bristol, Industry Affairs Associate, Neogen**



**Imagine having a professional staff dedicated to helping you find and procure government contracts.**

**We help local businesses serve America!**

**Our services include:**

- Determine suitability for contracting
- Identify bid opportunities
- Help with bid preparation
- Network & matching Events
- Registration assistance
- Procurement award history
- Training events:
  - Research & marketing
  - Selling to Federal, State & local government

# Find Leads

Locating government bid opportunities can be very time consuming.

Our Bid Match Service includes:

Daily searches of various government databases.

Reports specific to your company's products and services.

Leads sent directly to your company via email.

## Need Training?

PTAC Staff regularly hosts training seminars and workshops to assist businesses in learning more about specific government procurement topics.

Training is delivered by PTAC counselors, Federal, and State agency representatives, who provide insight into doing business with the government.