



## Procurement Technical Assistance Center (PTAC)

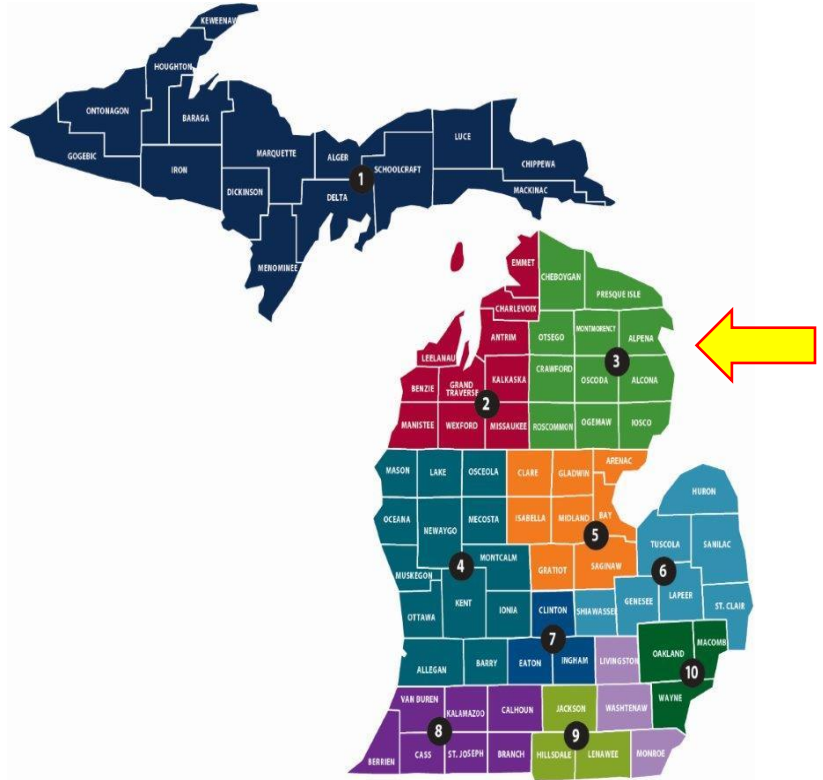
Of Northeast Michigan Consortium

# IMPACT 2021

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

**FY2021**

- October 2020 - September 2021
- \$42,609,880 in contract awards
- 213 jobs created/retained in FY2021\*

**ROI**

- \$568 to \$1\*\*
- \$192 to \$1\*\*\*

**Funding**

- MEDC: \$75,000
- Defense Logistics Agency: \$222,278
- Total: \$297,278

### 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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