



Illinois Procurement Technical Assistance Center of Central Illinois

Serving Southwestern IL

Mission

- Assist small businesses that want to sell their products or services to the government.

9 Centers in Illinois

- Strategically placed around State
 - 4 in Chicago area
 - Hispanic Chamber, Women's Business Development Center, NORBIC, College of DuPage
 - Rockford
 - Peoria
 - Moline
 - Carterville
 - Quincy
 - Sub-Center(s) Metro East & Champaign

PTAC Sponsorship

- DoD/DLA (Department of Defense in joint cooperation with the Defense Logistic Agency)
- Illinois DCEO (Department of Commerce and Economic Opportunity)
- Local host institution
 - IIRA @ WIU (Illinois Institute for Rural Affairs at Western Illinois University)

What do we do?

- Familiarize clients w/ government procurement
- Assist with paperwork
- Electronic bid match service
- Government marketing assistance
- Pricing history

What do we assist with?

- Federal registrations:
 - SAM
- Federal certifications/verification:
 - SBA's: 8(a), HUBZone, WOSB
 - CVE's: SDVOSB/VOSB
- State registrations:
 - IPG/SBSP
- State certifications:
 - CMS-BEP: FBE/MBE/PBE
 - VOB/SDVOB

Why work with a PTAC?

- Association of Procurement Technical Assistance Centers:
 - <http://www.aptac-us.org/new/>
- Bridge between the business and government
- One on one counseling
- Training opportunities
- No charge for services in Illinois

Whom do we work with?

- Established manufacturers, service firms, retail and wholesale companies, construction entities.

Examples....

Janitorial & cleaning, printers, trucking firms, landscaping, engineers, architects, IT firms, manufactures, suppliers, scientific and technical services, demolition, remediation.

Success with government contracting

- Have a product/service that the government needs
- Adequate finances available
- Established commercial market
- Committed personnel and time
- Can deal with paperwork
- Committed to quality & safety

Illinois Small Business Development Center Network

- Small Business Development Centers
- International Trade Centers
- NAFTA Opportunity Centers
- Illinois Manufacturing Excellence Centers
- Small Business Incubators
- Procurement Technical Assistance Centers

Example of PTAC Assistance

- A local Veteran-owned IT firm needing assistance with how to respond to a RFP and prepare a bid.
 - Shared the bid
 - Reviewed the specs
 - Pricing research
 - Provided resources on how to prepare a capability statement
 - Reviewed final draft before submission

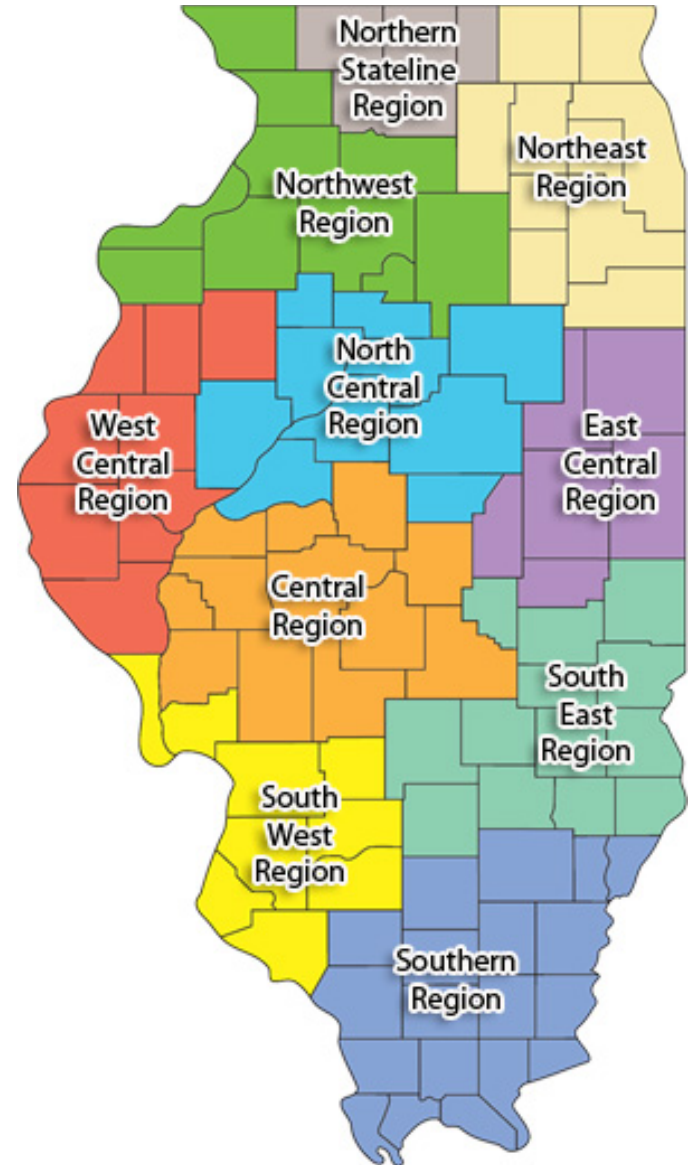
Example of PTAC Assistance #2

- HUBZone Application Assistance for a Metro East Business Business
 - Conduct address search to determine eligibility
 - Determine if its feasible for the company to pursue contracting opportunities
 - What does the government buy and how do our services meet those needs
 - Clarification on the SBA eligibility criteria

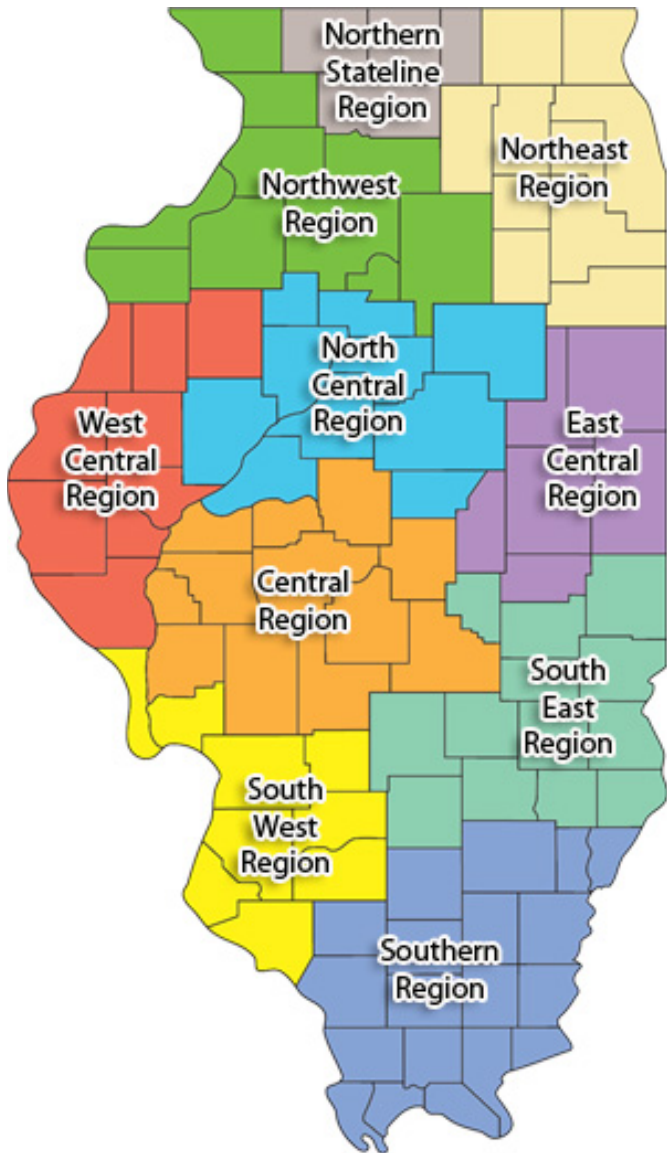
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Thank You