

# PTACs of Michigan

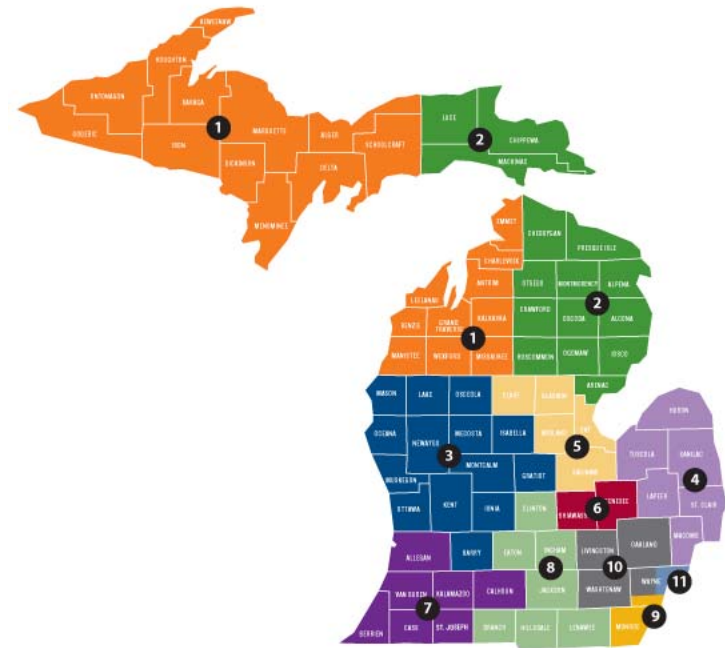


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# What is PTAC?

DoD & MEDC funded program to educate small businesses regarding government contracting

- ★ One-on-One Counseling
- ★ Troubleshooting
- ★ Price History Reports
- ★ Specifications & Standards
- ★ Training Events & Seminars
- ★ Bid Match
- ★ Agency Matches



<http://www.ptacsofmichigan.org>



Matthew Lesko's

# Free Money for



680 Pages  
1,700 Programs

90 Minute DVD  
Hot Linked To Web

1,700 of the Best  
Government Free  
Money Programs  
Your Tax Money  
Can Buy

**BOOK and DVD**

# EVERYBODY

**Initial Considerations**  
**Why Sell to the Federal  
Government?**

**Statistics FY 2006/2007**

★ **\$417 billion**

Total federal purchases of goods/services

★ **\$90.5 billion**

Total Federal purchases of goods/services to small businesses

Information obtained from:

<http://www.usaspending.gov> and <http://www.fedspending.org>

**Initial Considerations**  
**Who Should Sell to the  
Government?**

- ★ **Have an identifiable product/service**
- ★ **Successful/stable company**
- ★ **Looking for market expansion**
- ★ **Willing to dedicate time and effort**

## **Initial Considerations**

# **Online Access is Important!**

- ★ **Registering as a vendor**
- ★ **Finding bid opportunities**
- ★ **Electronic invoicing**
- ★ **Bidding**
- ★ **Awards**
- ★ **Researching**
- ★ **Downloading drawings and specifications**
- ★ **Payment via electronic funds transfer**



# Initial Considerations

## “Supporting the War Fighter” is DoD’s Mission!

