The Illinois Procurement Technical Assistance Center **Black Hawk College**



Can help your business sell to the government



Each year, local, state and federal governments purchase more than \$300 billion from small businesses. From routine office supplies, service contractors, and replacement parts for military aircraft, Uncle Sam offers potentially lucrative, yet largely untapped markets for many companies. Knowing how the government acquisition system works and finding out who in the government buys your products and services can be a challenge. The Illinois Procurement Technical Assistance Center at Black Hawk College was established in our region to help you overcome those challenges and learn how to do business with the government.

As a PTAC client, you receive technical assistance and services which include:

- Electronic Bid Match/Bid Award We'll notify you by e-mail about bidding opportunities and bid awards that are retrieved from over 400 databases nation-wide.
- Bid Preparation We'll help you prepare for the offer and work with you to exceed bid specifications and quality requirements.
- Registration We'll help you identify which government agencies are likely to buy your products and services, and assist you in registering with them.
- Certification If applicable, we'll help you apply for special certification programs that can increase the likelihood of winning contracts with certain agencies.
- Research Assistance We'll conduct research on competitors and provide access to government contracting manuals.
- Workshops/Seminars Periodic programs on topics related to effective government contracting, business matchmaking services and navigating government regulations. Small fee for workshops/seminars.

CONTACT

Vicky Miller, C.B.S. · Coordinator

Illinois Procurement Technical Assistance Center Black Hawk College

Phone: 309-796-5711 • Fax: 309-757-7341

Email: millerv@bhc.edu • www.bhc.edu/ILPTAC

