

# Government Contracting 101

## Brief Overview



The Enterprise Group  
Of Jackson Inc

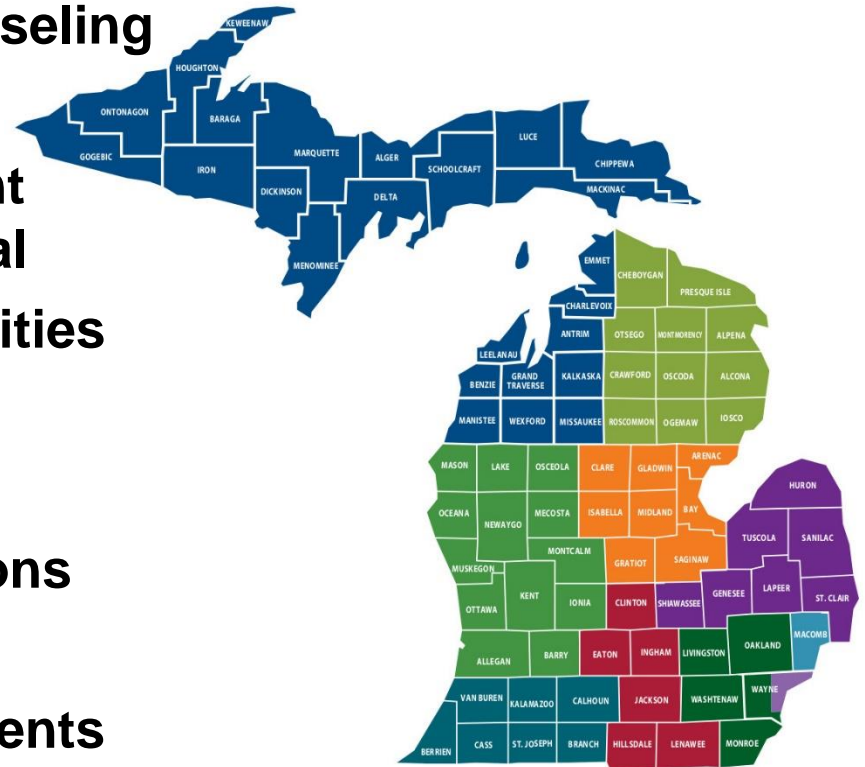


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# What is a PTAC?

**Non-Profit, funded by the Department of Defense & the Michigan Economic Development Corporation (MEDC)/Michigan Defense Center (MDC) to educate businesses regarding government contracting**

- **Individualized business counseling**
- **Registrations**
- **Information on all government levels: federal, state, and local**
- **Identification of bid opportunities**
- **Procurement award history**
- **Support with bid proposals**
- **Federal Acquisition Regulations**
- **Training events**
- **Networking/ matchmaking events**
- **Most of our services are FREE!**



# Why Sell to the Government



## Statistics FY 2017

- **\$504 billion** *Total Federal purchases of GOODS/SERVICES*
  - **\$113 billion** Total SMALL BUSINESSES
  - **\$7 billion** MICHIGAN BUSINESSES
  - **\$1.3 billion** MICHIGAN SMALL BUSINESSES
- **300 Contracts awarded every year** (1,200 recurring)
  - *State of Michigan*

Information obtained from: <https://www.fpds.gov/fpdsng/cms/>

# Who Should Sell to the Government

**Companies that sell to the Government should:**

- **Have an identifiable product/service**
- **Be successful/stable**
- **Desire market expansion**
- **Possess the resources to dedicate time and effort**
- **Have their entire team or company on board**

# PTAC of South Central Michigan Contact Information



**For more information on today's presentation or to  
schedule an appointment, please contact:**

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