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/](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
  – 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
Illinois PTAC of Central Illinois

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Thank You