



MACOMB REGIONAL
Procurement Technical
Assistance Center

MACOMB COMMUNITY COLLEGE

Discover. Connect. *Advance.*SM

SERVING MACOMB COUNTY

2018 EVENT SCHEDULE



7900 Tank Ave., Warren, MI 48092-3936 • 586.498.4122 • ptac@macomb.edu • www.macomb.edu/ptac • www.ptacsofmichigan.org

2018 MACOMB REGIONAL PTAC EVENT SCHEDULE

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CORE EVENTS

INTRODUCTION TO FEDERAL GOVERNMENT CONTRACTING – 101

Did you know the federal government purchased in FY 2017 approximately \$446 billion of goods and services? If you're interested in diversifying your business into the federal government marketplace, find out what you need to do to get started.

In addition, learn about the services and continuous support the Procurement Technical Assistance Center (PTAC) has available to help your company with the contracting process.

Topics to be covered:

- Overview of PTAC
- Initial Considerations
- Getting Registered - 4 Steps
- Small Business Administration (SBA)
Small Business Programs Certifications
- Doing Business with the Federal Government
- Finding Opportunities
- Contract Administration
- Where do I go from here?

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.

PLEASE NOTE: To register for this training, your company must be located in Macomb County.



NO FEE TO ATTEND

TIME

9am–12pm

DATE	LOCATION
Jan. 11, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
March 15, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
May 17, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
July 12, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Sept. 6, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Nov. 8, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

FEDERAL MARKET RESEARCH – 201

Market research is the continuous process of collecting data and analyzing the information so you have a better understanding of the marketplace. This training will help you identify who your customers and competitors are, as well as the current and future outlook for your industry.

This training will be conducted in a computer lab and will provide you with useful market research tools for:

- **Researching the Consumer:** Identify federal agencies who are buying what you're selling.
- **Researching the Competition:** Identify who wants to, or who is already selling your service or product to the federal government and for how much.
- **Researching your Industry:** Identify what the federal government has purchased in the past, plans on procuring in the future, and industry trends.

To run a successful business, you need to learn about your customers, competition and industry. Market research will provide you with valuable insight to spot current and upcoming problems in your industry, reduce your business risks and help you identify opportunities.

PREREQUISITE: Introduction to Federal Government Contracting — 101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



NO FEE TO ATTEND	
TIME	
9am–12pm	
DATE	LOCATION
Feb. 8, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
June 28, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Oct. 11, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

PROSPECTING FOR FEDERAL OPPORTUNITIES – 301

Selling to the federal government can provide significant revenues for small businesses, but it can be very time consuming trying to figure out where to find opportunities that match your capabilities. This training will provide you with useful tools on how to search for and identify opportunities that match your capabilities in a more efficient manner.

This training will be conducted in a computer lab where you will access various federal government e-procurement websites such as FBO, experience searching for opportunities and learn how to utilize FBO's advanced features to your benefit. In this training, you will also learn about other federal agencies' e-procurement websites, PTACS BidMatch Services and various contract methods and competition types. Finally, the training session will end with reviewing a solicitation and how to make that bid, no-bid decision.

Topics to be covered:

- Market Research Overview
- Tools for Finding Opportunities
- Tools for Reviewing Opportunities
- Reviewing and Responding to Opportunities

PREREQUISITES: Introduction to Federal Government Contracting — 101
Federal Market Research — 201

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

March 22,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

July 19,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Nov. 15,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Register now for one of our upcoming sessions or email ptac@macomb.edu

HOW TO MARKET YOUR BUSINESS TO THE FEDERAL GOVERNMENT – 401

The U.S. Government is the largest buyer of goods and services. Selling to the federal government can be a rewarding experience, but how do you market your goods and services to them? In this training you will learn how to market your business to the federal government as well as prime contractors.

Topics to be covered:

- Basic Prerequisites
- Developing Effective Marketing Materials
- Resources
- Networking & People to Know
- Situation Analysis - SWOT

We will also discuss the following marketing materials in detail:

- Capabilities statement(s)
- A better business card
- Website and social media platforms
- The elevator speech

PREREQUISITES: Introduction to Federal Government Contracting — 101
Federal Market Research — 201
Prospecting for Federal Opportunities — 301

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

April 12, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Aug. 16, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Dec. 6, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

STATE CONTRACTING – 101

The Department of Technology, Management and Budget (DTMB) Procurement Office serves as the state's Central Purchasing Office and has a portfolio of approximately 950 multiple-year contracts worth billions of dollars.

The Department consists of three divisions, plus real estate and construction:

- Information and technology
- Commodities and infrastructure services
- Services

Topics to be covered include the following:

- Contracting with the state of Michigan
- Where to find opportunities
- Doing business with MDOT

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



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NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

Feb. 15,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Oct. 18,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Register now for one of our upcoming sessions or email ptac@macomb.edu

DLA INTERNET BID BOARD SYSTEM (DIBBS) TRAINING – 101



Doing business with the Defense Logistics Agency (DLA) can be a great way to grow your business and gain entry into the federal marketplace.

DLA is the Department of Defense' largest combat support agency providing worldwide logistics support to America's military services, civilian agencies and foreign countries in both peacetime and wartime. DLA is responsible for nearly every consumable item used by our military forces worldwide including medical supplies, aviation requirements, land and maritime weapon systems' spare parts, food, clothing and textiles, construction equipment, material fuel and depot level re-parables.



DLA has a web-based application called DIBBS that provides you with the ability to view award data, procurement histories and forecasts; filter your opportunity searches; access technical data packages; and submit quotes.

Topics to be covered:

- Basic Pre-requisites • Market Research • DLA Overview • DIBBS Overview
- Access to Technical Data Packages with Export Controls and Joint Certification Program (JCP)
- How to Find Opportunities in DIBBS • Overview of CFolders

After attending our DIBBS 101 Training Session, we recommend you attend our DIBBS 201 Training Session for a comprehensive understanding of how to do business with DLA.

PREREQUISITES: Introduction to Federal Government Contracting — 101
 Federal Market Research — 201
 Prospecting for Federal Opportunities — 301
 How to Market Your Business to the Federal Government — 401

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their market research, or are already selling to DLA.

NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

Jan. 25,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

June 7,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Sept. 20,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Register now for one of our upcoming sessions or email ptac@macomb.edu

DLA INTERNET BID BOARD SYSTEM (DIBBS) TRAINING – 201



Doing business with the Defense Logistics Agency (DLA) can be a great way to grow your business and gain entry into the federal marketplace to build your past performance. During this training we will take a look at other DLA Internet Bid Board System (DIBBS) applications such as how to submit a quote online, find awards, submit post award request and discuss packaging and shipping.

Prior to attending this training, if you determined your business will need to access technically controlled data packages (drawings), we recommend that you apply for the Joint Certification Program (JCP). If you need assistance with this please contact our office.

Topics to be covered:

- How to submit a quote in DIBBS
- How to find awards
- How to submit a Post Awards Request (PAR)
- Unique Procurement Identifiers update
- Past Performance Informational Retrieval System (PPIRS)
- DLA Packaging and Shipping

PREREQUISITES: Introduction to Federal Government Contracting — 101
 Federal Market Research — 201
 Prospecting for Federal Opportunities — 301
 How to Market Your Business to the Federal Government — 401
 DLA Internet Bid Board System (DIBBS) — 101

WHO SHOULD ATTEND? Businesses that have identified DLA as a potential customer during their Market Research, or are already selling to DLA.



NO FEE TO ATTEND

TIME

9am–12pm

DATE	LOCATION
Feb. 1, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
June 14, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE
Sept. 27, 2018	M-TEC SM 7900 Tank Avenue Warren, MI 48092 REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

FEDERAL ACQUISITION REGULATIONS (FAR) ORIENTATION AND OVERVIEW

Is your business selling to the government, or are you thinking of expanding your business into the federal marketplace? If so, it is important you take the time to understand the rules and regulations you must follow to avoid costly pitfalls. The Federal Acquisition Regulation (FAR) governs all acquisitions and contracting procedures in the federal government. It is a substantial and complex set of rules governing the federal government's purchasing process, and its purpose is to ensure purchasing procedures are standard and conducted in a fair and impartial manner.

If you are interested in obtaining a better understanding of the FAR, this overview is designed for you. For each FAR part, this comprehensive training will describe the basic concepts that every federal contractor should be aware of. Additionally, through the course of the training, attendees will learn how to navigate the FAR so they may more easily reference it as the need arises.

This event will cover the following:

- FAR Overview
- FAR Sub-chapters (A through H)
- FAR Clause Flow Downs

PREREQUISITE: Introduction to Federal Government Contracting — 101

WHO SHOULD ATTEND? Management and key players who will support and facilitate government contracting within your company.



NO FEE TO ATTEND

TIME

9am–12pm

DATE

Oct. 25,
2018

LOCATION

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Register now for one of our upcoming sessions or email ptac@macomb.edu



Macomb Regional PTAC offers several events throughout the year to assist businesses with government contracting. We provide training in local, state and federal government contracting, sponsor matchmaking events, as well as other special events to serve the business community.

To learn more about the events we offer, visit our website: www.macomb.edu/ptac

The following individual training sessions are offered at your request. Please contact ptac@macomb.edu to schedule a training session.

- General Service Administration (GSA) Overview
- iRAPT/WAWF Overview
- Federal Subcontracting Overview





SPECIAL EVENTS

DoD & TARDEC OPPORTUNITIES: PROTOTYPE TO PRODUCTION

An Other Transaction Agreement (OTA) is a rapid process alternative contract mechanism to a FAR contract. OTAs offer greater flexibility in being able to tailor terms and conditions of a particular project to fulfill the Government customer's needs with a more streamlined approach compared to a FAR contract.

The objective of the OTA Management Office Management is to facilitate opportunities for the government, industry and academia to work collaboratively to develop and transition engineering-based ground vehicle systems solutions for manned and unmanned vehicles.

Learn how to receive these opportunities and position your firm for future business.

REGISTER AT:

http://www.ptassist.com/services/ptac_web_register.php?id=FE13451054



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NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

Jan. 18,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

EXPORT CONTROLS: AN INTRODUCTION TO ITAR AND EAR



The export of most goods and services to foreign customers is controlled in some way by the U.S. government. The consequences for non-compliance can be significant. The two primary systems are the International Traffic in Arms Regulation and the Export Administration Regulations.

This program, presented by Warner Norcross & Judd LLP, will help you identify when compliance with these programs is necessary and how to ensure your company is conforming

to the appropriate standards. During the program we will provide an introduction to the law and regulations, demonstrate examples of how to classify intended products and services for export, and discuss the basic framework of an in-house compliance program.

REGISTER AT:

http://www.ptassist.com/services/ptac_web_register.php?id=D766D51184



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NO FEE TO ATTEND

TIME

9am–12pm

DATE

Feb. 22,
2018

LOCATION

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (HHS) “GETTING BACK 2 BUSINESS”

The purpose of this event is to inform and educate small business representatives and interested business and medical student entrepreneurs about the federal procurement process so they can more effectively pursue contracting opportunities with the U.S. Department of Health and Human Services (the largest funded federal government department) as well as all other government departments. This is a one (1) day event in partnership with the U.S. Small Business Administration (SBA) and supporting resource partners.

Anticipated attendance has been approximately three hundred (300) small business representatives exclusively inviting small business and contracting specialists from the ten HHS operating divisions, including:

- National Institutes of Health (NIH)
- Centers for Disease Control and Prevention (CDC)
- Food and Drug Administration (FDA)
- Indian Health Services (IHS)
- Health Resources and Services Administration (HRSA)

Present will be representatives from large prime HHS contractors, other federal agencies, Procurement Technical Center Representatives, and other small business advocates and resource partners. The popular attractions of the events are the 101 counseling and matchmaking sessions. The opportunities are endless!

REGISTER AT: <http://www.cvent.com/d/4tqsrt>



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NO FEE TO ATTEND

TIME

8am–5pm

DATE	LOCATION
March 28, 2018	Macomb Community College South Campus, K Building, Room 301 14500 E. 12 Mile Road Warren, MI 48088
	REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

GOVERNMENT CONNECT AT MDEX



The Macomb Regional PTAC, in collaboration with the NDIA Michigan Chapter, will work with Government Small Business representatives to identify opportunities at the 9th Annual Michigan Defense Exposition (MDEX).

The Macomb Regional PTAC will schedule meetings between qualified suppliers and the government, providing potential

solutions to fill requirements and saving time and resources. The Macomb Regional PTAC will manage all Government Connect planning, including the online application process, communication with the applicants, and onsite logistics. To apply, click on the application link below.

Confirmed agencies participating: TACOM SBO, DLA and Selfridge ANG Base.

Applications will be accepted until March, 22, 2018, close of business.



For more information: www.ndia-mich.org/michigan-defense-expo

SAVE THE DATE for TARDEC Industry Days, April 24–25, 2018



Discover. Connect. Advance.



NO FEE TO ATTEND

TIME

9am–4pm

DATE

LOCATION

April
25–26,
2018

Macomb Community College
South Campus,
Sports & Expo Center
14500 E. 12 Mile Road
Warren, MI 48088

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

GOVERNMENT PROPERTY – RECENT IMPACTS AND NEW IMPLICATIONS

When dealing with government property under the FAR, there are some very specific definitions of property, government property and classes of property. If you deal with Government Property, you need to have the knowledge and comprehension of these definitions and their underlying application. Join Macomb Regional PTAC and NCMA Great Lakes State Chapter as expert Dr. Goetz shares his knowledge and experience in Government Property and presents on the following topics:

- Government Property in the Pre-Award Process
- Records of Government Property
- Struggles with the IUID Applications of DFARS 252.211-7003-7707 and 252.245.7001
- Liability for the Loss of Government Property Review and Q&A

WHO SHOULD ATTEND? Contracting professionals already involved with government property or those who wish to learn more about contracts requiring or offering the use of government property.

Douglas N. Goetz, Ph.D., CPPM, CF, President and CEO of GP Consultants: Dr. Goetz has extensive experience as a Property Administrator within the Department of Defense. He traveled extensively through the United States and overseas researching the application of the Government Property Management Requirement. Dr. Goetz has experienced Property Management up close and personal in the war zones of the Balkans and Iraq, as well as far-flung operations in Japan, Guam, Turkey and Saudi Arabia, to name just a few locations. Based upon his research he has written and published over 100 articles, and multiple textbooks including articles for numerous professional magazines and journals such as the *National Contract Management Association* and the *National Property Management Association* — with numerous articles receiving awards for technical excellence. He served as the National Editor of the *Property Professional*, an international publication, for 20 years and is now the Editor Emeritus. In July of 2013, the NPMA published the first book focusing on Defense Contract Property Management, entitled *Selected Reading in Defense Contract Property Management*, which was authored by Dr. Goetz.



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REGISTRATION FEE: \$45

TIME

Registration: 7:30am • Event: 8am–3pm

DATE	LOCATION
May 3, 2018	Macomb Community College South Campus, K Building, Room 301 14500 E. 12 Mile Road Warren, MI 48088
REGISTER HERE	

Register now for one of our upcoming sessions or email ptac@macomb.edu

SAVE THE DATE

GENERAL DYNAMICS

LEADING THE WAY

The PTACs of Michigan Connecting Government
and Industry to Grow Michigan's Economy

Understanding General Dynamics Corporation
and marketing opportunities to the various
Defense Agencies, Industries and Suppliers.

Macomb Community College

14500 E 12 Mile Rd, Building K
Warren, MI 48088

May 9, 2018

8:30 am to 4:00 PM

Application/Registration Date

Opens 2-1-2018 | Closes 4-1-2018



PURE *M*ICHIGAN[®]
Business Connect

GENERAL DYNAMICS

Jet Aviation
Gulfstream Aerospace
Land Systems
European Land Systems
Ordnance and Tactical Systems
Mission Systems
Information Technology
Bath Iron Works
Electric Boat
NASSCO

GOVOLOGY PRESENTS: PROPOSAL DEVELOPMENT FOR GOVERNMENT CONTRACTORS

Developing proposals in response to government RFPs can be a confusing, time-consuming and stressful process. This session is designed to dissect the proposal process, establish fundamental practices and procedures and deliver a real-world-based presentation of the ins and outs of proposal development. This presentation will clearly present key success factors, pitfalls to avoid and provide experience-based guidance to do the right things early to ensure your proposal is a success! This session is presented by BID Designs founder and CEO Brent Paris, who brings 20+ years of experience and over 1,000 proposals supported by BID Designs to Government Contractors since 2006.

Topics include:

- Understanding the Federal Acquisition Process and Proposal Response Requirements
- Proposal Trends Today and Critical Success Factors
- Understanding and Ensuring Proposal Compliance
- The Effective Proposal Process to Focus on the Win
- Evaluator Focused Proposal Writing Techniques and Best Practices
- Conducting Color Reviews for Optimal Results
- Resourcing Your Proposal — Putting the Right Men and Women on the Job



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NO FEE TO ATTEND

TIME

9am–3pm (lunch on your own)

DATE

LOCATION

June 26,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

DEFENSE CONTRACT AUDIT AGENCY (DCAA) – AUDIT GUIDANCE FOR SMALL BUSINESSES – TWO-PART SERIES



PART 1

Join PTAC of Schoolcraft and the Macomb Regional PTAC in the first of a two-part series featuring the Defense Contract Audit Agency (DCAA). This event will provide an overview of DCAA, its mission, organizational structure, and types of audits performed, and Proposal Adequacy — an overview of how to prepare adequate price proposals. To register for Part I at Schoolcraft PTAC, please email ptac@schoolcraft.edu.



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PART 2

This event will feature a Defense Contract Audit Agency (DCAA) representative, who will present on Accounting System Adequacy. This section will cover regulatory criteria for establishing an adequate accounting system. They will also cover Contract Briefs and the importance of reading your contract to identify, understand and consolidate key contract provisions.



NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

PART 1
May 3,
2018

Schoolcraft College
VisTaTech Center, Room 425
18600 Haggerty Road
Livonia, MI 48152

NO FEE TO ATTEND

TIME

9am–12pm

DATE

LOCATION

PART 2
June 21,
2018

M-TECSM
7900 Tank Avenue
Warren, MI 48092

REGISTER HERE

Register now for one of our upcoming sessions or email ptac@macomb.edu

2018 MEET THE BUYERS



Meet the Buyer is a program that connects businesses with government agencies and prime contractors. This event will give small businesses access to buyers from across the federal, state and local government sectors. These agencies will meet with the aspiring vendors. Major prime contractors will be in attendance as well, seeking capable subcontractors to help them meet their requirements.

Seller's benefits include opportunity to diversify your sales, pitch your product and services to decision

makers, network with other small or large businesses and help keep business local to the Michigan economy.

The benefits to buyers include an efficient and cost-effective way to meet and identify new suppliers, and keep business local to the Michigan economy.



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NO FEE TO ATTEND

TIME

9am-12pm

DATE

Aug. 23,
2018

LOCATION

M-TECSM
7900 Tank Avenue
Warren, MI 48092

[REGISTER HERE](#)

Register now for one of our upcoming sessions or email ptac@macomb.edu



The Macomb Regional PTAC is here to provide insight into the research process and coach you through the government contracting process, from start to finish. In addition to all the training scheduled for 2018, we also offer support and services in the areas listed below. The individual services available through Macomb Regional PTAC are at no cost to your business.

One-On-One Counseling

One of our most requested services, one-on-one business counseling, provides an opportunity to address specific client issues such as: applications and registrations, marketing strategies, bid preparation assistance, subcontracting opportunities, pre-award survey preparation, quality requirements, contract modifications, electronic commerce, and troubleshooting.

Bid Matching

Our electronic bid matching system scans 39 federal sites, 49 international sites and 3,170 state and local sites, in addition to FBO and DLA, to provide a report specific to your company's product or service. To ensure that you see only those bids you are interested in, we help you develop search profiles that contain keywords, Product Service Codes (PSC/FSCs), and National Stock Numbers (NSNs).

Government Registrations

If you are looking for assistance completing your System for Award Management (SAM) registration, State of Michigan Vendor Registration, or any other registration, please contact our office to schedule an appointment with a counselor.

Pre- and Post-Award Assistance

We can help you review opportunities as well as your response/offer to ensure you are addressing all the necessary information in the correct format and understanding the impact of the government FAR clauses. Macomb Regional PTAC also provides post-win assistance to businesses to ensure a contract is successfully completed. This can be in the form of WAWF/IRAPT and or any invoicing/billing issues, DCMA audit guidance and Contract Performance Assessment Reporting System (CPARS) or Past Performance Information Retrieval System.

Subcontracting Assistance

Federal Contractors who receive contracts valued at \$700,000 (or \$1,500,000 for construction) are required to have a subcontracting plan. Macomb Regional PTAC can assist you in navigating through the subcontracting opportunities that are right for you.

State and Local Contracting Assistance

We offer assistance and training for the State of Michigan, but we can also assist with other states' procurement opportunities. We can counsel you on other local government opportunities such as county, municipality, universities and school districts.



MACOMB REGIONAL
Procurement Technical
Assistance Center

MACOMB COMMUNITY COLLEGE

Discover. Connect. *Advance.*SM

*Our Government Contracting
Expertise is Your Competitive Edge.*

For more information, please contact us:

Macomb Community College
Macomb Regional PTAC
7900 Tank Avenue
Warren, MI 48092-3936
Phone: 586.498.4122
Email: ptac@macomb.edu

We also invite you to visit us at:

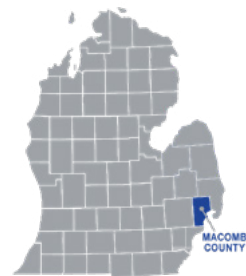
www.macomb.edu/ptac
www.ptacsofmichigan.org



Facebook: www.facebook.com/macombregionalptac



Twitter: @MacombPTAC



SERVING MACOMB COUNTY



The Macomb Regional PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by the DoD or DLA. Additionally, the Macomb Regional PTAC is proudly assisted by the Michigan Economic Development Corporation (MEDC).

