



PTAC—Your Gateway to Selling to the Government

*Avery Sledge
Director,
Toledo PTAC*



PTAC -- Procurement Technical Assistance Center

Assistance Program within the Business

Development Services Office

Of the

Toledo Regional Chamber of Commerce

Our Goal—Help Stimulate the Economy of the NW Ohio Region



2006 Toledo PTAC

Counseled 178 clients

Provided over 700 Counseling Sessions

*Clients Received over \$24.1 million
in government contracts*

Services We Provide

Orientation

Registration Assistance

Market Assistance/Procurement Histories

Bid/Proposal Assistance

Pre-Award/Post-Award Assistance

Bid Matching

Regulations



Finding Customers

No Quick, Easy, Magic Database

Variety of Sources of Data

Synthesize Data/Develop Strategy

How Can We Help???????

Identify Possible Government Customers

Prior Purchase Info—Same, Similar Products

Assist with Obtaining Government Contact Info

Explain Terminology/Procurement Process

Selling to Governments

Know your Product

Understand their Needs

Do your Homework

Understand the Process

Effective Communications

Matchmaking Opportunities

SBA-Cleveland

March 20-21, 2007

Jacobs Field

Allows 15 min “sales calls”

james.duffly@sba.gov

216-522-4169

Toledo PTAC

May 3, 2007

Dana Center

www.toledochamber.com

419-243-8191 ext. 228



Seminars

Free Monthly Introduction to Government Contracting Seminar

2nd Wednesday each Month 9-11 am

Toledo Edison Bldg—8th Floor



Contact Information

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