Inside this Issue

Second PTAC Office 1
Upcoming Events 1
MDOT Certification Assistance 2
Is Bid Match Working for You? 2
Trade Secrets: Market Research 2

Second PTAC Location at TechTown!

In an effort to better serve our clients, PTAC Wayne State is utilizing office space at TechTown, located at 440 Burroughs Street, Suite 185, Detroit, MI 48202. There is adequate free parking at the corner of Amsterdam and Cass, just one block over. Office hours for this second location are Monday, Wednesday and Friday afternoons from 1:00 pm to 5:00 pm and Tuesday and Thursday mornings from 8:30 am to 12:30 pm. Please call ahead for appointments at 313-309-4148.

TRAINING

January 19 - Government Contracting 101
Time: 9:00 am - 12:00 pm
Location: TechTown, Conference Room A, 440 Burroughs, Detroit, MI 48202

February 29 - Market Research for the Government Contractor
Time: 9:00 am - 12:00 pm
Location: Wayne State Oakland Center, 33737 W. Twelve Mile, Room 208, Farmington Hills, MI 48331

March 29 - Government Contracting 201
Time: 9:00 am - 12:00 pm
Location: Wayne State Oakland Center, 33737 W. Twelve Mile, Room 214, Farmington Hills, MI 48331

***To register for any of these courses please visit: http://www.dccwf.org/economic_dev_ptac2.php and click on date/session to register.***

NETWORKING / INDUSTRY

May 1 - 3 MMSDC Procurement Conference and Trade Fair
Location: Cobo Hall
Registration: Visit www.mmbdc.com

This is the largest minority business enterprise (MBE) business opportunity fair of its type in the nation, bringing together diverse suppliers and major corporations from several industries and several states.

May 15 - 16 Michigan Defense Industrial Base Expo
Location: Macomb Community College Sports & Expo Center
Registration: Visit www.ndia-mich.org

Admission is open only to U.S. Government employees or members of NDIA or Women In Defense (WID). If you are not currently a member of NDIA, please visit their website for more information.
**MDOT Certification Assistance!**

Interested in expanding your business by bidding on MDOT infrastructure projects? Need access to financing or bonding? The Southwest Detroit Business Association has appointed a new resource, Sarah Pavelko, to focus on helping Detroit-based small businesses get through the process of achieving DBE certification and MDOT pre-qualification. If you are interested in this unique opportunity, please contact Sarah at 313-842-0986 ext 37 or via e-mail at: sarahp@southwestdetroit.com.

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**Is Bid Match Working for You?**

One of our most valuable services to PTAC clients is the Bid Match communication brought to your e-mail on a daily basis at no cost. Bid Match provides a wide variety of government bid opportunities, but is it working for you? Are you seeing relevant matches? Consider the following:

1) Your search is based on keywords, NAICS codes, and other information provided to us during your initial visit. Perhaps it is time to review and update your profile to improve your results.

2*) Not all contract opportunities are published. Proposed federal contract actions between $10,000 and $25,000 do not have to be synopsized on the FedBizOpps website at all. However, they DO need to be posted in a public place or on a public electronic forum. For actions below $10,000 there is no specific requirement to publicize anywhere. However, for all actions above the micro-purchase threshold (typically $3000), contracting officers must obtain competitive quotes, even if they do not formally publicize the requirement.

3*) Purchases below the micro-purchase threshold do not require the contract clauses of higher dollar buys and are, therefore, obtained using the Government-wide Commercial Purchase Card (GCPC). GCPC purchases comprise a large portion of DoD purchase actions (billions of dollars).

In addition to Bid Match, consider a marketing approach that will encompass unpublished opportunities if your products or services fall within this range.

*(Source: Defense Acquisition University)*

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**Trade Secrets: Market Research**

FAR 10.001 states that appropriate market research must be conducted prior to soliciting offers from potential suppliers. Research results at this stage can assist in describing DoD needs; in developing overall acquisition strategy; and in identifying terms, conditions, and practices appropriate for the item acquired. Market research is mandatory before soliciting any offers above the Simplified Acquisition Procedures (SAP) threshold, and discretionary for solicitations below the SAP. (The SAP threshold is normally $100,000).

So where do they look?

1) FedBizOpps - Also known as “Sources Sought”. Don’t miss an opportunity to showcase your company. A seed planted now may bring results later.

2) The web - Is your company’s website working for you?

3) CCR - using NAICS codes. Be sure your profile is representing you properly.

4) Thomas Register - The most comprehensive online resource for finding companies and products manufactured in North America. [http://www.thomasnet.com](http://www.thomasnet.com)

5) Yellow Pages - Online worldwide Yellow Pages allow users to browse by type of product/service offered by suppliers, business name and business location. [http://www.yellowpages.com](http://www.yellowpages.com)

6) Business.com - A search engine designed to help find companies, products, services, and information needed to make better business decisions. [http://www.business.com](http://www.business.com)

7) Industry specific organizational websites such as Society of Manufacturing Engineers, American National Standards Institute, International Society of Logistics, etc.