

SBDC Services

The Pennsylvania Small Business Development Centers (SBDC) offer the following services to small businesses with procurement potential to help you compete more effectively, make informed business decisions, and expand your business:

- Training to educate small businesses about market development potential as well as possible pitfalls within the government contracting process.
- Coordinated outreach and education to increase small firms' participation in 'shovel ready' public works projects, including opportunities for minority and woman-owned businesses.
- Assistance with accessing financial resources, including traditional (commercial lenders) and non-traditional (public lenders, revolving loan funds and agency backed programs).
- Assistance with improving operating systems in order to meet federal, state and local government contracting compliance standards.
- Additional technical and networking resources to increase opportunities for government contracting.

Other SBDC services that can help you with government marketing include:

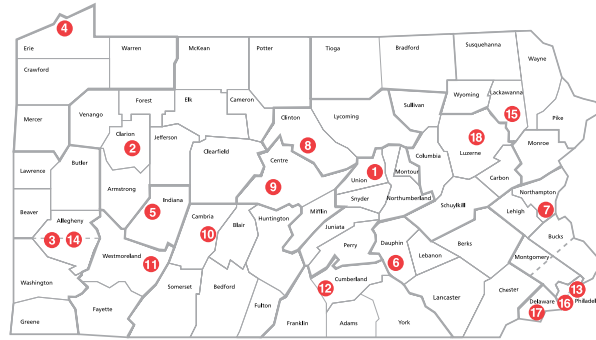
- Business plan development
- Market research
- Financing and loan packaging
- Accounting and bookkeeping
- Marketing
- Long-range planning
- Environmental management
- International trade

www.pasbdc.org/government



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SBDC Small Business Development Centers PENNSYLVANIA *Helping businesses start, grow, and prosper.*



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|---|--|
| 1 Bucknell University SBDC
Lewisburg
(570) 577-1249
www.bucknell.edu/sbdc | 10 Saint Francis University SBDC
Loretto
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www.francis.edu/sbdc |
| 2 Clarion University SBDC
Clarion
(814) 393-2060
www.clarion.edu/sbdc | 11 Saint Vincent College SBDC
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www.sbdc.psu.edu | 18 Wilkes University SBDC
Wilkes-Barre
(570) 408-4340
www.wilkes.edu/sbdc |

To find your local SBDC, visit www.pasbdc.org/where.

Pennsylvania Small Business Development Centers

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215.898.1219 • www.pasbdc.org

An accredited affiliate of the national network of Small Business Development Centers.



Procurement Technical Assistance

Target government markets



SBDC PENNSYLVANIA

Small Business Development Centers
Helping businesses start, grow, and prosper.

How Can We Help?

For some successful firms, a route to expanding sales is found in the government marketplace. Annually, the Pennsylvania SBDC's Procurement Technical Assistance Centers (PTAC) help hundreds of businesses acquire federal, state and local government prime contracts and subcontracts by providing procurement technical assistance.

Government Marketing Services

The PTACs assist contractors with marketing, pre-award compliance and post-award issues. Specific services include:

- Developing a government marketing strategy
- Providing training and consulting on the procurement process
- Assisting in proposal preparation and review
- Serving as a liaison with government agencies and businesses
- Identifying contract leads through Bid Match

One-on-One Consulting

Confidential counseling is provided free of charge to business entities with a primary office in Southeast Pennsylvania that are seeking to sell goods/services to federal, state or local governments, and that have signed up as clients of the Southeast PA PTACs. As a client, the business will be notified of all training opportunities and outreach events.

Services include assistance with:

- Assessing your potential as a government contractor
- Completing government forms, registration and certification applications
- Locating government internet resource websites
- Researching procurement histories for your product or services
- Obtaining federal and military specifications, drawings and standards
- Marketing your business to potential prime contractors

Looking to grow your business? Consider government markets.



Education

The PTACs regularly offer educational programs and workshops to build your skills and to increase your ability to sell in the government marketplace. Related training seminars include topics such as:

- Understanding the Federal Acquisition Regulations
- Basics of Government Marketing
- Finding Federal Government opportunities
- Doing Business with the Commonwealth
- Federal and Commonwealth Certification Programs

For a complete list of current workshops, visit:

www.pasbdc.org/education

Automatic Bid Matching

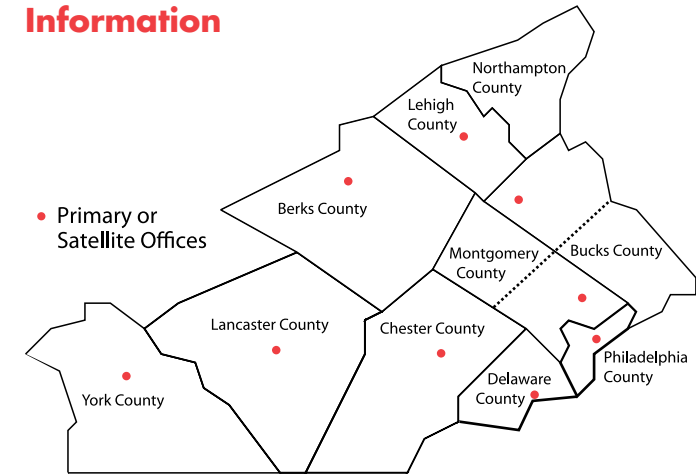
If your firm is looking to expand its sales base by participating in the government marketplace, the Bid Match system will help you identify federal, state and local government opportunities. You will save significant time and money using Bid Match.

Bid Match provides targeted contract leads, matching your individual products or services with government procurement opportunities and delivers these leads to you daily via email or a dedicated website. The procurement consultant will work with you to develop a profile of your firm's products and services to enter into the Bid Match system. Bid Match services are provided at no charge.

To register your company for Bid Match, complete the form online:

www.pasbdc.org/bidmatch

Information



For additional information about how we can help your company procure a government contract, please contact one of our Procurement Technical Assistance Centers at the following locations:

Kutztown University SBDC

(717) 232-3473 – Harrisburg, PA
(610) 458-5700 x222 – Exton, PA

Serving Berks, Chester, Lancaster, and York Counties

www.kutztownsbdc.org

Lehigh University SBDC

(610) 758-4089

Bethlehem, PA

Serving Lehigh, Northampton, Upper Bucks and Upper Montgomery Counties

www.lehigh.edu/sbdc

Temple University SBDC

(215) 204-3532

Philadelphia, PA

Serving Philadelphia, Lower Bucks and Lower Montgomery Counties

www.temple.edu/sbdc

Widener University SBDC

(610) 619-8492

Chester, PA

Serving Delaware County

www.widenersbdc.org