

"The Illinois PTAC has been essential in helping JM Industrial Supply diversify our marketing approach and product offerings. They have been integral to our success by providing key contact information and assistance navigating the many governmental agencies involved. They have also assisted us by providing networking opportunities which have helped us expand into logistics, light manufacturing and construction. We have become a more diverse business, better positioned for 2009 and beyond."

David Blair, Director of Business Development  
JM Industrial Supply

## Illinois Entrepreneurship Network Business Information Center

Located in DCEO's Illinois Entrepreneurship Network, the IEN Business Information Center is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Business Information Center staff provide professional guidance to entrepreneurs by linking them to state and local resources.

## NxLevel Entrepreneurial Training Program

The NxLevel Entrepreneurial Training Program is a training curriculum used to help potential and present entrepreneurs learn skills needed to create, develop and strengthen business ventures. Classes offer hands-on practical training by experienced business educators. Courses of study include NxLevel curriculum for:

- Business Startups
- Entrepreneurs
- Alternative Agricultural
- Micro-Enterprise
- International Trade
- Youth Entrepreneurial

## Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. Since its inception, the program has assisted over 111,500 clients with services that include:

- Confidential compliance assistance
- Toll-free help line
- Free quarterly newsletter Clean Air Clips
- Easy-to-read fact sheets and guides
- Directories of environmental resources and consultants
- Workshops
- Environmental Recordkeeping Calendars
- Permit applications on the DCEO Web site:

[www.ienconnect.com](http://www.ienconnect.com)



dceo

Illinois Department of  
Commerce and Economic Opportunity

The Procurement Technical Assistance Center (PTAC) program is funded by the Illinois Department of Commerce and Opportunity through a cooperative agreement with the Defense Logistics Agency as a service to those members of the Illinois business community interested in selling a product or service to the government (Federal, State, Local).

**Illinois Department of  
Commerce and Economic Opportunity**  
620 East Adams Street • Springfield, Illinois 62701

James R. Thompson Center  
100 West Randolph, Suite 3-400 • Chicago, Illinois 60601

**800/252-2923**

TTY: 800/785-6055

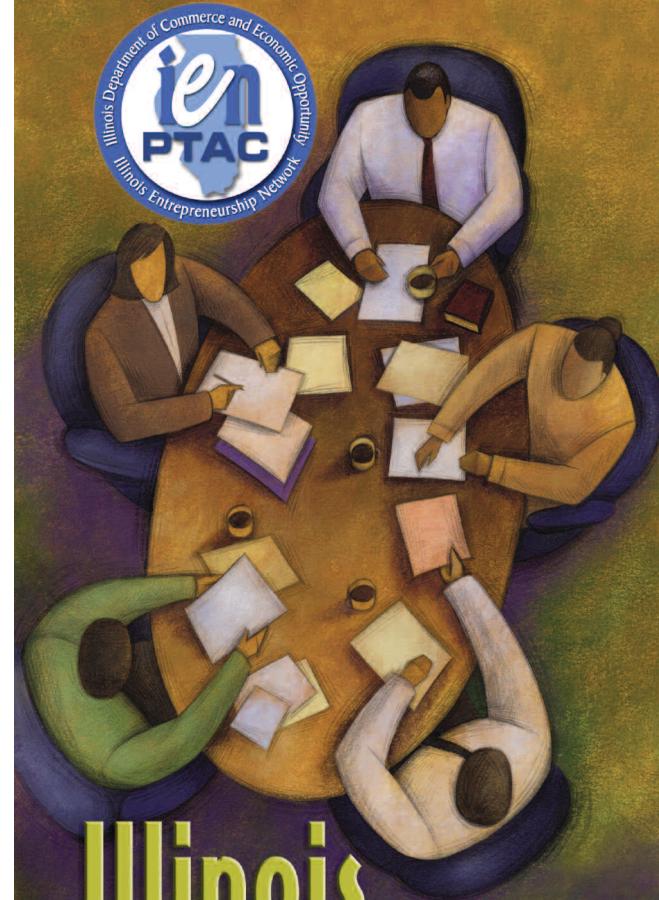
[www.ilsbdc.biz](http://www.ilsbdc.biz)

W.O. 10-0126 3/10 IIOCI 0770-10



State of Illinois

Illinois Department of  
Commerce and Economic Opportunity



# Illinois Procurement Technical Assistance Center

## 2009 Annual Report



# 2009 Illinois Procurement Technical Assistance Center Annual Report



For twenty four years, the Illinois Procurement Technical Assistance Center has been a leader in helping the small business community through the process of Government contracting. As a key component of the Illinois Entrepreneurship Network (IEN), the Procurement Technical Assistance Center (PTAC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the Department of Defense's (DoD's) Defense Logistics Agency (DLA). The PTAC provides statewide contracting assistance to Illinois businesses interested in doing business with the government.

The information contained in this Annual Report depicts the services available and provided during calendar year 2009 through the Illinois Procurement Technical Assistance Centers.

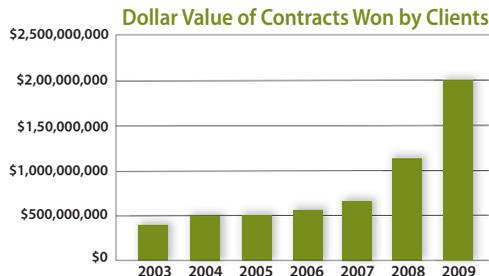
## Procurement (Government Contracting) Technical Assistance Centers Provide:

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- Radio Frequency Identification/Unique Identification (RFID)/(UID)
- Assistance with certifications
- Advise and assist with post awards functions
- Assist with eBusiness technologies
- Assist with subcontracting opportunities
- Provide training opportunities

## 2009 Economic Impact

- 708 Jobs created
- 4,613 Jobs retained
- 2,452 Contracts won
- \$1,994,482,914 Value of Contracts won  
*The dollar value of contracts won results in a return-on-investment of \$1,108 for every tax dollar spent on this program.*

## Historical Economic Impact



## Illinois Entrepreneurship Network

The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

*"The paperwork was overwhelming and the assistance from the PTAC made it possible to get through the process and become certified as a Female Business Enterprise (FBE). They deserve a 'Gold Star' for their efforts."*

Sara Lieber, Owner  
Senior Sidekicks

## Illinois Small Business Development Center (SBDC)

The Illinois Small Business Development Center has been a leader in helping the small business community. As a key component of the IEN, the Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

Through the Illinois Small Business Development Center and Illinois Entrepreneurship Network, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

The Illinois Entrepreneurship Network also provides specialized business services for particular sectors of our state's economy.

## SBDC International Trade Centers (Export Assistance)

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show Schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers