

Business Information Center

Located in DCEO's Office of Entrepreneurship, Innovation and Technology, the 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.

PTAC Client Comments

"I want to thank you and Blackhawk College for your sponsorship of the Illinois Northwest Region Office of PTAC (Procurement Technical Assistance Center). Vicky Miller, Director of the Northwest Region Office, has been extremely helpful to me and my small Quad City business, Premier Computer Services, as we seek to do business with the Federal Government and large Prime Contractors.

Hopefully the contacts I make with the help of PTAC, will allow my business to grow and thrive in the Quad-City area.

Thank you again from Premier and from all of the small businesses helped by PTAC."

Rick Sandway, President & CEO
Premier Computer Services

"The sales cycle can be long — 12-18 months, I had to write a proposal. The PTAC advised me on what the (RFP) actually was looking for, what's important to the government. The PTAC doesn't do the work for you, but they advise and review. That's important because, if the information you provide is not complete, your response will get lost or slowed down."

Michelle Pearson,
Providentia Consulting

Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. In 2011 the program assisted over 1,600 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



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).



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State of Illinois

Illinois Department of
Commerce and Economic Opportunity



Illinois
Procurement Technical
Assistance Center

2011 Annual Report



2011

Illinois PTAC Annual Report



For twenty six years, the Illinois Procurement Technical Assistance Center (PTAC) has been a leader in helping the small business community through the process of Government Contracting. As a key component of the Illinois Department of Commerce and Economic Opportunity (DCEO), Office of Entrepreneurship, Innovation and Technology (OEIT), the PTAC is supported by the Illinois DCEO OEIT 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 2011 through the Illinois Procurement Technical Assistance Centers.

Procurement (Government Contracting) Technical Assistance Centers Provide:

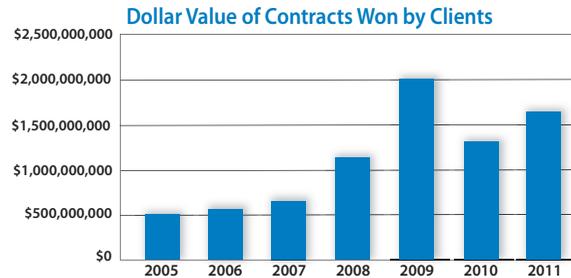
- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- Radio Frequency Identification/Unique Identification (RFID)/(UID)
- Assistance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

2011 Economic Impact

- 1,566 Jobs created
- 3,582 Jobs retained
- 3,114 Contracts won
- \$1,622,178,016 Value of Contracts won

The dollar value of contracts won results in a return-on-investment of \$1,081 for every tax dollar spent on this program.

Historical Economic Impact



DCEO Office of Entrepreneurship, Innovation and Technology

The DCEO Office of Entrepreneurship, Innovation and Technology provides 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 certification process seemed long and difficult, but guided by PTAC, we made it happen. The PTAC also helped tremendously in the government registration process. I don't think I would have ever gotten through all the pieces successfully without them. We very much appreciate that PTAC is here to answer our questions. It is so helpful to be able to call on someone with expertise."

Sherry Galbreath,
ACME Solutions, LLC

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 OEIT, 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 OEIT, 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 DCEO Office of Entrepreneurship, Innovation and Technology 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