



# Government business is good business.

Many companies have never considered going after government contracts because of the misconception that it would be too difficult or that the government wouldn't be interested in buying their products or services. In fact, the federal government purchases from businesses of all sizes, located throughout the country, for all types of services—from dry-cleaning to disaster recovery. Government contracts ARE for you.

## So, why PTAC?

Our mission is simple: We help Hoosier businesses identify, compete for, and win government contracts. Our confidential counseling services and free workshops give you the knowledge and tools you need to sell your products or services to the appropriate government agencies. The Indiana PTAC is here to serve you!

## A year at a glance

408

New clients  
partnering with  
PTAC

2,842

Counseling  
hours provided

6,755

Contracts  
awarded

\$435.6M

In contracts  
awarded to  
PTAC clients

# Here are a few of the ways PTAC can help:



## One-On-One Counseling

Our counseling staff works with you to identify and target local, state, and federal agencies and develop marketing strategies to get your foot in the door. From the first session, we will familiarize you with our offerings, help you determine if you want to pursue government contracting, and begin crafting a personalized government marketing strategy.



## Workshops and Events

We hold numerous training events and workshops throughout the year to help you better understand the contracting process. Take a look at our website to view a schedule of all upcoming events!



## Certifications and Registrations

Doing business with the government involves a complex maze of registrations...but we can help you navigate that! We can also help determine if you are eligible for any set-aside programs and assist in the certification process.



## Bid-Matching Service

We can automatically match your company's product or service with daily bid notices that show you exactly what the government is buying or planning to buy.



## Subcontracting Assistance

We can help identify subcontracting opportunities with major prime contractors, particularly those located here in Indiana.



## GSA Schedules

GSA Schedules are long-term, government-wide contracts that allow businesses to sell their products and services to government buyers. We help navigate these contracts and determine if it is appropriate for your business to register for the program.



## Product & Procurement Histories

We provide businesses with technical descriptions and relevant background information regarding products with national stock numbers (NSN).



## Regulations & Specifications

We guide businesses through local, state and federal government regulations, including Military Specifications (MIL-SPECs) and Federal Acquisitions Regulations (FAR).



## Proposal Preparation

While we can't write your proposal for you, we can assist you in understanding the solicitation and its requirements. We will review it as it evolves and offer recommendations to make it stronger and more accurate, giving you the best shot at success.

## Ready to get started?

We're here to help you out. Contact your regional PTAC counselor for more information or to schedule an appointment.

### 1. NORTHWEST

Morgan Dillman  
317.409.6084  
mdillman@iedc.in.gov

### 4. CENTRAL

Nate Lofton  
317.607.0575  
nlofton@iedc.in.gov

### 6. SOUTHWEST

Jim Haddan  
812.340.5174  
jhaddan@iedc.in.gov

### 2. NORTH CENTRAL

Diana Hunter  
219.214.2126  
dhunter@iedc.in.gov

### 5. SOUTH CENTRAL

Andrew Alexander  
812.340.4342  
aalexander@iedc.in.gov

### LEAD CENTER

Chris Jeffers, State Director  
317.903.7399  
cjeffers@iedc.in.gov

### 3. NORTHEAST

Vacant

Leslie Brothers, Operations Director  
317.431.1560  
lbrothers@iedc.in.gov

