

# Southwest Michigan APEX Accelerator

(formerly PTAC)



**Sell your products and services to the nation's largest consumer ... the government.**

The Southwest Michigan APEX Accelerator (formerly PTAC), satellite of Northeast Michigan Consortium (NEMC), assists businesses who want to sell products or services to the federal, state, or local government. Our service is free of charge and available to businesses in these counties:

- Berrien
- Branch
- Calhoun
- Cass
- Kalamazoo
- St. Joseph
- Van Buren

## Bridging Business and Government

### One-on-One Counseling

- Marketing strategies
- Bid preparation
- Contract administration
- Regulations review

### Training Events

- Meet the Buyer
- Seminars
- Networking
- Webinars

### Procurement History

- Military procurement history and technical data, if available, for parts with National Stock Numbers (NSN)

### Bid Match

- Federal, state, and local government bid search service
- Custom keywords for your business
- Searches over 3,500 agencies daily

### Subcontracting Assistance

- Identify subcontracting prospects
- Guidance on marketing to primes
- Host opportunities to meet with buyers

### Government Registrations

- Federal government's System for Award Management (SAM)
- State of Michigan and local vendor registrations
- Other registrations for small businesses



The government purchases billions of dollars in goods and services each year. APEX Accelerator counselors are trained to help you navigate this market.

The Southwest Michigan APEX Accelerator is a non-profit organization funded in part by Northeast Michigan Consortium, the state, and federal governments.

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