

Fall 2013 Issue

## Government Contracting Resources Available to All Georgia Businesses

*How would you like to receive classroom instruction on how to do business with federal, state and local governments? How about having access to a service that scours the Internet every day and identifies government bid opportunities that match what you sell? And how about one-on-one counseling from experts in the field of government contracting?*

### **What if all these services were free?**

It may sound too good to be true, but it's a fact ... the **Georgia Tech Procurement Assistance Center (GTPAC)** – located in nine cities across the state – offers free classes, resources and counseling to assist Georgia businesses identify, compete for, and win government contracts.

You can't argue with results. For more than a quarter century, GTPAC has been helping thousands of businesses get educated about and succeed in the government marketplace. Last year, GTPAC helped its clients win 5,462 government prime contracts and 740 subcontracts worth a total of \$668 million.

If you are interested in pursuing government contracts – or just curious about whether the government market is right for you – we suggest that you attend GTPAC's most popular and most frequently offered class called "Introduction to Government Contracting." In three hours, you'll learn the fundamentals of government contracting along with how to enroll in all of GTPAC's no-cost services.

Visit GTPAC's web site at [www.gtpac.org](http://www.gtpac.org) to see lots of helpful information on public sector contracting. Click on the "Team Directory" to find the office nearest you, and click on "Training" to sign-up for the next "Intro" class – your starting point.



*GTPAC teaches free classes on how to do business with state and local government.*



*You can meet with counselors who will advise you about all aspects of government contracting.*



*An electronic bid match service pairs sellers with buyers.*