

## THE SBDC HELPS SMALL BUSINESSES ENTER GOVERNMENT MARKETS >>

If your business has procurement potential, the following SBDC services can help you compete more effectively, make informed business decisions, and expand your business:

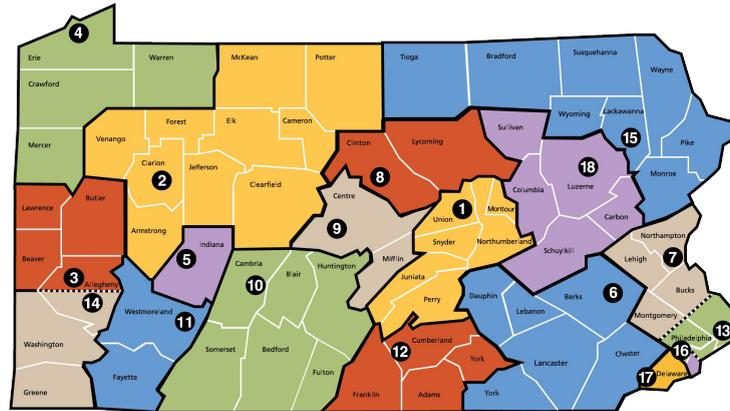
- Training to educate small businesses about market development potential as well as possible pitfalls within the government contracting process
- Coordinated outreach and education to increase small firms' participation in 'shovel ready' public works projects, including opportunities for minority and woman-owned businesses
- Assistance with accessing financial resources, including traditional (commercial lenders) and non-traditional (public lenders, revolving loan funds and agency backed programs)
- Assistance with improving operating systems in order to meet federal, state and local government contracting compliance standards
- Additional technical and networking resources to increase opportunities for government contracting

Other SBDC services that can help you with government marketing include:

- Business plan development
- Market research
- Financing and loan packaging
- Accounting and bookkeeping
- Marketing
- Long-range planning
- Environmental management
- International business

**Contact your local SBDC today to find out if your business can benefit from Government Marketing.**

**SBDC** Small Business Development Centers  
PENNSYLVANIA Helping businesses start, grow, and prosper.



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|---|--|
| <b>1 Bucknell University SBDC</b><br>(570) 577-1249<br>www.bucknell.edu/sbdc                    | <b>10 Saint Francis University SBDC</b><br>(814) 472-3200<br>www.francis.edu/sbdc                          |
| <b>2 Clarion University SBDC</b><br>(814) 393-2060<br>www.clarion.edu/sbdc                      | <b>11 Saint Vincent College SBDC</b><br>(724) 537-4572<br>www.stvincent.edu/sbdc                           |
| <b>3 Duquesne University SBDC</b><br>(412) 396-1633<br>www.sbdc.duq.edu                         | <b>12 Shippensburg University SBDC</b><br>(717) 477-1935<br>www.ship.edu/sbdc                              |
| <b>4 Gannon University SBDC</b><br>(814) 871-7232<br>www.sbdcgannon.org                         | <b>13 Temple University SBDC</b><br>(215) 204-7282<br>www.temple.edu/sbdc                                  |
| <b>5 Indiana University of Pennsylvania SBDC</b><br>(724) 357-7915<br>www.iup.edu/business/sbdc | <b>14 University of Pittsburgh SBDC</b><br>(412) 648-1542<br>www.sbdc.pitt.edu                             |
| <b>6 Kutztown University SBDC</b><br>(877) 472-7232<br>www.kutztownsbdc.org                     | <b>15 University of Scranton SBDC</b><br>(570) 941-7588<br>www.scrantonsbdc.com                            |
| <b>7 Lehigh University SBDC</b><br>(610) 758-3980<br>www.lehigh.edu/sbdc                        | <b>16 Wharton (University of Pennsylvania) SBDC</b><br>(215) 898-4861<br>www.whartonsbdc.wharton.upenn.edu |
| <b>8 Lock Haven University SBDC</b><br>(570) 484-2589<br>www.lhup.edu/sbdc/                     | <b>17 Widener University SBDC</b><br>(610) 619-8490<br>www.widenersbdc.org                                 |
| <b>9 Penn State SBDC</b><br>(814) 863-4293<br>www.sbdc.psu.edu                                  | <b>18 Wilkes University SBDC</b><br>(570) 408-4340<br>www.wilkes.edu/sbdc                                  |

To find your local SBDC, visit [www.pasbdc.org/centers](http://www.pasbdc.org/centers)

**Pennsylvania Small Business Development Centers Lead Office**  
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Kutztown, PA 19530  
(877) 472-7232 | [www.pasbdc.org](http://www.pasbdc.org) | @PASmallBusiness



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Grow your business through  
**Government Marketing**



**SBDC**  
PENNSYLVANIA

Small Business Development Centers  
Helping businesses start, grow, and prosper.

[pasbdc.org/government](http://pasbdc.org/government)



"Our PTAC representative has given us valuable professional advice and assistance at many stages of the federal procurement process, from providing feedback on our RFP responses to helping us learn how to navigate the Federal Procurement Data System."

**Emily Soloby**  
AAA School of Trucking  
Philadelphia, PA

## ONLINE BID MATCHING

If your firm is looking to expand its sales base by participating in the government marketplace, the Bid Match system will help you identify federal, state and local government opportunities. You will save significant time and money using Bid Match.

Bid Match provides targeted contract leads, matching your individual products or services with government procurement opportunities and delivers these leads to you daily via email or a dedicated website. The procurement consultant will work with you to develop a profile of your firm's products and services to enter into the Bid Match system. Bid Match services are provided at no charge.

To register your company for Bid Match, complete the form online: [www.pasbdc.org/bidmatch](http://www.pasbdc.org/bidmatch)

## EDUCATION

The PTACs regularly offer educational programs and workshops to build your skills and to increase your ability to sell in the government marketplace. Related training seminars include topics such as:

- Understanding the Federal Acquisition Regulations
- Basics of Government Marketing
- Finding Federal Government opportunities
- Doing Business with the Commonwealth
- Federal and Commonwealth Certification Programs
- Responding to a Request for Proposal

For a complete list of current workshops, visit: [www.pasbdc.org/events](http://www.pasbdc.org/events)



## Small Business Development Centers

*Helping businesses start, grow, and prosper.*

## CONTACT US >>

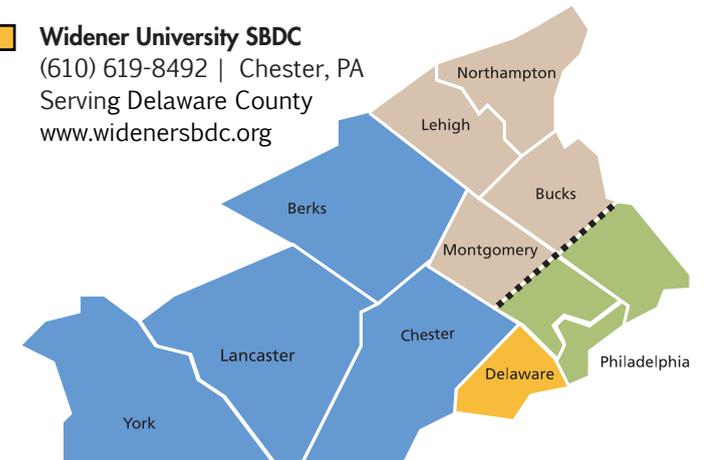
If your company is located in Southeastern Pennsylvania, contact one of the following locations below to learn more about government marketing services available to your business.

**Kutztown University SBDC**  
(717) 825-1132 – Lancaster and York  
(610) 458-1986 x222 – Berks and Chester  
Serving Berks, Chester, Lancaster, and York Counties  
[www.kutztownsbdc.org](http://www.kutztownsbdc.org)

**Lehigh University SBDC**  
(610) 758-4089 | Bethlehem, PA  
Serving Lehigh, Northampton, Upper Bucks and Upper Montgomery Counties  
[www.lehigh.edu/sbdc](http://www.lehigh.edu/sbdc)

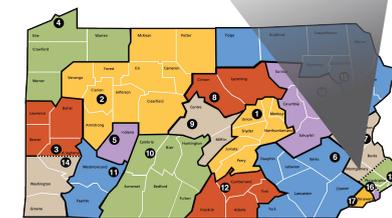
**Temple University SBDC**  
(215) 204-3532 | Philadelphia, PA  
Serving Philadelphia, Lower Bucks and Lower Montgomery Counties  
[www.temple.edu/sbdc](http://www.temple.edu/sbdc)

**Widener University SBDC**  
(610) 619-8492 | Chester, PA  
Serving Delaware County  
[www.widenersbdc.org](http://www.widenersbdc.org)



**Is your business located outside of Southeast Pennsylvania?**

Visit [www.aptac-us.org](http://www.aptac-us.org) to find your local PTAC.



## HOW WE CAN HELP >>

For some successful firms, a route to expanding sales is found in the government marketplace. Annually, the Pennsylvania SBDC's Procurement Technical Assistance Centers (PTAC) help hundreds of businesses acquire federal, state and local government prime contracts and subcontracts.

### WHAT WE OFFER

The PTACs assist contractors with marketing, pre-award compliance and post-award issues. Specific services include:

- Developing a government marketing strategy
- Providing training and consulting on the procurement process
- Assisting in proposal preparation and review
- Serving as a liaison with government agencies and businesses
- Identifying contract leads through Bid Match

### HOW WE HELP YOU

- Assessing your potential as a government contractor
- Assistance with completing government forms, registration and certification applications
- Locating government internet resource websites
- Researching procurement histories for your product or services
- Obtaining federal and military specifications, drawings and standards
- Marketing your business to potential prime contractors

### ONE-ON-ONE CONSULTING

Confidential, no-fee consulting is provided to business entities with a primary office in Southeast Pennsylvania that are seeking to sell goods/services to federal, state or local governments, and that have signed up as clients of the Southeast Pennsylvania PTACs. As a client, your business will be notified of all training opportunities and outreach events.



FUNDED BY: SEDA-COG THROUGH DLA

**PTAC**

SOUTHEAST PENNSYLVANIA  
PROCUREMENT TECHNICAL ASSISTANCE CENTERS

KUTZTOWN

LEHIGH

WIDENER