WHAT IS PROCUREMENT TECHNICAL ASSISTANCE?

NBDC’s procurement technical assistance program offers consulting services, contracting workshops and networking events at no cost to Nebraska businesses — helping them successfully position their companies to bid, win and fulfill federal, state and local government contracts.

Visit nbdc.unomaha.edu for success stories, workshop & event calendar, more business services
Government buyers are looking for your quality products and services.

**BIDDING ASSISTANCE**
NBDC consultants help you—
- Formulate accurate and confidential bids
- Understand required forms, regulations and specifications
- Locate bidding, partnering and subcontracting opportunities

**ACCESS TO RESOURCES**
NBDC consultants provide—
- BidMatch automated opportunity searches
- Access to government forms, specifications and regulations
- Workshops and training on basic and advanced contracting topics

**MARKET RESEARCH**
NBDC consultants provide—
- Listings of agencies that have previously purchased similar products or services
- Analysis of volume purchased, price paid and award winners in the past
- Information about subcontracting and teaming opportunities

**GETTING READY TO BID**
NBDC consultants help you—
- Apply for certifications that help small businesses compete
- Complete required registrations
- Review your financial capabilities and accounting systems
- Assess your delivery capabilities, technical skills, facilities and quality standards

**2014 NBDC GOVERNMENT CONTRACTOR OF THE YEAR**
A veteran of the U.S. Army National Guard, Mark Santo worked with Contractor Development Services Inc. to secure his first bid bond. Today, Mark VII Enterprises, his construction contracting company, has a bonding capacity of $4.2 million. The firm is a City of Omaha Tier-I Small Business, Economically Disadvantaged Total Small Business, and certified Service Disabled Veteran Owned Small Business.

"NBDC showed me the step-by-step process of what I needed to do to position my company to do government contracting."—Mark Santo

**2013 NBDC GOVERNMENT CONTRACTOR OF THE YEAR**
CLH Architects PC, headquartered in Elkhorn, is a certified Service Disabled Veteran Owned Small Business. Founder Calvin Hinz and his firm have completed an impressive list of government contracts for Department of Veterans Affairs, National Guard and Veterans Administration facilities in Omaha, Grand Island, Oklahoma City, Des Moines and Iowa City.

"NBDC consultants most definitely help by leveraging their status to get a small business more work."—Cal Hinz

**CONTACT** an NBDC consultant to help you determine whether government contracting is a good fit for your business.

**CERTIFY** your business with our help so you may take advantage of any set-aside programs for which you qualify.

**REGISTER** as required in government procurement systems. NBDC consultants help you navigate this multi-step process.

**BID** on open contracts. NBDC consultants help you find opportunities and understand the bidding requirements.

There are Billions in opportunities contracting with local, state and federal government agencies, including the U.S. Army, Navy and Air Force. NBDC government contracting specialists are ready to help your company take advantage of these lucrative opportunities.

**CUSTOMER-DRIVEN SERVICE**
The annual survey that we request in exchange for our assistance is used to evaluate and improve our services.

80% of clients surveyed report that the consultant they worked with effectively assisted them in pursuing opportunities with the government.

"When we need anything answered or help, we have always had prompt service from NBDC. This is greatly appreciated because time saved is money earned."—U.S. Grounds Maintenance