



## **For Immediate Release**

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## **Washington PTAC Clients Win Record Number of Contracts**

May 5, 2016 – [Washington Procurement Technical Assistance Center](#) (PTAC) is pleased to announce a record year for the businesses they work with. Businesses won 3200 government contracts totaling over \$592 million last year. In 2014, clients won close to \$400 million. PTAC supports businesses in their efforts to find, bid, and win government contracts with the federal, state, and local government. Counselors in 8 locations around the state work with businesses one-on-one or through workshops on all aspects of doing business with the government. “We have the privilege of working with some of the most innovative, hardworking businesses in Washington State. It’s exciting to see that these firms have a lot to offer the public sector,” commented Tiffany Scroggs, Program Director of Washington PTAC. “Doing business with the government is very different from the private sector. We support businesses in obtaining the necessary registrations and certifications, conduct market research, and then ensure they are submitting responsive proposals”

A woman-owned small business in Seattle, [Halcyon Northwest](#), won its first government contracts through the support of the Green River College PTAC office in Kent. “I have been blown away by what a tremendous resource PTAC is. I was awarded a contract and I know it was due largely in part to (their) assistance throughout the process,” commented Katherine Boyd of

Similarly, in the Tri Cities, the Tri City Regional Chamber PTAC location, staffed by Ashley Coronado, specializes in supporting firms interested in succeeding at Hanford. ISM Solutions, a minority and women owned small business is an expert in the nuclear industry, but not in minority business certifications like SBA’s 8a program. “I can say without a doubt that my application would not have been as well prepared without Ashley’s help. My application was approved in less than 5 weeks. .... it would not have been successful without Ashley’s unwavering assistance and expertise,” explained ISM Solutions owner Shirley Olinger.

### **About Procurement Technical Assistance Center:**

The Washington Procurement Technical Assistance Center is managed by the [Thurston Economic Development Center](#), a non-profit organization in Lacey, WA. PTAC assist businesses at no cost in all areas of selling to the federal, state and local governments.

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