

GEORGIA TECH RESEARCH

News Release

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**UNCLE SAM WANTS YOU:
PROGRAM HELPS SMALL BUSINESSES
SELL PRODUCTS TO THE GOVERNMENT**

For Immediate Release

February 13, 1989

Like any small-business executive, Jack Witt of Warrenton, Ga. sometimes feels as though the odds are stacked against him.

As sales manager for Warrenton Rubber Co., Witt constantly fights foreign competition and seasonal cash-flow fluctuations.

But the company gained a competitive edge recently by winning a \$150,000 government contract, and Witt says the Georgia Procurement Assistance Center (PAC) located at Georgia Tech helped make the victory possible.

"The Center helped us make sure all the different government agencies got the appropriate information, and it has increased our business," Witt said. "It's a great program because it really helps small businesses."

Funded by the Defense Logistics Agency, the Center at Georgia Tech is part of a national network established in 1985 to help small and medium-sized businesses.

The program identifies opportunities in government markets and helps companies wade through government paperwork to meet specifications.

"We help firms solicit bids and locate procurement opportunities with the Department of Defense and military facilities," explained Georgia PAC Director Chuck Catlett.

Thus far, Catlett and his staff have helped 165 small or disadvantaged Georgia firms win contracts worth over \$12 million.

In Georgia, the program has helped firms sell electronic components, automotive parts, pharmaceuticals, and even peanuts.

Best of all, the program is offered as a free service.

When a business seeks help bidding on government contracts, the Center's staff first evaluates that company's ability to supply needed items. The information is then used to match capabilities with government purchasing requirements. In addition, companies receive technical assistance with packaging, quality control and cost accounting.

Though the Center will never prove a threat to multi-billion dollar weapons systems firms, Catlett believes it will increase competition for government contracts, ultimately lowering costs to the U.S. taxpayer.

"Government buying activities are beginning to rely on the Center to locate new qualified sources, as well as to assist current contractors with problem areas," Catlett said.

Recently, the Center set up a new "computerized matching system" that alerts qualified suppliers to government purchasing opportunities advertised in the Commerce Business Daily.

Information generated by the Center is made available throughout the state of Georgia through Tech's 12 field offices.

NOTE TO EDITORS AND WRITERS: Additional participating companies may be located in your circulation territory. Please call the contacts listed on page one of this release.