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Public Law & Finance

GOVERNMENT PROCUREMENT ON THE RISE

The economy continues to sputter and companies are fighting hard to identify new business development opportunities. One area of renewed interest has been in State and Federal government procurement. Previously considered by many companies to be too cumbersome and fraught with red-tape inefficiencies, the recent economic downturn has lead many large and small businesses to develop government procurement strategies.

State and Federal governments are huge consumers of goods and services across all industry segments. From paper products to information technology services, State and Federal government contracts provide a steady and reliable customer base, often with high volume growth potential. The tough part for many companies is getting started and learning how to navigate the procurement process.

The Council of Smaller Enterprises (COSE) recently held a forum entitled “The ABC’s of Government Contracting” which featured speakers from the private sector, as well as government procurement officers, to advise companies on “best practice” strategies for winning government contracts.

TEW helped COSE organize the event and Nick York was one of the featured speakers along with representatives from the Procurement Technical Assistance Center (PTAC) and the Small Business Development Center (SBDC). The sold-out event offered participants a primer on the State and Federal procurement process and ideas to further develop competitive

procurement strategies at the State and Federal level.

The universal message from the presenters was that while doing business with the government can be intimidating and requires an investment of time and resources, the return on that investment can be significant.

The post event feedback was terrific—
“I just attended the COSE seminar: “The ABC’s of Government Contracting” which was a great resource of information packed into a 3.5 hour presentation. There must have been at least 60 or more people looking for ways to expand their client base with government contracts. I’m looking forward to the expanded series COSE is planning on this topic. There’s plenty of government work for everyone if you just learn how to go after it. The COSE seminar was an excellent primer.”--Mark Medere as posted on Linked In.

As a result, we will be working with COSE to develop a more in-depth series of presentations on state and federal procurement this fall. In the meantime, COSE’s MindSpring website at www.cosemindspring.com provides an online information portal on a host of business related matters, including government procurement.

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