STATEWIDE IMPACT FOR ALL NBDC SERVICES

1,858 Jobs created or saved

$221.3 million Increase in sales realized by clients

$496.5 million Total economic impact*

*Total state-wide economic impact includes direct, indirect, and induced impact as calculated using the IMPLAN economic model

WHAT IS PROCUREMENT TECHNICAL ASSISTANCE?
The NBDC Procurement Technical Assistance Center 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.

NBDC Procurement Technical Assistance Center is funded in part through a PTAP cooperative agreement with the Defense Logistics Agency.

WAYNE
Dick Uhing, MBA, CVC, CPP
Gardner Hall,
1111 Main St.
Wayne State College
Wayne, NE 68787
Office: (402) 375-7735
Cell: (402) 690-3514
ruhing@unomaha.edu

KEARNEY
Chuck Beck, BA, CVC, CPP
1917 W. 24th Street, 107N
Kearney, NE 68849
Office: (308) 865-8244
Cell: (402) 690-4986
netbeck@unomaha.edu

LINCOLN
Quentin Forley, BA
285 South 66th Street Place,
Suite 210
Lincoln, NE 68510
Office: (402) 472-1177
Cell: (402) 672-5320
qforley@unomaha.edu

WAYNE
Mary Gruff, B.S., CCAS, EDFP, CVC
UNO, Mammel Hall 200
Omaha NE 68182
Office: (402) 554-6254
mgruff@ unomaha.edu

OMAHA
Taylor Lane, MBA
UNO, Mammel Hall 200
Omaha NE 68182
Office: (402) 554-6263
cell: (532) 721-7405
tylane@ unomaha.edu

NBDC 2017 ECONOMIC IMPACT

In 2017, NBDC PTAC served 939 clients helping them achieve $200.4 million in government contracts

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Visit nbdc.unomaha.edu for client success stories, workshop and event calendar, business services and to subscribe to e-newsletters.

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MEET THE BUYERS EVENTS

- Learn about business opportunities directly from government buyers and prime contractors.
- Meet the procurement experts and learn how they can help you navigate the paperwork and regulations involved in contracting.
- Conferences and workshops are presented throughout the year around the state. Find the next event near you at: nbdc.unomaha.edu/events

Government buyers are looking for your quality products and services.

UNDERSTAND THE PROCESS
NBDC PTAC consultants help you—
- Form accurate and confidential bids
- Understand forms, regulations and specifications
- Locate bidding, partnering and subcontracting opportunities

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

PREPARE TO BID
NBDC PTAC 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

RESEARCH THE MARKET
NBDC PTAC 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

There are $billions in sales for small businesses contracting with government agencies. NBDC can help you take advantage of these lucrative opportunities.

2017 GOVERNMENT CONTRACTOR OF THE YEAR
Headquartered in Kearney, Cash-Wa Distributing (CWD) is one of the top 20 largest Broadline Foodservice Distributers in the nation, serving more than 6,500 customer companies, agencies, and organizations in 11 states.

“Our relationship with NBDC has enhanced our sales to governmental agencies, resulting in significant sales growth in our government customer category.” — Jim Hanson, vice president of multi-unit accounts foodservice

For more information: ptac.unomaha.edu

Take the first steps

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.

NBDC BUSINESS SERVICES INCLUDE:
- Financial projections, planning and loan packaging
- Market research and analysis
- Expert consulting
- Technology commercialization consulting
- Government sales consulting
- Business valuation and transition planning
- Project management and leadership training
- Process improvement and sustainability training
- Organizational development consulting
- Custom training

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

89% 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