

2022 ECONOMIC IMPACT

| | → 2022 | → 5 YEAR |
|---|-----------------|----------------|
|  One-on-one assistance Clients Served | 1,311 | 3,595 |
|  Technical Assistance to Event Participants | 1,638 | 8,256 |
|  Acquire Prime Contracts | \$58.9 M | \$998 M |
|  Acquire Subcontracts | \$54.2 M | \$124 M |
|  One-on-One Advising Hours | 13,474 | 30,485 |

5 Year Statewide Impact

Growing Alabama's Economy

There are 98 Procurement Technical Assistance Centers (PTACs) – with over 300 local offices – which form a nationwide network of dedicated procurement professionals working to help local businesses compete for contract awards. PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both contracting in the public & private sectors and the capabilities of contractors to maximize fast, reliable service with better quality and at lower costs.

→ AL-PTAC.org

Established in 1986, the Alabama PTAC provides expert guidance to companies competing for contract awards, subcontracts, and set-asides.

Service Delivery Summary: Impact in 67 Counties

Over the last five years, the **Alabama PTAC** delivered substantial consulting and training services that have allowed a diverse group of small businesses to compete for and win almost \$1 billion in contracts.

- **Consulting client breakdown: 3,595** clients served
 - > 41% Rural
 - > 40% Women
 - > 29% Veterans and Service-Connected Disabled Veterans
 - > 36% Minorities
 - > 2.4% Hispanic
- **Training event attendee breakdown: 8,256** training attendees
425 training events were conducted:
 - > 40% Women
 - > 27% Veterans and Service-Connected Disabled Veterans
 - > 36% Minorities

This APEX Accelerator (Procurement Technical Assistance Center) is funded in part through a Cooperative Agreement with the Department of Defense. Hosted by The University of Alabama - Office for Research & Economic Development. Data is based on the 2022 calendar year.

Key Services

- > **Procurement Experts:** Companies can meet one-on-one with **certified** procurement experts that provide trusted & current guidance on how to compete for contract awards.
- > **Matchmaker events** allow small business owners to meet key personnel at public agencies (local/state/federal) and corporations (public and private, prime contractors, supplier diversity initiatives.)
- > **Bid-Matching Service:** The state's only no-cost automated bid-matching service, which delivers bid opportunities directly to small business owners.