

## OVERVIEW

### BACKGROUND

During Governor Jennifer M. Granholm's recent State of the State address, she stated, "As part of our economic plan, last year I ordered our departments to buy Michigan first. Today, more than 85 percent of what the State of Michigan buys is sold to us by Michigan businesses." The state wants to increase that percentage to enhance the economy, create jobs for today and tomorrow, and increase savings and efficiency. The State of Michigan has a contract portfolio over \$11 billion.



This money needs to stay here with you, our competitive and capable Michigan businesses. We need your participation to register as a state vendor and then bid on state contracts to make Buy Michigan First successful.

### PURPOSE

Buy Michigan First purpose is to:

- Increase awareness on how to do business with the State of Michigan
- Increase the amount of businesses registering as vendors
- Increase the amount of businesses bidding on state contracts
- Increase awareness of state resources available to small businesses

### TARGET AUDIENCE

- Small businesses
- Minority owned businesses
- Women owned businesses
- Service disabled veteran owned businesses
- Businesses owned by a person or people with disabilities in your area

### STATE RESOURCES

Buy Michigan First also connects you with available state resources that are right in your community, i.e. your local community college, MI-SBTDC, and PTAC. Community Colleges are an outstanding local resource for small businesses. The Michigan Small Business & Technology Development Center (MI-SBTDC) enhances Michigan's economic well-being by providing counseling, training, research, and advocacy for existing small businesses. The Procurement Technical Assistant Centers (PTAC) of Michigan offers marketing, technical consulting, procurement opportunities and training to businesses.

