



STATE OF MICHIGAN

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## **Buy Michigan First presentation connects local businesses with State opportunities**

ADRIAN – Twenty people from Lenawee county learned how to become state vendors at a Buy Michigan First presentation in Adrian. The event generated positive feedback and helped build the potential pool of bidders for state government contracts.

Buy Michigan First, an initiative by Governor Jennifer M. Granholm to increase the number of Michigan-based vendors doing business with the state, has helped guide participants through the vendor registration process and introduced them to the success stories of local businesses that hold current contracts. Sponsors of the presentation included the Michigan Department of Management and Budget (DMB), the Lenawee Chamber of Economic Development and the Procurement Technical Assistance Center of South Central Michigan.

Lisa Webb Sharpe, DMB director, provided an overview of the program, and Seleana Samuel, a DMB buyer, offered participants insight into the bidding process.

"I thought it was very good in explaining the nuts and bolts of the state purchasing process," said Mike McGonegal, sales engineer for Great Lakes Filters, Hillsdale. "It was a wise investment of my company's time and mine."

Webb Sharpe said she hopes the local presentation generates increased bid submissions from the Adrian area. "We can't stress enough how Michigan government is open and accessible to Michigan businesses," Webb Sharpe said. "Many businesses in this region are well-qualified to provide high-quality goods and services to the state."

Janette Lawson, a sales representative from Spectrum Printers in Tecumseh, said the program was informative and user friendly. "I feel a lot more comfortable in bidding for state contracts," she said. "The presentation provided tools to enable success."

Michigan business owners who would like to learn more about bidding for contracts with the state are encouraged to contact their area Procurement Technical Assistance Center. They also may find more information at [www.michigan.gov/BuyMichiganFirst](http://www.michigan.gov/BuyMichiganFirst).

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