Local, state and Federal governments purchase billions of dollars worth of products and services each year to run social service facilities, office buildings, garages, parks and more from brochure printing to boiler repair, paper towels to electrical equipment. Procurement processes are easier to navigate now more than ever. Learn how to increase your revenues, enhance your credentials and build your business capacity.

This seminar was presented by Jennifer Bias, owner and President, Ficek Electric and Communications, who has used government contracts to grow her business. Jennifer has provided additional resources below.

Speaker:
Jennifer Bias - Ficek Electric

Jennifer Bias is the President and Owner of Ficek Electric & Communication Systems, Inc. They are an electrical and low voltage contracting firm that specializes in electrical construction, voice and data low voltage cabling, VoIP telephony and security systems. Jennifer has worked in the business for many years alongside her father (Bill Ficek) who founded the company 42 years ago. After his retirement in 2005, Jennifer purchased the business and became certified as a Female Business Enterprise (FBE) through the State of Illinois Business Enterprise Program and a certified Woman Owned Business (WBE) through the national organization of the Women’s Business Enterprise National Council. Determined to make the business her own, she headed full steam ahead in the local, state and federal government contracting arena. She was awarded the Illinois/Iowa Small Business of the Year at the National Defense Industry Association (NDIA) Small Business Symposium in 2012, the winner of the 2012 Women’s Business Development Council (WBDC) $100,000 technology makeover contest, and was voted into the Hall of Fame in 2014 by the Illinois Small Business Development Center at IL Valley Community College.

The business currently holds (3) Illinois statewide master contracts along with many more federal and local government contracts. She will be sharing her lifetime experience and journey down the government contracting path with facts and tips to help your business succeed along with help in avoiding the pitfalls. A woman owned construction company is very non-traditional and has presented unique challenges but Jennifer has learned not only how to survive in it, but also how to succeed in it.
State of Illinois websites:

To do business with the State of Illinois:
https://www2.illinois.gov/cms/business/Pages/default.aspx

Register in the Illinois Procurement Gateway:
https://ipg.vendorreg.com/

https://cms.diversitycompliance.com/
If you meet the requirements you may apply for:
- Minority Business Enterprise (MBE)
- Persons with Disability Business Enterprise (PBE)
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Veteran Owned Small Business (VOSB)
- Women Business Enterprise (WBE)
- Women/Minority Business Enterprise (WMBE)

State of Illinois procurement website:
https://www.illinois.gov/cpo/PathwayToProcurement/Pages/default.aspx
On this page you will find 4 bulletins:
- BidBuy (General Services)
- IDOT (IL Dept. of Transportation)
- Illinois Higher Education Procurement Bulletin (Universities)
- Capital Development Board Procurement Bulletin (Construction)
**Illinois Procurement Technical Assistance Center (PTAC)**

The PTAC program was established by Congress in 1985 as part of the Department of Defense Authorization Act and has been in Central Illinois for over twenty years. Our Illinois program operates under a cooperative agreement with the Defense Logistics Agency (DLA), a division of the Department of Defense, and is supported by the Illinois Department of Commerce and Economic Opportunity.

PTAC helps solve the puzzle of government and large business contracting from a startup to an established business.

Illinois PTAC, Bradley University  
Turner Center for Entrepreneurship, Foster College of Business  
1501 W. Bradley Ave., Peoria, IL 61625  
Phone: (309) 677-4321 (office)  
[www.bradley.edu/turnercenter](http://www.bradley.edu/turnercenter)

**Federal websites:**

https://www.sam.gov  
*The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. This is where you register to do business with the U.S. government*

https://www.fbo.gov/index  
FedBizOpps - Federal Business Opportunities  
The system is a web-based portal which allows vendors to review Federal Business Opportunities

http://www.fedbid.com/  
**Online Reverse Auction Procurement Platform**  
A full-service online reverse auction marketplace where Buyers save time and money on the goods and services they need and Sellers compete and win on a level playing field.

https://www.fedconnect.net/FedConnect/Default.htm  
Federal Government Acquisition and Grants Portal