The CIRAS Procurement Technical Assistance Center (PTAC) helps guide Iowa businesses through the world of government contracting. Through one-on-one counseling, educational events, and networking, PTAC experts help companies from all industries and skill levels identify, compete for, and win government contracts. The journey begins with us.

**GOVERNMENT CONTRACTING ROAD MAP**

1. **GETTING STARTED**
   - Determine if government contracting is a good fit for your business.

2. **MARKETING TO THE GOVERNMENT**
   - Gain an understanding of target markets and the importance of developing a government marketing plan.

3. **FINDING OPPORTUNITIES**
   - Learn about the different opportunities that exist and how to find them.

4. **BID/PROPOSAL GUIDANCE**
   - Receive guidance on preparing and submitting compliant bids and proposals.

5. **POST-AWARD ASSISTANCE**
   - Targeted counseling to help you successfully perform on awarded government contracts.

6. **ADVANCED CONTRACTING SERVICES**
   - Help taking your government contracting pursuits to the next level by addressing unique situations and opportunities found in the government marketplace.

Follow the road map below to determine where you should begin. Then leverage all of the resources CIRAS can provide to help you find success.

In 2017, CIRAS PTAC worked with 892 Iowa businesses helping them successfully identify, compete for, and win nearly $147 million in government contracts.
As a small business owner—government contracting can be overwhelming with the limited resources we have—CIRAS has provided us with the education, confidence, and support to grow our business through government contracts. CIRAS staff wants your business to be successful; they understand the benefits of the government contracts as well as the frustrations that go with them. The personal attention and experience they provide gives my company the confidence that the paperwork has been completed properly. If not for the CIRAS education and support, we would not have pursued these opportunities.  

— Len Hoogerwerf, Owner, QC Analytical, Le Claire, Iowa

When it came to understanding post-award assistance, specifically prime contracting, CIRAS staff was a key resource in educating our team and providing valuable insight on what we could expect. 

— Joe Meier, Vice President of Operations, Geater Machining & Manufacturing Co., Independence, Iowa