



Providing Greater Opportunities For Your Business

WACommerce Business Assistance Center (WBAC) Program & Services

WBAC program is designed to help keep local dollars local and assist companies who are interested in securing federal, state, local and private contracts / subcontracts and direct buying/sales opportunities.

The Washington Commerce Business Assistance Centers (WBAC) focus is on “**Keeping Local Dollars Local**” and we provide **free** one-on-one consulting to Washington State small businesses on any subject related to contracts, subcontracts and selling your products to the government.

During these tough economic times, building business relationships and economic growth opportunities locally can be challenging. However federal, state, local and private contracts still need to be filled by companies who specialize in specific products and services despite the economy. We recognize that local economies and communities are not stand alone entities immune from state or national trends. Engaging in activities that bring Access and Connectivity is a powerful approach to achieving economic opportunity. We are dedicated to making this Washington’s premier results oriented resource. **Our goal is to help you reach yours.**

WACommerce is unique with subcontracting support features and provides GovCart™ a federally secure and approved system which allows any member the ability to sell their products and services online directly to the government or the public in general, great feature for many vendors.

There are **no fees for receiving advice**, we do ask that you complete a survey to help us improve our services for all small businesses in general.

If you determine that while free advice is helpful, you need additional support to help you with some of the paperwork. Our consultants can support your business with a list a various services that are requested most often at a reduced cost.

WACommerce is powered by GovTide™ technology. Since 2006, over 30,000 businesses and individuals have registered and used the GovTide/GovCart business development platform that now powers the WACommerce.org web site resulting in:

- * Over \$375 million dollars, retained by local communities**
- * creating an estimated 10,743 jobs**

WACommerce.org is funded by nominal participant fees to have access to our unique services.



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WACommerce Procurement Business Assistance Center (WBAC) Program & Services

- We will assist you in identifying the markets for your business.
- We educate small businesses on teaming and partnership opportunities to increase the chance of securing prime contracts and subcontracts.
- We can assist you in finding opportunities to do business with Federal, State, Local Government Agencies and the Private Sector.
- We can assist you with necessary Government registrations and paperwork.
- We hold monthly orientations, seminars and workshops on Government Procurement subjects such as Internet Procurement Opportunities, Subcontracting, How to Respond to a Bid, and Local Procurement Opportunities.
- We can assist you with creating subcontracting opportunities in our system and searching for skilled employees for your business.
- We can provide information about how to obtain Government designations such as Historically Underutilized Business Zone (HUBZone) certification, Women or Minority owned certification, or Small Disadvantaged Business (SDB) certification. These certifications can increase a company's chances to win certain Government bids.
- Many vendors do not sell products directly to the government or other businesses, through GovCart a federally approved eCommerce program you can sell directly to the government as well as the general public. We assist you with finding potential opportunities.
- We work closely with vendors and help develop GovCart business opportunities.
- We help educate you on the bidding process and can assist clients with questions they may have during the bid process to include help reviewing documentation.
- We provide clients with access to the targeted bid opportunities and targeted bids delivered to your email account.
- We have teamed with local experts who can assist with targeted local marketing for your business on the Internet through TyBit, Google, Msn, Yahoo and other search engines.
- We team with local experts to help you market your business locally and nationally.
- We have partnered with a unique website company to provide small businesses with economical website solutions for small businesses.
- We provide a quarterly newsletter to help keep you up to date on local procurement news.