

FIND. HIRE. BID. WIN.

Michigan's defense economy is a multi-billion dollar industry, supporting over 100,000 jobs. In 2016, thousands of federal contracts were awarded to hundreds of Michigan businesses. Improve your chances of winning a federal contract with the Proposal Writing Services grant program!

The Michigan Defense Center (MDC), an operation of the Michigan Economic Development Corporation (MEDC), is now offering the Proposal Writing Services grant program to assist Michigan companies in writing a winning bid response to a Department of Defense (DoD), Department

of Homeland Security (DHS) contract opportunity, or GSA Schedule contract.

Grant funds are leveraged to subsidize the cost of proposal writing services contracted through one of the MEDC pre-qualified bid-writing firms. Based on the information provided by the applicant, MDC will determine the amount of funding offered, not to exceed 50 percent or \$10,000 (see matrix).

Interested companies should contact the Michigan Defense Center to apply for Bid Writing Assistance.



Apply for grant funding and explore pre-qualified proposal writing vendors at www.bidtarget.org



Make more informed
business decisions



Save time and
money in pursuit of
federal bids



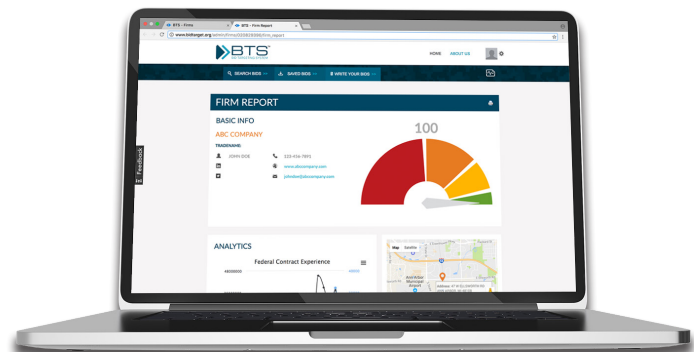
Leverage business
intelligence to
prioritize opportunities

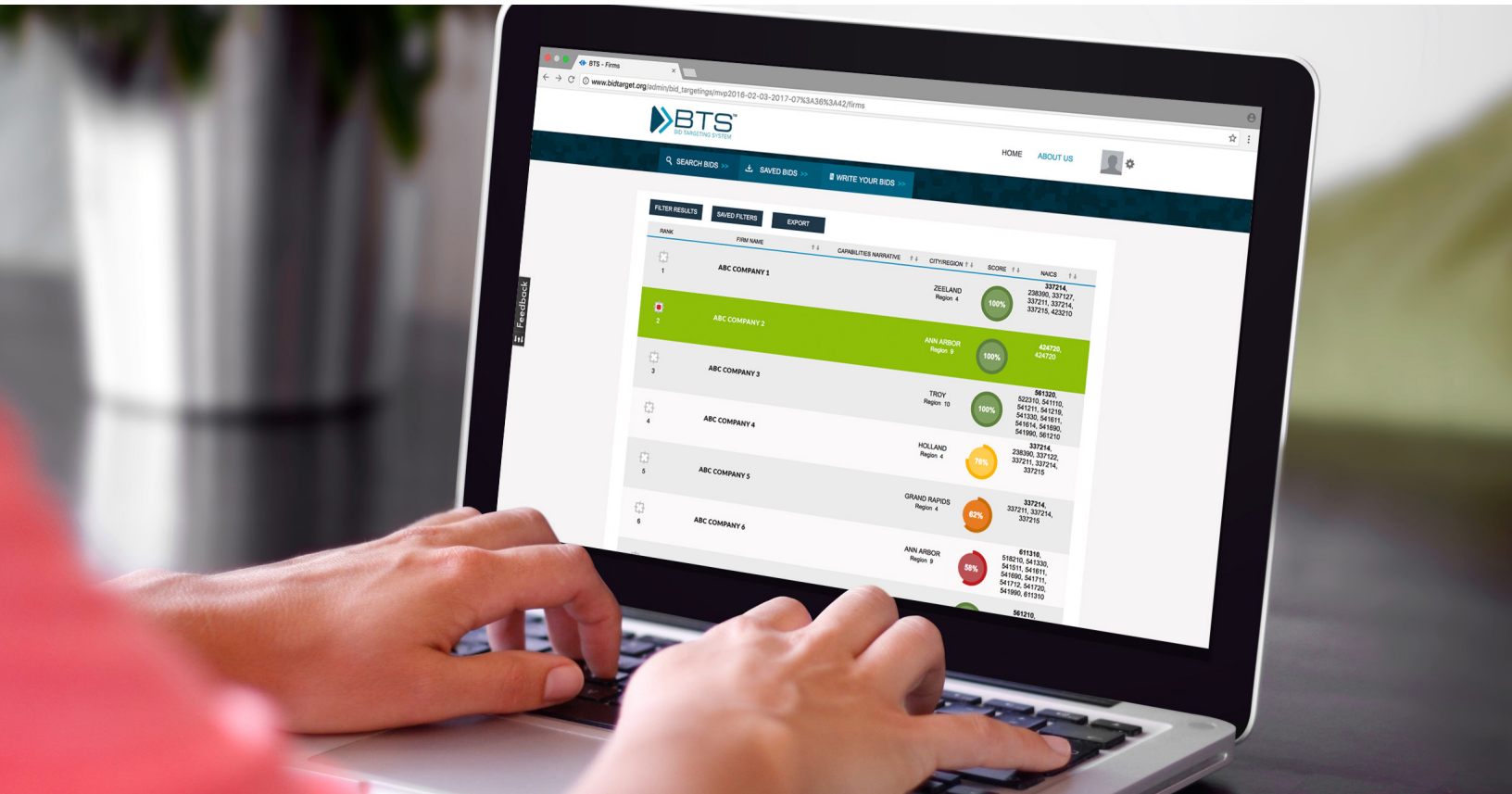


Uncover strategies to
win more contracts

For questions on how to apply, please contact:

Mark Ignash
Program Manager - Defense Operations
Michigan Economic Development Corp. (MEDC)
(517) 241-8596
defensecenter@michigan.org





TO BEGIN THE GRANT PROCESS

- 1 Applicants can coordinate with MDC prior to hiring a proposal writing firm.
- 2 Complete the online grant application by selecting one of your saved bid opportunities at [bidtarget.org](http://www.bidtarget.org).
- 3 To confirm eligibility of funds for the project, MDC will respond within 48 hours.
- 4 If approved, contract with one of MDC's pre-qualified proposal writing providers. List of current providers and fact sheets available at www.bidtarget.org.
- 5 Submit payment to vendor and MDC will release appropriated grant funds directly to vendor.
- 6 Request and receive DoD or DHS debrief indicating either win or loss of contract award.
- 7 Notify MDC of final outcome.

BTS BID SCORE

		50-75	76-89	90+
BTS FIRM SCORE	<50	UP TO \$1,500	UP TO \$2,000	UP TO \$2,500
	51-75	UP TO \$2,000	UP TO \$3,500	UP TO \$5,000
	>75	UP TO \$2,500	UP TO \$5,000	UP TO \$10,000