

## **Service-Disabled Veteran Owned Businesses Win Millions in Michigan Government Contracts**

You served your country with pride, honor, and distinction. The nation is grateful for your sacrifices, and so is the State of Michigan.

That's why Governor Jennifer M. Granholm and Michigan legislators adopted legislation encouraging businesses owners who are service-disabled veterans to bid on state contracts – and extending a 10 percent pricing preference.

Fiscal Year 2007 was the best year ever for businesses owned by service-disabled veterans. These companies received nearly \$2.5 million in contract awards. Here are some of their success stories:

- A service-disabled veteran's business won a million-dollar contract to provide security guard services for the state.
- Four businesses owned by service-disabled veterans each received contracts totaling at least \$150,000. These businesses are providing medical goods, supplying highway signposts, and operating a call center.
- One service-disabled veteran's business won 11 contracts. Altogether, 22 contracts were awarded to eight different businesses owned by service-disabled veterans, and all of these businesses are in Michigan.

Contract awards and payments are poised to grow even more in Fiscal Year 2008.

Service-disabled veterans are building their businesses by supplying goods and services to the state. These companies are renovating armories, offering counseling services, and providing packaging products.

The state's portfolio of 1,200 contracts valued at more than \$19 billion offers a wealth of opportunity for all Michigan business owners. Your business may provide the state with a single item worth a few hundred dollars or may fulfill a multiyear contract valued at hundreds of millions of dollars. A range of opportunities are available.

To learn how your company can compete for Michigan contracts:

- visit [www.michigan.gov/buymichiganfirst](http://www.michigan.gov/buymichiganfirst).
- click on "Vendor Information" to register as a vendor, research existing contracts, and review and respond to invitations to bid.
- follow the "Veterans" link for additional pointers.

For more information about contracting opportunities for service-disabled veterans, contact Doug Spade at (517) 335-7819 or [spaded1@michigan.gov](mailto:spaded1@michigan.gov) or Mike Clement at (517) 335-6219 or [clementm@michigan.gov](mailto:clementm@michigan.gov).