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Ohio University procurement center partners with NASA to stimulate economic growth in four-state region

ATHENS, OH (May 23, 2018) – Businesses in four states can shoot for the stars this summer as NASA teams with regional Procurement Technical Assistance Centers for a two-day conference to help businesses sell to NASA and other government buyers.

The first-ever, one-time event—“Reaching High – Aerospace Business Matchmaker,” scheduled for July 17-18 at Ohio University in Athens, Ohio—is a partnership among the Procurement Technical Assistance Center at Ohio University’s Voinovich School of Leadership and Public Affairs, NASA, and other PTACs in Ohio, West Virginia, Pennsylvania and Kentucky.

The first day will be primarily educational, as participants hear from NASA officials about the goods and services the agency needs and how businesses can qualify as vendors. On the following day, businesses can meet one-on-one with representatives from NASA, as well as other agencies from all levels of government and NASA prime contractors, for millions of dollars’ worth of contracting opportunities in aerospace industry services. In fiscal year 2017, NASA spent nearly \$16.5 billion on contracting, \$2.7 billion of this with small businesses.

The conference aims to stimulate regional economic growth by making these connections possible, said Sharon Hopkins, the director of Ohio University’s PTAC and the lead organizer for the upcoming event.

“As businesses attain new contracts, whether with other businesses or the government, they increase their bottom line,” Hopkins said. “With new sources of revenue, businesses are able to hire new employees, provide raises, provide health insurance and so on. Consequently, a conference that connects regional businesses with new opportunities for contracting should be very beneficial to the area.”

The conference will also help representatives of Historically Black Colleges and Universities and Minority Serving Institutions to connect with agencies and businesses who may have an interest in their research. Specifically, HBCU and MSI representatives can make contacts with businesses that could result in Small Business Technology Transfer awards from NASA and other government agencies, which seek to connect colleges and universities with businesses to produce new innovations.

Hopkins hopes attendees, whether from universities or businesses, will be able to walk away having made new and fruitful connections.



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“I’m looking forward to experiencing the event and watching our businesses learn and grow and hopefully make great connections and synergies,” she said.

To learn more about the event or to register, visit <http://aerospacematchmaker.com>. For further information, visit the OU PTAC website at ohio.edu/ptac or contact the center at ptac@ohio.edu.

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About the Voinovich School

The Ohio University Voinovich School of Leadership and Public Affairs is a catalyst for regional, state and national collective impact in entrepreneurship, energy and the environment, and public and social policy areas. Students engage in a combination of hands-on opportunities and networking to bring their ideas to life. The School’s blend of real world problem solving and key government, nonprofit and industry partnerships combined with student education provides unique learning opportunities. For additional information, visit www.ohio.edu/voinovichschool

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