

Dear House Appropriations Committee:

As a business that has received direct advising from the North Dakota Procurement Technical Assistance Center (ND PTAC), we urge you to increase the state's funding support of the ND PTAC. This program provides invaluable, no-cost business procurement assistance to North Dakota businesses and has been influential in helping expand our market sectors.

Razor Consulting Solution, Inc. (Razor) is a perfect example of why the ND PTAC is so important to the sustained success of North Dakota businesses. We realized the opportunities but needed someone to guide us through the complexities of doing business with the federal government. Over the past four years, Razor has gone from being new to the Federal marketplace to direct contract awards of over \$25 million, with a significant portion of these revenues coming from agencies located outside of North Dakota. These dollars would not be coming into the state if it were not for the help of ND PTAC.

The PTAC has assisted us with finding opportunities, marketing to agencies, and most importantly, helping us understand and navigate a wide range of complex rules and regulations. We are extremely thankful for the assistance we have received from the ND PTAC and would not be having our current success without their help.

Currently, the ND PTAC funding is provided by the Department of Defense's Defense Logistics Agency on a 60/40 basis with the 40% state match being funded by the ND Department of Commerce through the momentum/discretionary budget line. Please support business owners around our great state by proposing increased funding for the ND PTAC. Now more than ever our businesses and the economy of North Dakota need programs like the ND PTAC that provide no-cost advising for our businesses as we try to survive during the pandemic. Financial support for this program results in a healthier and more resilient business sector, creates meaningful jobs and thriving communities, and supports the overall North Dakota economy.

Sincerely,

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