

## Tiger Controls Wins First Time Government Bid for Over \$24K!



Neeta Singh will tell you that one of the best things to happen to her is finding out about the NC Procurement Technical Assistance Center (PTAC). Neeta is owner of Tiger Controls, a small business specializing in product development, equipment service, custom cable and machine design for facilities automation and maintenance. In addition, the company is a wholesale distributor of electronic, electrical and industrial components, to include ESD Bench and equipment sales and installation. "We work closely with our customers to meet their day to day needs."

Neeta's business partner, Jack Craven, and their team of employees focus on 'customer satisfaction' and turnkey support. "I've been fortunate in that we have been able to build a wonderful customer base of small and large firms. We belong to the Carolinas Minority Suppliers Development Councils (CMSDC) and that membership has given us the opportunity to come in contact with many of the fortune 500 companies we now do business with." Neeta would tell you that she really had not considered 'government contracts' until she met a Procurement Counselor with the NC Procurement Technical Assistance Center (PTAC) during a CMSDC event. "From our first meeting, the relationship has been nothing but rewarding" says Neeta. "What we appreciated most was the time the counselor spent with us discussing government procurement, because, let's face it, there is so much information involved in doing business with the federal government."

Neeta's counselor recommended that she start with local and state government bids because the process was less complicated and involved less paperwork. "My counselor walked me through the IPS system where we found at least 4 requirements that my company could bid on. We selected one and my counselor reviewed it with me, pointing out particular aspects of the solicitation where I needed to focus." After submitting the bid, imagine Neeta's surprise when her company was awarded a contract for approximately \$25,000! "Since then, we've won three other contracts and we are still submitting bids.

I am currently working on my 8a application and feel confident that Tiger Controls will be doing business with the federal government in the near future because of the support we are receiving from the NC Procurement Technical Assistance Center. Our goal of \$5 million in sales seems well within reach in 2006 thanks to the support of organizations like CMSDC, the NC PTAC and the SBTDC." Go to [www.tigercontrols.com](http://www.tigercontrols.com) for information about Tiger Controls.

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· [Contact a PTAC counselor](#) ·