

New Internet Service Offers Small Business Information on Contracting with Government and Large Corporations

Bates-Group.Com Technology Set to link Small Business with Government and Industry

BUFFALO, NY – June 9 (SEND2PRESS NEWSWIRE) – Bates Development Group Inc. (www.bates-group.com/benefits.htm), a start-up procurement and contracting research firm has introduced an internet-based service for small and medium sized companies interested in doing business with government and large corporations, Bates-Group.Com.

This innovative service uses a combination of an online Request for Proposal database, business bulletin boards, and a supplier directory to provide small businesses with a more efficient and cost-effective way to access information about business-to-business and business-to-government contracting opportunities. The site has a collection of resources regarding procurement, proposal writing, business development, and vendor registration.

“Helping small business establish key contacts, understand government paperwork requirements, and generate new business through contract opportunities is our first priority,” says the company owner, James Bates, an experienced author and researcher on business development, and a Federal government employee with over 15 years of experience in contract administration.

“The private sector outsources over \$250 billion annually. Federal and State government contract out about \$500 billion. We want to assist small and medium sized businesses to identify these opportunities and understand the factors needed to win contracts. Our site addresses these issues and makes it easier for small companies to participate in the multi-billion dollar business-to-business and business-to-government marketplace.”

Bates-Group.Com fee-based subscription service “Procurementlink” will help small businesses register as government and corporate contractors, track Request for Proposals that match their profile, and support member efforts to create winning edge proposals.

The second service “MarketConnections” allows large corporations looking for small business and vendors to search Bates-Group.Com’s small business database. Once a corporation finds a match, they will contact the identified company directly. Small business owners may register their business in the online directory at no cost.

Bates Development Group Inc. is a start-up business services firm in Buffalo, New York. For more information on Bates Development Group Inc. or the services they offer, visit www.bates-group.com/benefits.htm.

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