

Policy on Manufacturing Representatives/Marketing Consultants and CT PTAC

It is the policy of the Connecticut Procurement Technical Assistance Center (CT PTAC) that manufacturer's representatives, as defined below, are not to be serviced through the Connecticut PTA Center.

A manufacturer's representative is defined as an individual or company that secures market opportunities (actual solicitations, leads, etc.) for its clients, and receives a commission or otherwise a bonus or percentage of the sale as remuneration for market opportunities and/or for contracts awarded. A manufacturer's representative does not pursue the market opportunities in his/her or his/her company's own name, and does not take the government contract won in his/her or his/her company's own name.

This is in contrast to a distributor who may market a number of different services/product lines but who does not pursue such market opportunities for any company but his/her own, does not receive remuneration for the opportunities or the contract award from a company other than his/her own, and who does use his/her or his/her company's own name when accepting a contract award.

In the above context, a government marketing consultant, who acts as a manufacturer's representative as cited above, should also not be serviced through the CT PTAC.

Above policy is based on the premise that it is inappropriate to allow for "re-selling" of services funded by public monies.