



## *SouthEastern Connecticut Enterprise Region*

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#### ***seCTer Announces New Leadership For Procurement Program***

**New London:** The board of directors of the SouthEastern CT Enterprise Region (seCTer) announced today that Ms. Lisa Wood has been named the new Director of the Procurement Technical Assistance Program (CT-PTAP), a statewide program managed by seCTer. Ms. Wood fills the position recently opened by the retirement of Brien Robertson, former program director. She previously was the statewide Director of the Procurement Technical Assistance Centers (PTAC) for the Ohio Department of Development with five regional offices throughout the state. CT-PTAP provides marketing and technical assistance to Connecticut businesses selling, or interested in selling, their products and/or services to federal, state and local government agencies. The agency has field offices in Torrington, Bridgeport and Hartford as well as its main office in New London. Services include customized client bid matching, individual counseling, seminars, bid/proposal preparation, assistance with Central Contractor Registration (CCR) and specialized marketing assessments.

Ms. Wood holds a BS in Business Administration and Management from Robert Morris University in Pittsburgh and is currently pursuing her Masters in Organizational Leadership. Before joining the Ohio Department of Development, she managed government contracts for the Northwest Commission of Pennsylvania and was a contracting officer for Bechtel Plant Machinery, Inc. In these roles, Wood performed contract administration and negotiation duties. She also recommended bidders, handled issue inquiries, negotiated bids, performed cost and price analysis, and prepared comprehensive letters to justify recommended contract actions. Ms. Wood is a firm believer in the growth potential of Connecticut and is committed to helping businesses take advantage of government contracts. seCTer Interim Executive Director James Butler calls Ms. Wood “a perfect fit for the Connecticut PTAP program.” He added “Brien Robertson and the seCTer PTAP staff have made the CT PTAP an award-winning program, and Lisa Wood has the experience and know-how to continue that tradition.”

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