



Helping business do business with government

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[www.virginiaptap.org](http://www.virginiaptap.org)

Twitter: @VirginiaPTAP

Facebook: Virginia PTAP

[www.aptac-us.org](http://www.aptac-us.org) National Association of Procurement Technical Assistance Centers



- PTAP = Procurement Technical Assistance Program
  - Established by DOD / DLA, 1985
  - Mission: “improve & retain stable industrial supply base” by ensuring viability and preparedness of US businesses to win & perform government contracts
    - Dept of Defense
    - Federal Civilian
    - State & Local & other public sector entities
  - 98 PTACs in the US, Guam, PR, with 300 local offices
    - Over 41,350 businesses trained and counseled.
    - Over 87,000 government contracts won.
    - 95% small businesses.

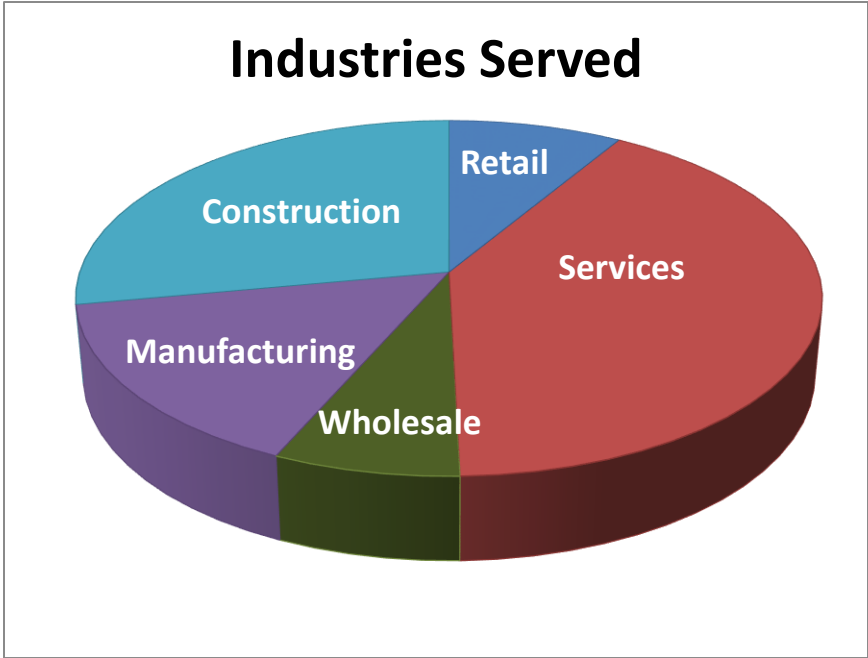
# Virginia PTAP

- 51% of all jurisdictions (cities & counties)
- 80% of Virginia's labor force
- 45% Distressed areas



# FY16/17 Activities & Results

Counseling and Training Activity	
Number of Clients Counseled	1,363
Small Business	1,292
Large Business	71
Total Contact Hours	2,347
Sponsored / Hosted Events	252



Federal Contract Awards by Virginia PTAP <b>SMALL Businesses</b>	
# of Prime Awards	5,646
Value of Prime Awards	\$932 Million

# Pta

- **Training**
  - Basics + Accounting, Compliance
- **Counseling**
  - Certification Applications HUBzone, WOSB, VOSE
  - Opportunity Identification
  - Bid / Proposals Review
  - Post-award contract performance
- **Market Research**
  - Expert assistance in finding opportunities
  - BidMatchService subscription



# Issues

networking events and  
workshops (with permission) to  
meet with businesses, gov't agencies

## Events &

workshops, affordable  
workshops, try days  
workshops

# Services for Government Agencies & Large Primes

- **Small Business Liaison & OSDBU support**
  - Finding qualified businesses (market research support)
  - Training and counseling for business development, SBLO staff
  - Business assistance resource
  - Certified counseling (Dept of Veterans Affairs)
- **Event Host / Co-Sponsor**
  - Fairfax, Prince William, Arlington GMU Campuses + Regional Offices for matchmaking, industry day events
    - FY2016 events: DLA, State, USAID, USACE/NGA
    - FY2017 events: DLA, State, USAID, FDIC/Treasury, DOD & DHS-SBIR
  - Partner with other service providers, economic development, and regional organizations to leverage common experts, facilities, resources
  - Subject Matter Experts: speakers, panelists, networking hosts
    - Chambers of Commerce, Economic Development, Government Procurement Conference, Tidewater Tech Expo, NDAA, NCMA, ACT/IAC, HUBZone, AFCEA, TGIC...
- **Outreach**
  - Assist in marketing government events
  - Sponsor / Participant at conferences

***PTAP helps agencies  
& Primes meet small  
business goals!***

# MENTOR-PROTÉGÉ PROGRAM

*at the Mason Enterprise Center*  
**GEORGE MASON UNIVERSITY**

*“A third party developmental assistance provider to  
the DoD Pilot Mentor-Protégé Program”*



**Where Innovation Is Tradition**

# Mason MPP – Experienced Partner

- We serve as the 3<sup>rd</sup> party developmental assistance provider to major prime contractors (mentors) in support of their small disadvantaged business firms (protégés)
- Service provider since 1994
- Perform 100 to 150 different types of tasks per year
- Recognition
  - Supported 34 Nunn-Perry Award Winners
  - DOD Special Recognition for Support of Nunn-Perry Recipients





# Types of Developmental Assistance

- Engineering and Technical matters:
  - Capability or service enhancement or development
- General Business Management
  - CMMI Certification, ISO Certification, Financial System Training, PMP Certification, MS Office Suite Training
- Any other approved developmental assistance
  - Leadership Training, Business Development, Capture Mgmt. Training, Proposal Mgmt. Training

**\*\*The above are examples and by no means all-inclusive\*\***

# Mason Mentor-Protégé Program

- Why use Mason?
  - Access to Mason's professional business network
  - In-depth knowledge of DoD and Industry
  - SBDC and PTAP offices
  - Ability to subcontract
  - Cost savings to your Mentor-Protégé Program

# Successful Agreements

- Communication! Communication! Communication!
- Developmental Assistance Plan
  - An assessment of the protégé's needs that should be able to align with the protégé's strategic vision
- Corporate Advocate

# Potential Program Benefits

- Mentor
  - Develop long term business relationship with SDBs
  - Develop SDB subcontracting base
  - Set-aside teaming opportunities (subcontractor) with protégé
  - Direct cost reimbursement or SDB credit
- Protégé
  - Relevant technical assistance
  - Teaming opportunities (prime and sub) with Mentor
  - Networking opportunities

# How is Program Success Measured

- DoD OSBP MPP Metrics
  - Contract and subcontract awards and revenue
  - Subcontracts awarded to Protégé (from Mentor)
  - Increased employment levels of protégé

# Mason Mentor-Protégé Program

## How to Contact Us

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Mason Enterprise Center