



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Collaborating with Procurement Technical Assistance Centers

April 4, 2017



# Agenda

- DoD Procurement Technical Assistance Program

Ms. Sherry Savage, Defense Logistics Agency

- Localized Assistance from Nationwide Program

Mr. Joe Beaulieu, Georgia Tech Procurement Assistance Center

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

- Specialized Service by American Indian PTACs

Mr. George Williams, UIDA ( [ptac.ncaied.org](http://ptac.ncaied.org) )



# Procurement Technical Assistance Program (PTAP)

- Established by the DoD Authorization Act for Fiscal Year 1985 to expand the number of businesses capable of participating in government contracts
- DLA awarded cost sharing cooperative agreements with states, local governments, nonprofit organizations and other eligible program participants





# How DLA Measures PTAC Success

- New Clients \*
- Active Clients
- Counseling Time \*
- Participated Events \*
- Client's Govt Contract Awards
- Subcontract Awards
- Client Survey Score

\* Negotiated Goal

PROCUREMENT TECHNICAL ASSISTANCE CENTER COOPERATIVE AGREEMENT PERFORMANCE REPORT		Prescribed by: Procurement Technical Assistance Program Sponsor: DLA's Small Business (DB)	Form Approved OMB No. 0704-0320 Expires Oct 31, 2018
<small>The public reporting burden for this collection of information is estimated to average 7 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Department of Defense, Washington Headquarters Services, Executive Service Directorate, Information Management Division, 4800 Mark Center Drive, East Tower, Suite 02G09, Alexandria, VA 22304-3100 (0704-0320). Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to any penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.</small>			
1. Cooperative Agreement Number	2. Recipient's Name and Address	3. Unique Entity Identifier	5. Cooperative Agreement Period of Performance Starts: Ends:
		4. Report Type (Select)	6. Reporting Period End Date
7. New Clients (cumulative)			
7.a. Number of small business concerns in block 7			
7.b. Number of distressed area concerns in block 7			
7.c. Number of covered small businesses in block 7			
8. Active Clients			
8.a. Number of small business concerns in block 8			
8.b. Number of distressed area concerns in block 8			
8.c. Number of covered small businesses in block 8			
9. Counseling Time (cumulative)			
9.a. Counseling time with small business concerns in block 9			
9.b. Counseling time with distressed area concerns in block 9			
9.c. Counseling time with covered small businesses in block 9			
10. Participated Events (cumulative)			
11. Discuss progress made towards the achievement of performance goals including successes and/or difficulties experienced. If applicable, discuss action you have taken, or contemplate taking, to resolve problems.			
12. Discuss any development that has a significant impact, positive or negative, on the PTAC including problems, delays, or adverse conditions which will impair your ability to meet any of the cooperative agreement's requirements.			
13. Discuss any noteworthy client success stories facilitated by the PTAC's assistance and/or other significant programmatic accomplishments. Share any notable lessons learned and discuss promising practices that have improved program outcomes.			
14. Contract Awards by Federal Agencies (cumulative)			
14.a. Number of prime contract awards received by active clients that were awarded by Federal agencies			
14.b. Dollar value of awards in block 14.a.			
14.c. Number of awards received by active clients that are small business concerns in block 14.a.			
14.d. Dollar value of awards in block 14.c.			
14.e. Number of awards received by active clients that are covered small businesses in block 14.a.			
14.f. Dollar value of awards in block 14.e.			
15. Contract Awards by State and Local Governments (cumulative)			
15.a. Number of prime contract awards received by active clients that were awarded by State and local governments			
15.b. Dollar value of awards in block 15.a.			
15.c. Number of awards received by active clients that are small business concerns in block 15.a.			
15.d. Dollar value of awards in block 15.c.			
16. Subcontract Awards (cumulative)			
16.a. Number of subcontract awards received by active clients			
16.b. Dollar value of awards in block 16.a.			
16.c. Number of awards received by active clients that are small business concerns in block 16.a.			
16.d. Dollar value of awards in block 16.c.			
17. Number of survey respondents			
18. Results: survey question #1			
19. Results: survey question #2			
20. Results: survey question #3			
21. CERTIFICATION: By submitting this report, I certify that it is true, complete, and accurate to the best of my knowledge.			
21.a. Name and Title of Authorized Certifying Official	21.b. Telephone Number	21.c. Email Address	
21.d. Date Report Submitted (mm/dd/yyyy)	21.e. Signature		

DLA FORM 1806, JUN 2015

PDF (DLA)



# PTACs Bridge the Gap

- The government has a need, the business has a service or product, and the local PTAC exists in the middle to bring everyone together
- PTACs are the bridge between buyer and supplier





# Support for Contractors

- Training related to contracts with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Understanding procedures, requirements, rules, statutes, clauses and regulations
- Registrations: SAM, DSBS, DIBBS, etc.
- Preparing and submitting bids & proposals
- Facilitate introductions



# Partner for Agencies

- Increase small business participation
- Knowledge of local small business communities and their capabilities for effective market research
- Collaborate with DoD components for outreach to the small business community
- Team for specific assistance, e.g., training related to the DLA Internet Bid Board System (DIBBS) and VOSB/SDVOSB verification training for the Department of Veterans Affairs



# Prohibited Activities

- Profit
- Represent a specific business
- Assist businesses with claims against the Government
- Assist businesses in pursuit of grants or cooperative agreements
- Perform any task that does not contribute to their mission to assist U.S. Businesses in obtaining or performing on government contracts.

# PTACs Assist in Determining Suitability for Govt Contracting

- Not all small businesses should do business with Federal Govt! PTAC can help determine suitability & support other options
- “Active” PTAC clients should have at least 1-3 years of successful operation, but “start-ups” can be assessed & supported
- PTAC counselors train vendors & assist with necessary paperwork to receive services
- PTAC notifies clients of potential opportunities
- Support clients as they identify, compete for, win, and perform govt contracts

- Continued SAM activation & updated profiles
- Dynamic Small Business Search (DSBS) updates
- Invoicing, Receipt, Acceptance & Property Transfer (iRAPT) and WAWF support
- Quality Assurance/Safety plans
- NSN and drawings research
- MIL-specs and DoD-adopted specs & standards

# PTACs Work Directly with Acquisition & Contracting Staff

- PTAC presentation to government buying offices
  - Education, referral opportunities, relationship building
- Business outreach events, Industry Days, workshops, etc.
  - Sponsored by PTAC or resource partners
  - “How to” maximize effectiveness
- Small Business Matchmakers
  - Agencies & primes looking for subs
  - Matching by NAICS, PSC/FSC, etc.
- PTAC supports prep & distribution of SB collateral and informational resources

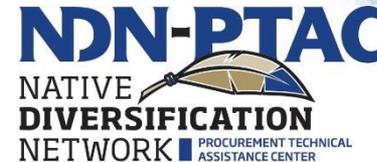
# GTPAC Training Available

- Introductory type classes (such as SAM, DSBS, DIBBS, FAR, DFARS, CFR, USC, socio-econ preference programs, etc.)
- Selling to the military
- Construction contracting
- Understanding iRAPT, WAWF, UID, Barcoding, and RFID
- Using your computer to win govt contracts
- Preparing bids & proposals
- Accounting procedures
- Subcontracting & Teaming
- WOSB Program
- Veteran owned business verification & certification
- Understanding GSA schedules
- Marketing to state & local government
- Small Business certification programs
- Understanding impacts of Privacy & Cybersecurity Laws
- Customization upon request

- **CATMEDIA** – GTPAC client since 2005, WOSB, 8(a) graduated, \$22 million last year, 20 govt contracts, ranked 98th on 2016 Inc. Top 500 list, Catherine Downey SBA's 2016 SB Person of the Year in Georgia
- **MIL-SPEC Packaging** – GTPAC client since 1998, WOSB, \$1.9 million last year, 12 govt contracts
- **SCG Business Services** – GTPAC client since 2016, WOSB, SDVOSB, \$454K past 6 months, 7 VA contracts
- **Contracting Academy at Georgia Tech** – Spin-off from GTPAC, DAU and FAI equivalency providers, training curriculum for the contracting workforce govt-wide
  - [www.contractingacademy.gatech.edu](http://www.contractingacademy.gatech.edu)
  - Newsfeed

# American Indian PTACs

- 6 American Indian PTACs
- Servicing 12 Bureau of Indian Affairs Regions (Minimum of 1 ½ Regions Each)
- 567 Tribal Entities per Federal Register published January 17, 2017





# American Indian PTACs

## Assist with Contract Performance

- Specific requirements for Native Enterprises seeking federal certification – 8(a) / HUBZone
- Assistance for firms seeking to do business with tribes and on tribal land.
- Assistance in Understanding the DoD Indian Incentive Program Requirements
- BIA and IHS Buy Indian Act Requirements



# American Indian PTACs Provide Training

- DIBBS/ASSIST/cFolders
- Mentor Protégé Programs
- Joint Venture applications
- GSA Schedules / Contract Negotiations
- Proposal Development
- Researching past contract history/searching opportunities



# **American Indian PTACs Work Directly with Acquisition and Contracting Staff**

- The American Indian PTACs worked with the DoD OSBP to create a value proposition for the DoD 5% Indian Incentive Program (IIP)
- Government outreach events, Industry Days, workshops
  - Partnerships with DoD, I.H.S., DOT, DOI, SBA
- Small Business Matchmakers with State PTACs and Large Primes



# BBP 3.0: Promote Effective Competition

House Armed Services Committee –

*“The committee recognizes the importance of PTAP, a nationwide network of community-based procurement professionals that provides critical assistance to small businesses seeking to participate in Department of Defense and other federal agency procurement contracts. The PTAP helps generate new procurement suppliers for the Department, resulting in a stronger industrial base, greater competition, and higher-quality goods at lower cost for the taxpayer.”*



# Recent Congressional Support

Representatives Rick Larsen, Rob Bishop, and Adam Smith -

*“PTACs provide a valuable service to these businesses and a tremendous return on investment to taxpayers.”*

Senator Gary Peters -

*“I thank DLA for continuing to support the Procurement Technical Assistance Program as it works to protect our national security and strengthen our communities.”*



# Contact Us

- Find your local PTAC at –  
[www.dla.mil/SmallBusiness/Pages/ptac.aspx](http://www.dla.mil/SmallBusiness/Pages/ptac.aspx)  
703-767-0192; PTAP@dla.mil
- The National Center American Indian PTAC  
[www.ptac.ncaied.org](http://www.ptac.ncaied.org)  
770-494-0431; ptac@ncaied.org
- Georgia Tech Procurement Assistance Center  
[www.gtpac.org](http://www.gtpac.org)  
770-718-3981; gtpacatl@innovate.gatech.edu



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

