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)

• Specialized Service by American Indian PTACs
  Mr. George Williams, UIDA (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
98 PTACs: National Coverage

Procurement Technical Assistance Center Primary Locations

- State-wide
- Regional
- American Indian Regions
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
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
PTACs Assist with Contract Performance

- 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
GTPAC Success Stories

- **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
  703-767-0192; PTAP@dla.mil

• The National Center American Indian PTAC
  www.ptac.ncaied.org
  770-494-0431; ptac@ncaied.org

• Georgia Tech Procurement Assistance Center
  www.gtpac.org
  770-718-3981; gtpacatl@innovate.gatech.edu