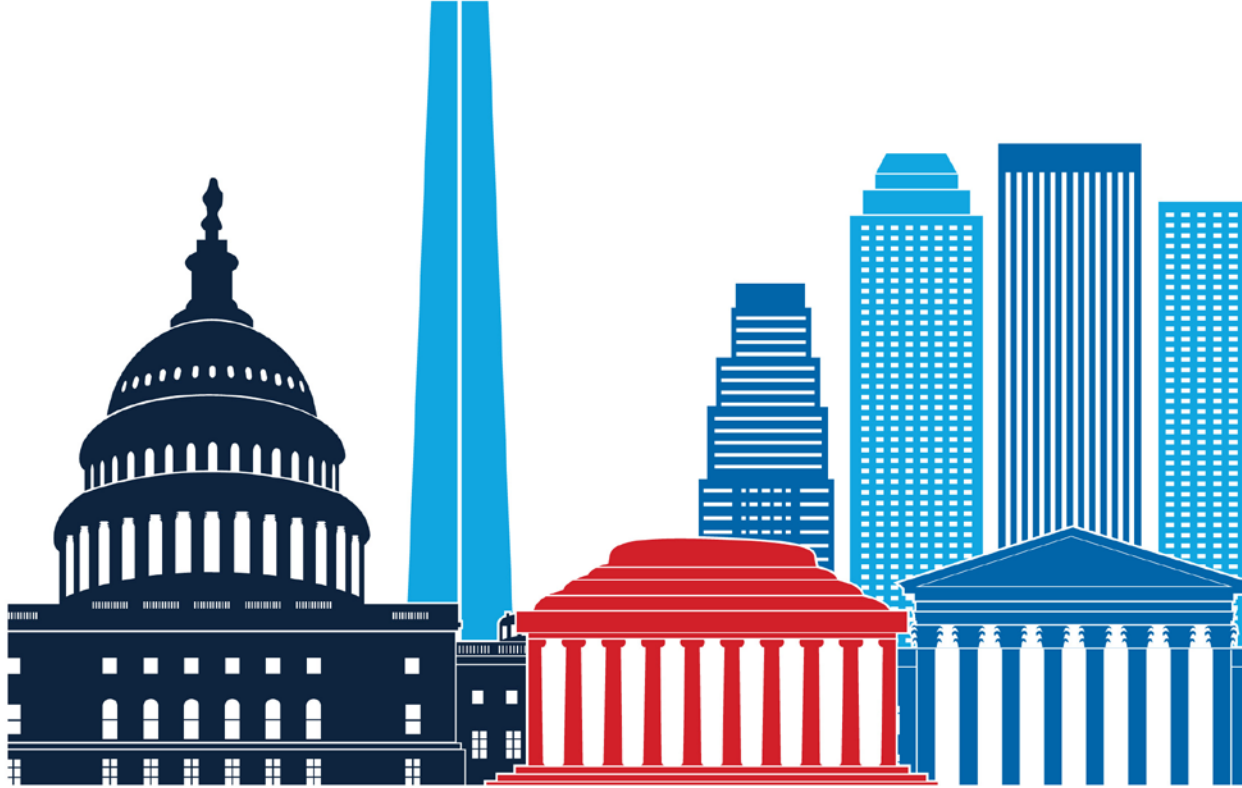




J. Milton Goodman
Program Manager
DC PTAC





WHO WE ARE

WHO WE ARE (CONT.D)



- A program of the District of Columbia Department of Small and Local Business Development (DSLBD)
- DoD Grant funded resource through the Defense Logistics Agency (DLA) and the Defense Contract Management Agency (DCMA)
- Provide DC-based small businesses with personalized counseling and competitive insight toward procurement readiness



WHEN CAN WE HELP

WHEN CAN WE HELP (CONT.D)



Can you answer **yes** to these questions?

- Is your business registered with the DC Department of Consumer & Regulatory Affairs (DCRA)?
- Does your business have a complete business plan?
- Has your business been in existence for at least 6 months?
- Does your business have a registered Data Universal Numbering System (DUNS) number?
- Has your business completed or is it currently engaged on a commercial or government contract?

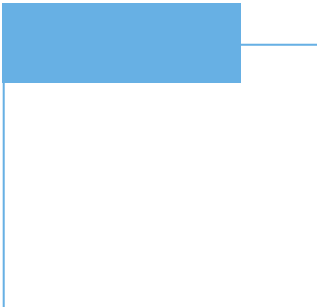
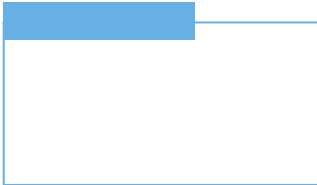
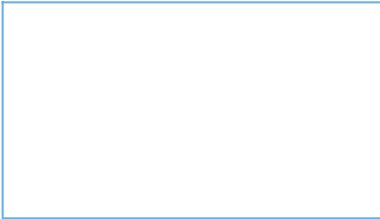


WHAT WE DO

WHAT WE DO (CONT.D)



ations
Conferences
DC PTAC Small Business Summit



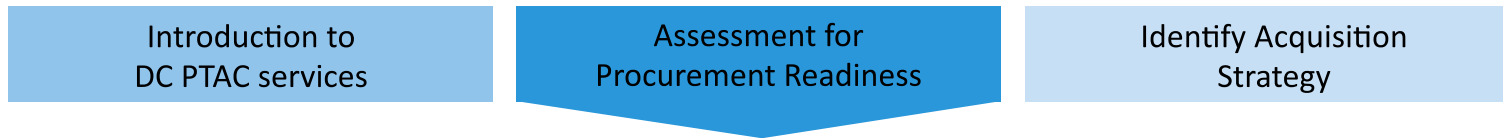


HOW WE DO IT

HOW WE DO IT (CONT.D)



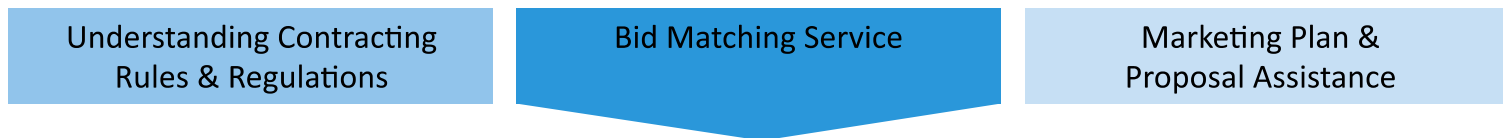
What is the DC PTAC Process?



How to Prepare to Sell to the Government



Acquisition & Proposal Strategy

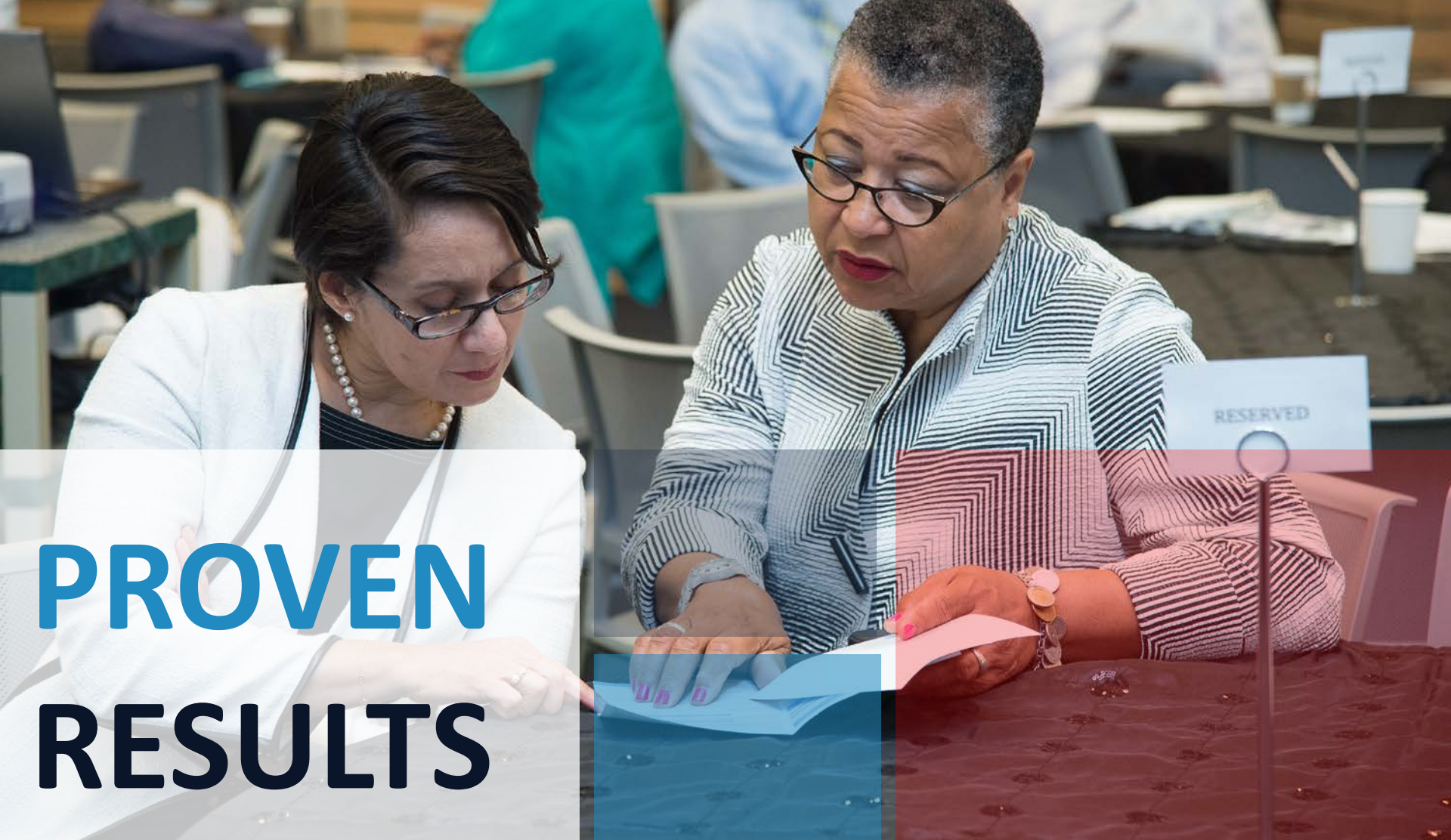


Past Award Assistance



HOW WE DO IT (CONT.D)





PROVEN RESULTS

PROVEN RESULTS (CONT.D)

Small Business Summit (SBS):

- Annual, full day, capacity building event
- Consists of workshops, general and breakout sessions, exhibits, and one-on-one matchmaking opportunities
- Geared towards connecting local small businesses with the resources and contacts needed to successfully navigate local and federal procurement opportunities



PROVEN RESULTS (CONT.D)

Small Business Summit (SBS):

- 50% increase in attendance since the inaugural SBS in 2014
- 100% of attendees that took the 2016 post-event survey said that they would recommend the summit to a business colleague or participate in the summit again



PROVEN RESULTS (CONT.D)



DC PTAC Growth:

	FY 2013	FY 2014	FY 2015	FY 2016
Number of Sponsored Events	11	22	27	43
Number of Attendees	269	657	853	3,580
Contract Dollars	\$0.00	\$2.3 M	\$3 M	\$6.1 M
Counseling Hours	101	257	254	307
Active Clients	60	305	512	800

CONTACT US



Find out more about how DC PTAC can support your business by scheduling a one-on-one counseling session today!

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