WHO WE ARE
• 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
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)

- Conferences
- DC PTAC Small Business Summit
HOW WE DO IT
HOW WE DO IT (CONT.D)

What is the DC PTAC Process?

Introduction to DC PTAC services
Assessment for Procurement Readiness
Identify Acquisition Strategy

How to Prepare to Sell to the Government

Prepare, Plan, Position, Pursue...

Acquisition & Proposal Strategy

Understanding Contracting Rules & Regulations
Bid Matching Service
Marketing Plan & Proposal Assistance

Past Award Assistance

Contract Management Assistance
Process & Performance Management Assistance
PROVEN RESULTS
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
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
## DC PTAC Growth:

<table>
<thead>
<tr>
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<th>FY 2013</th>
<th>FY 2014</th>
<th>FY 2015</th>
<th>FY 2016</th>
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<tbody>
<tr>
<td>Number of Sponsored Events</td>
<td>11</td>
<td>22</td>
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<tr>
<td>Number of Attendees</td>
<td>269</td>
<td>657</td>
<td>853</td>
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<td>Contract Dollars</td>
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<td>$3 M</td>
<td>$6.1 M</td>
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<td>Counseling Hours</td>
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<td>257</td>
<td>254</td>
<td>307</td>
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<tr>
<td>Active Clients</td>
<td>60</td>
<td>305</td>
<td>512</td>
<td>800</td>
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</table>
Find out more about how DC PTAC can support your business by scheduling a one-on-one counseling session today!

**DC PTAC TEAM**

<table>
<thead>
<tr>
<th>Name</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>Milton Goodman</td>
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</table>

**Office Hours**
Monday to Friday
8:30 am – 5:00 pm

**Address**
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