Procurement Technical Assistance Centers

Getting Government Down to Small Business ...
The Procurement Technical Assistance Program

• Created by Congress in 1985 to increase the number of companies capable of doing business with the Government
• PTACs operate under Cooperative Agreements between the Defense Logistics Agency (DLA) and local organizations which provide matching funds, including:
  – State or local governments
  – Economic Development entities
  – Educational institutions
  – Private, non-profit organizations
The Procurement Technical Assistance Program

- PTACs can operate throughout an entire state (statewide), in only part of a state (regional) or in Bureau of Indian Affairs areas (American Indian)

- Today, 97 PTACs with over 300 locations operate in all 50 states, the District of Columbia, and the territories of Puerto Rico and Guam.
PTACs Serve America

2016 Highlights:

- $14.9 billion in contract awards to PTAC clients
- Return on Investment: $427 for every federal dollar spent
- 84% of PTAC related contract awards went to Small Businesses
- 62,700 Active Clients
- 373+ training events/ month (on average)
PTACs Assist in Determining Suitability for Contracting

• Not all small businesses should do business with Federal Government! PTACs can help determine suitability.

• Rule of thumb: Small business should have at least 1-3 years of successful operation.

• PTAC counselors can assist with necessary paperwork to receive their services and begin identifying potential contracts.
PTACs offer a wide range of assistance, most free of charge, including:

- Training on a wide range of contracting topics, including the basics of government contracting, payment, and many others
- One-on-one procurement counseling
- System for Award Management (SAM) and other registrations and certifications
- Computerized Bid-Match services
- Marketing to government agencies, including state and local government agencies
- Proposal preparation and review
- Military Packaging & RFID
- Developing Quality Assurance Plans
- Obtaining Technical specifications and procurement histories
To Locate a PTAC near you, go to:

www.aptac-us.org
Nancy C Cleveland
Procurement & CVE Verification Counselor
GTPAC – Atlanta
75 5th Street, NW
Atlanta GA 30308
(404)385-3389
nancy.cleveland@innovate.gatech.edu