



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 bottom portion of the slide features a close-up, slightly blurred image of the American flag, showing the stars and stripes in detail.

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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.

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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)

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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.



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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

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To Locate a PTAC near you, go to:

www.aptac-us.org



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