



The Procurement Technical Assistance Program

How Businesses Can Access Training to Help Them
Contract with DoD

21 October 2020

Presenter



Ms. Sherry Savage

Program Manager,
Procurement Technical
Assistance Program,
Defense Logistics Agency

Sherry Savage became the Program Manager for the Procurement Technical Assistance Program (PTAP) at the Defense Logistics Agency in August, 2016.

She is responsible for oversight of the agency's administration of this cooperative agreement program that aims to expand the number of businesses capable of participating in government contracts.

Prior to her current position, Ms. Savage supported the PTAP as a Grants Officer.





DLA
DEFENSE LOGISTICS AGENCY



The Nation's Combat Support Logistics Agency



**The Procurement Technical Assistance Program:
How Businesses Can Access Training to Help Them Contract with DoD**

Sherry Savage
PTAP Program Manager
October 2020

WARFIGHTER ALWAYS



How Businesses Can Access Training to Help Them Contract with DoD

- PTAP Overview
- PTAC Primary Locations
- PTAC Services
- Government Can Help PTACs



How Businesses Can Access Training to Help Them Contract with DoD

Procurement Technical Assistance Program (PTAP)

- Established in 1985 to expand the number of large and small businesses capable of participating in government contracts
 - Title 10 Chapter 142 §2412. Purposes
 - The purposes of the program authorized by this chapter are—
 - (1) to increase assistance by the Department of Defense to eligible entities furnishing procurement technical assistance to business entities; and
 - (2) to assist eligible entities in the payment of the costs of establishing and carrying out new procurement technical assistance programs and maintaining existing procurement technical assistance programs.



How Businesses Can Access Training to Help Them Contract with DoD

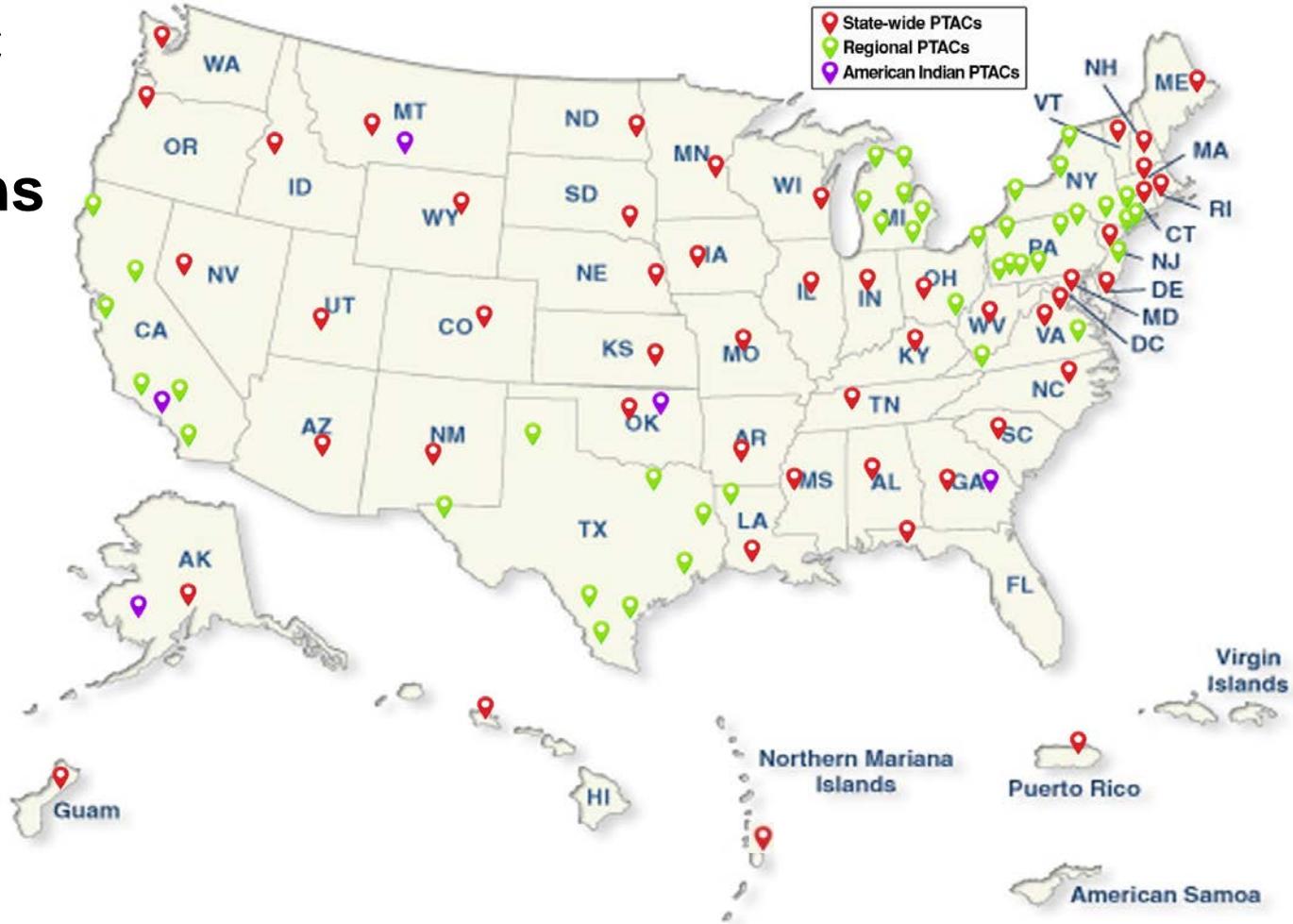
Procurement Technical Assistance Program (PTAP)

- DLA awards cost reimbursable, cost sharing agreements with states, local governments, nonprofit organizations and tribal entities
 - Awardees pay to operate a Procurement Technical Assistance Center:
 - Share rate is Federal/Recipient 60%/40% or 75%/25%
 - Distressed areas, those with high unemployment or low per capita income are eligible to receive 75%/25% share rate
 - Non-distressed areas are eligible to receive 60%/40% share rate
 - Maximum federal share:
 - \$1M for statewide PTACs (80% of state coverage)
 - \$600K for regional PTACs (one or more counties covered)



How Businesses Can Access Training to Help Them Contract with DoD

94 PTAC Primary Locations





How Businesses Can Access Training to Help Them Contract with DoD

PTACs are the Bridge

- The government has a need, the business has a service or product, and the local PTAC exists in the middle to bring everyone together



How Businesses Can Access Training to Help Them Contract with DoD

What PTACs Provide at No Cost:

- Training related to contracts with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Prime-specific subcontractor training
- Understanding procedures, requirements, rules, statutes, clauses and regulations
- Registrations: SAM, DSBS, DLA's DIBBS, WAWF etc.
- Preparing and submitting bids & proposals
- Assist with cybersecurity self-assessment and CMMC
- Facilitate introductions, collaboration opportunities



How Businesses Can Access Training to Help Them Contract with DoD

A Government Partner

- Knowledge of local small business communities and their capabilities for effective market research
- Collaborate with government for outreach to industry
- Refer a business for one-on-one assistance
- Team for specific assistance, e.g., matchmaking events for certain commodities or procurements, agency-specific requirements training, pre-solicitation conferences, pitch days, identify and train subcontractors



How Businesses Can Access Training to Help Them Contract with DoD

A Few Things PTACs Cannot Do

- Do the work for a business
- Train the government
- Perform any task that does not contribute to their mission to assist U.S. Businesses in obtaining or performing on government contracts.



How Businesses Can Access Training to Help Them Contract with DoD

How Government Can Help

- Encourage the acquisition community and government prime contractors to share publicly releasable information with PTACs (forecasts, procedures, needs)
- Encourage the acquisition workforce and prime contractors to speak at PTAC events and to reach out to PTACs to host joint events
- Offer to provide training to PTAC employees. Training can be on acquisition regulations, your needs, processes, or trends
- Use PTACs to disseminate the Government's needs to industry, they can help reverse negative trends such as disinterest in response to sources sought, mistakes in bid documents, misunderstandings about documentation expectations, completion of forms, etc..



How Businesses Can Access Training to Help Them Contract with DoD

<https://www.dla.mil/SmallBusiness/PTAP/>

For more information:

DLA Small Business Programs
PTAP@dla.mil

YouTube:

https://youtu.be/_mX88Sr18x8

The screenshot shows the DLA Small Business website. At the top, there is a search bar and navigation links for HOME, WHAT DLA OFFERS, DOING BUSINESS WITH DLA, ABOUT DLA, and CAREERS. The main heading is "DLA Small Business". Below this, there is a sidebar with a menu of links: DLA Small Business Home, Doing Business With DLA, Vendor Opportunities and Forecasts, DLA Small Business Resources, Procurement Technical Assistance, Small Business Innovation Programs, Other DLA Innovation Programs, DLA Small Business Outreach Calendar, About DLA Small Business, and Contact DLA Small Business. The main content area is titled "PROCUREMENT TECHNICAL ASSISTANCE PROGRAM" and contains text explaining the program's purpose and benefits. A video player is embedded in the content, titled "PTAP: Connecting Business...". To the right of the video is a map of the United States with various colored dots indicating the locations of PTACs across the country. At the bottom of the page, there is a footer with contact information, a list of links (No FEAR Act, Whistleblower Protection Act, EEO, SIFR, FOIA, DLA IG Hotline, Web Policy, Privacy & Security, Accessibility/Section 508, Images, Link Disclaimer, USA.gov), and social media icons for Facebook, Twitter, YouTube, LinkedIn, and Instagram.



How Businesses Can Access Training to Help Them Contract with DoD





Q&A

Please submit your questions in the chat!



Connect with OSBP



@BusinessDefense



@BusinessDefense

business.defense.gov

Sign up for webinar emails



If you would like to receive emails about upcoming webinar events, please visit business.defense.gov or click the “sign up” button on our Facebook page.