

# What is a PTAC?

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# PTAC Overview

The letters in PTAC stand for what?

Answer: Procurement Technical Assistance Center

We assist businesses with all areas of selling to federal, state, and local government at **no charge**.  
*Pre-paid by your tax dollars.*

# History of PTAP

- \$1,000 coffee pot, less than 1% to SBE
- Pilot program, sustained for over 26 years
- Funded by the Department of Defense, the Procurement Technical Assistance Program was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace.

# History of WA PTAC

- DoD provides matching funds through a cooperative agreement which is administered by Defense Logistics Agency.
- Have been in Washington State since 1989
- Association of Procurement Technical Assistance Centers (APTAC)

[www.aptac-us.org](http://www.aptac-us.org)

# 2010 WA PTAC locations

- Economic Alliance Snohomish County - Everett
- (formerly EDC of Snohomish County)
- Kitsap Economic Development Association – Bremerton
- Greater Spokane Incorporated - Spokane
- Thurston County Economic Development Council, Lacey
- Highline Community College, Kent
- Tri-city Regional Chamber of Commerce, Kennewick
- Bates Technical College - Tacoma

# Native American PTAC

- Congress authorized funds specifically for Native American PTACs
- United Indians of All Tribes was awarded the cooperative agreement for Dec. 1, '08.
- Businesses must be located on or near federally recognized reservations;
- must be 51% Indian-owned or Tribally owned;
- must be a for-profit established business.

[www.nativeptac.org](http://www.nativeptac.org)

# What PTAC Centers do:

- ✓ Assist with interpreting solicitations, registrations, certifications, accessing specifications, standards and drawings, and marketing assistance.
- ✓ Assist with post award functions around production, quality systems, accounting requirements, contract payments, transportation, packaging, sub-contracting, and property.

## **What PTAC Centers do not do:**

- Ö No lobbying and assisting with contesting when businesses do not win an award.
- Ö Provide advice to small businesses in all areas requested
- Ö To work for small businesses on selling to the government
- Ö Sell bid-match services

# Specifically PTACs will:

- Provide counseling related to selling to the government.
  - Registrations & certifications (CCR, DSBS, ORCA, 8a, HUBZone, SDVOSB, WOSB, EDWOSB)
  - Assistance with solicitations
  - Post award assistance
  - Marketing
  - ALMOST Anything else that comes up.
- Advice; not doing the work for them.
- Free assistance (areas outside of one-on-one counseling may have fees such as classes and bid-match)

# **Defense Logistics Agency's Definition of What PTAC Will Do:**

- Assisting with marketing to the gov't.
- Assisting with understanding specifications.
- Assisting with preparation and proper submission of applications, certifications, registrations, etc.
- Assisting in the preparation of offers.

# What PTAC Will Do (continued) :

- Providing post award assistance.
- Providing information on government programs
  - GSA Schedules
  - DoD Mentor-Protégé,
  - Electronic Commerce (EC),
  - WAWF,
  - HubZone Empowerment Contracting Program, and
  - subcontracting opportunities with contractors holding government prime contracts, and commercial item acquisitions).

# As a small business how should I view my PTAC counselor?

## Personality

- Friendly & helpful
- Available
- I can't push around to do my work
- Someone who will sit down with me
- Someone who can help me figure things out
- Efficient

## Skills

- Knowledgeable about government contracting
- Can get answers tied to government contracting
- A good instructor
- Can communicate in different ways to help me understand complicated subjects

# Improving Marketing: Review Options

## ■ **Certifications**

- Update and verify your NAICS codes are appropriate
- Register in CCR as applicable: SDVOSB, VOSB, SBE, WBE
- Service Disabled Veteran Owned Small Business/  
Veteran Owned Small Business: (Vetbiz.gov)
- 8a – Small Minority/Disadvantaged Business Program
- OMWBE – DBE/WBE/MBE/CBE
- Corporate (Northwest Minority Supplier Development Council, Women’s Business Enterprise National Council)

## ■ **GSA Schedules, VA Schedules**

## ■ **Quality Assurance**

# **Resources: PTAC site**

**[www.washingtonptac.org](http://www.washingtonptac.org)**

# WA PTAC Calendar

- Events and Training (Left Menu)
  - <http://www.washingtonptac.org/PTACTrainingEvents1.shtml>

# Kylene's favorite websites

- GSA Contractor lists
  - <http://www.gsaelibrary.gsa.gov/ElibMain/ContractorList>
- GSA Sales Query
  - <https://ssq.gsa.gov>
- DoD Office of Small Business Programs
  - [http://www.acq.osd.mil/osbp/links/dod\\_osbp.htm](http://www.acq.osd.mil/osbp/links/dod_osbp.htm)
- USA Spending
  - [www.USAspending.gov](http://www.USAspending.gov)
- FedBid.com
  - [www.fedbid.com](http://www.fedbid.com)
- Alliance
  - [www.AllianceNWConference.org](http://www.AllianceNWConference.org)

# Washington PTAC

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*(a Private Non Profit)*

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