Tips & Opportunities Available for Small Business

AMC Small Business Conference

McLean, Virginia

George Mason University

Procurement Technical Assistance Program

November 3, 2005

THE MASON ENTERPRISE CENTER

GEORGE MASON UNIVERSITY

SCHOOL OF PUBLIC POLICY

MASON ENTERPRISE CENTER

- **MENTOR-PROTÉGÉ PROGRAM OFFICE**
- **PROCUREMENT TECHNICAL ASSISTANCE PROGRAM**
- **TELEWORK AND TRAINING CENTER**
- **SMALL BUSINESS DEVELOPMENT CENTERS**
- **INTERNATIONAL BUSINESS DEVELOPMENT PROGRAMS**
- **BUSINESS ENTERPRISE CENTER**

Procurement Technical Assistance Centers

PTAC

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC's member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC

PTAP Background

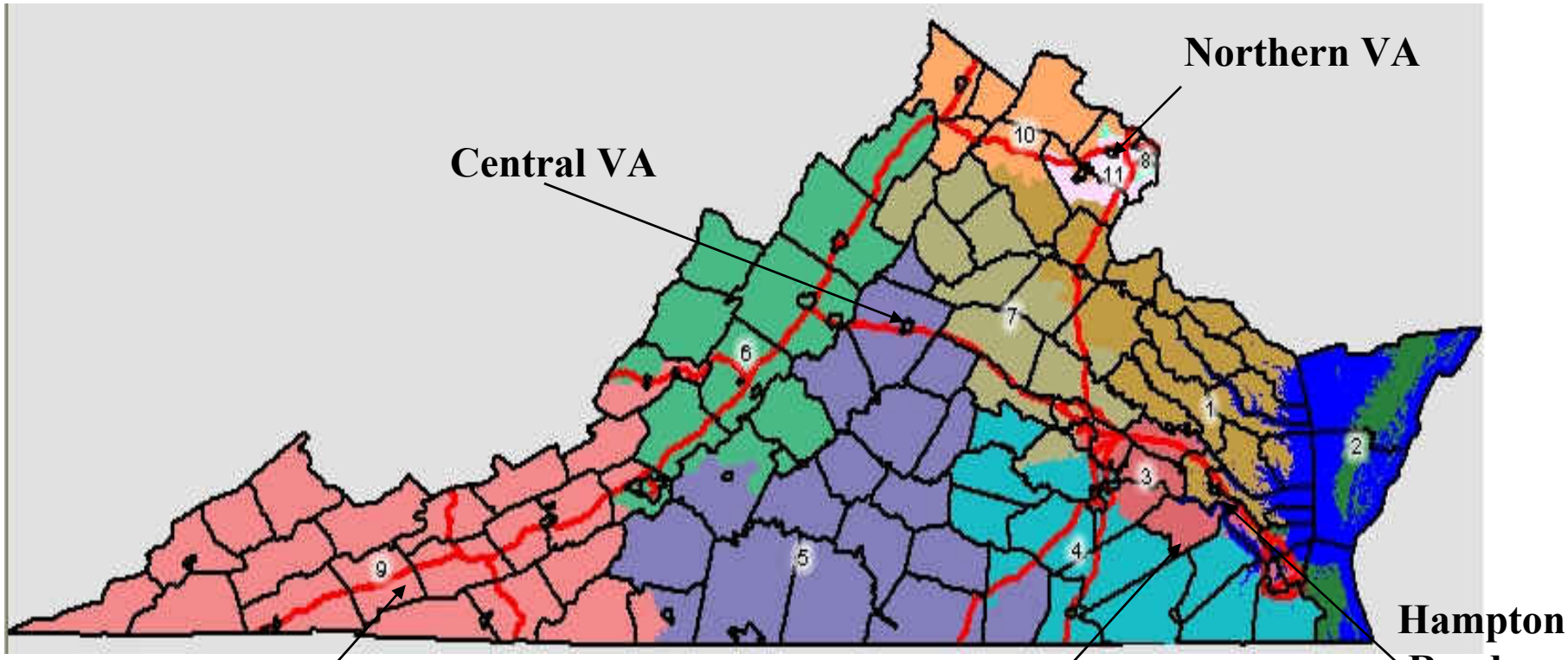
PTAP

- Defense Logistics Agency SCAA
- Began mid 80's - PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award

Commonwealth of Virginia PTAC's

- State-wide Program- George Mason University
  - Northern Virginia - City of Fairfax
  - Central Virginia - Charlottesville
  - Hampton Roads – Newport News
- Other Virginia Regional PTAC's
  - Southwest VA Comm. College – Richlands
  - Crater Procurement Assistance Center - Petersburg

PTAC Areas Served



Source: Division of Legislative Services
http://dlsgis.state.va.us

PTAC Services

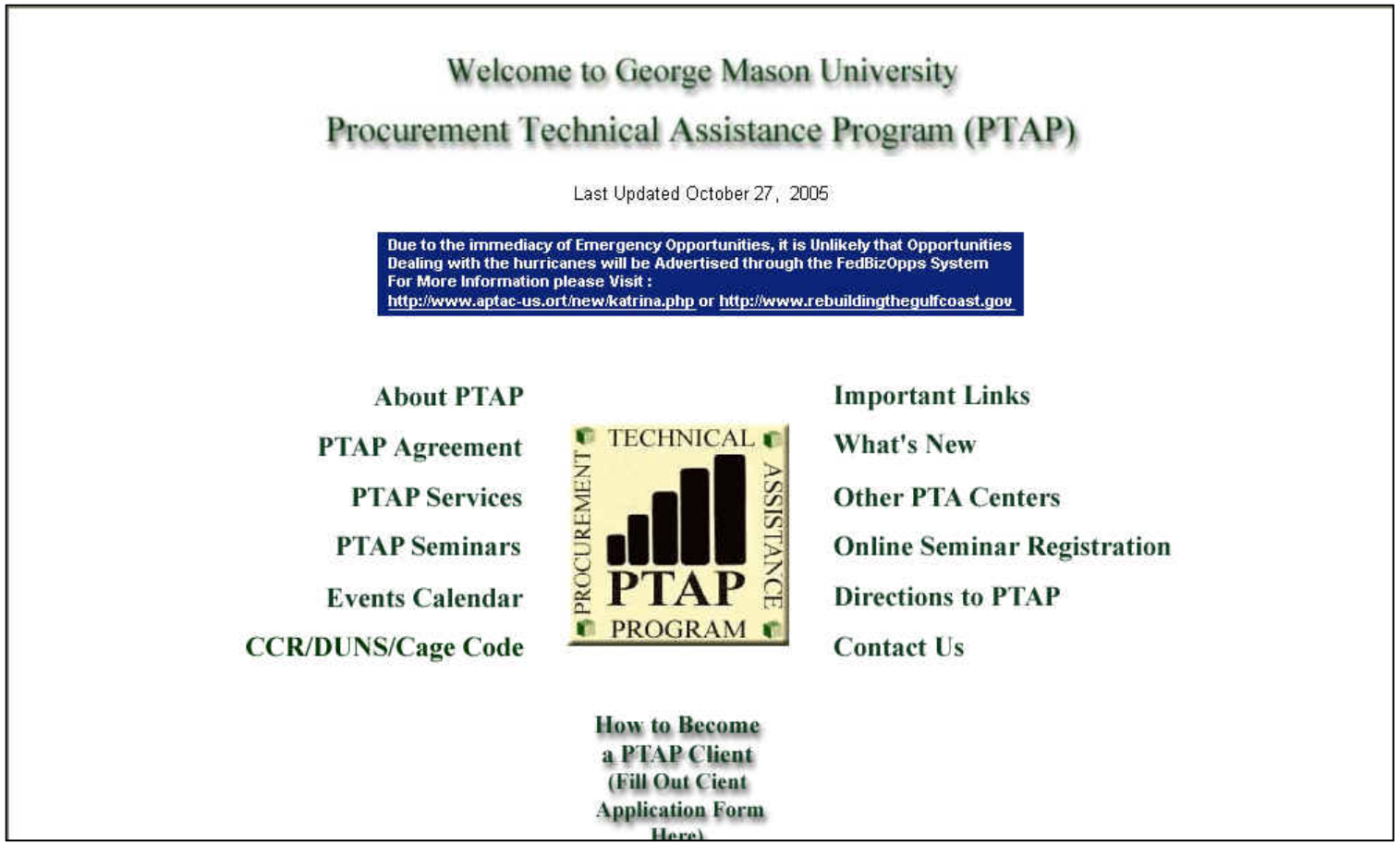
- Outreach
  - Seminars & Conferences (sponsor and participant)
  - Associations (networking and participation)
- Education
- Counseling

PTAC Services (Cont'd)

- Marketing
  - Research
  - Strategic partnering
  - Mentor-Protégé
- Teaming & Joint Venture Networking
- Proposal Development Assistance
- Bid Matching System
- Reference Library

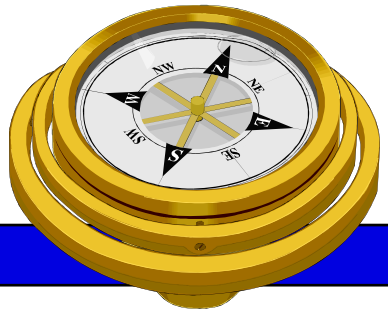
Procurement Technical Assistance Program

http://www.gmu.edu/gmu/PTAP



Other PTAC's

http://www.dla.mil/db/procurem.htm



How To Get Started?

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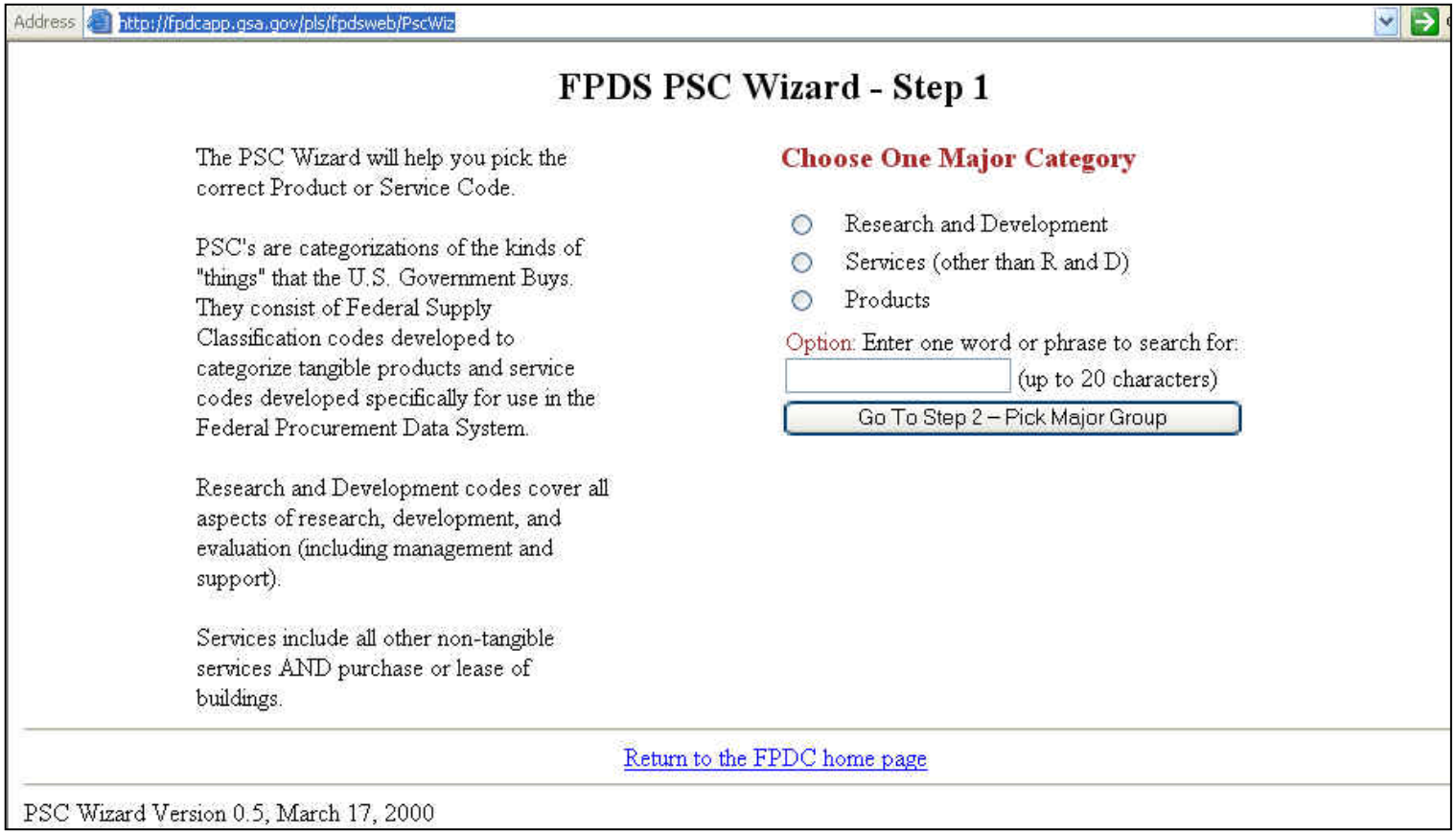
- ❑ Register
- ❑ Determine who buys your goods or services
- ❑ Familiarize yourself with government contracting procedures.
- ❑ Seek additional assistance as needed.
- ❑ Explore subcontracting/teaming opportunities
- ❑ ***Focus*** and Market your firm

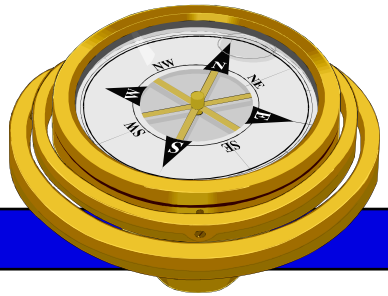
North American Industry Classification System

http://www.census.gov/epcd/www/naics.html

Federal Supply Classification

http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz





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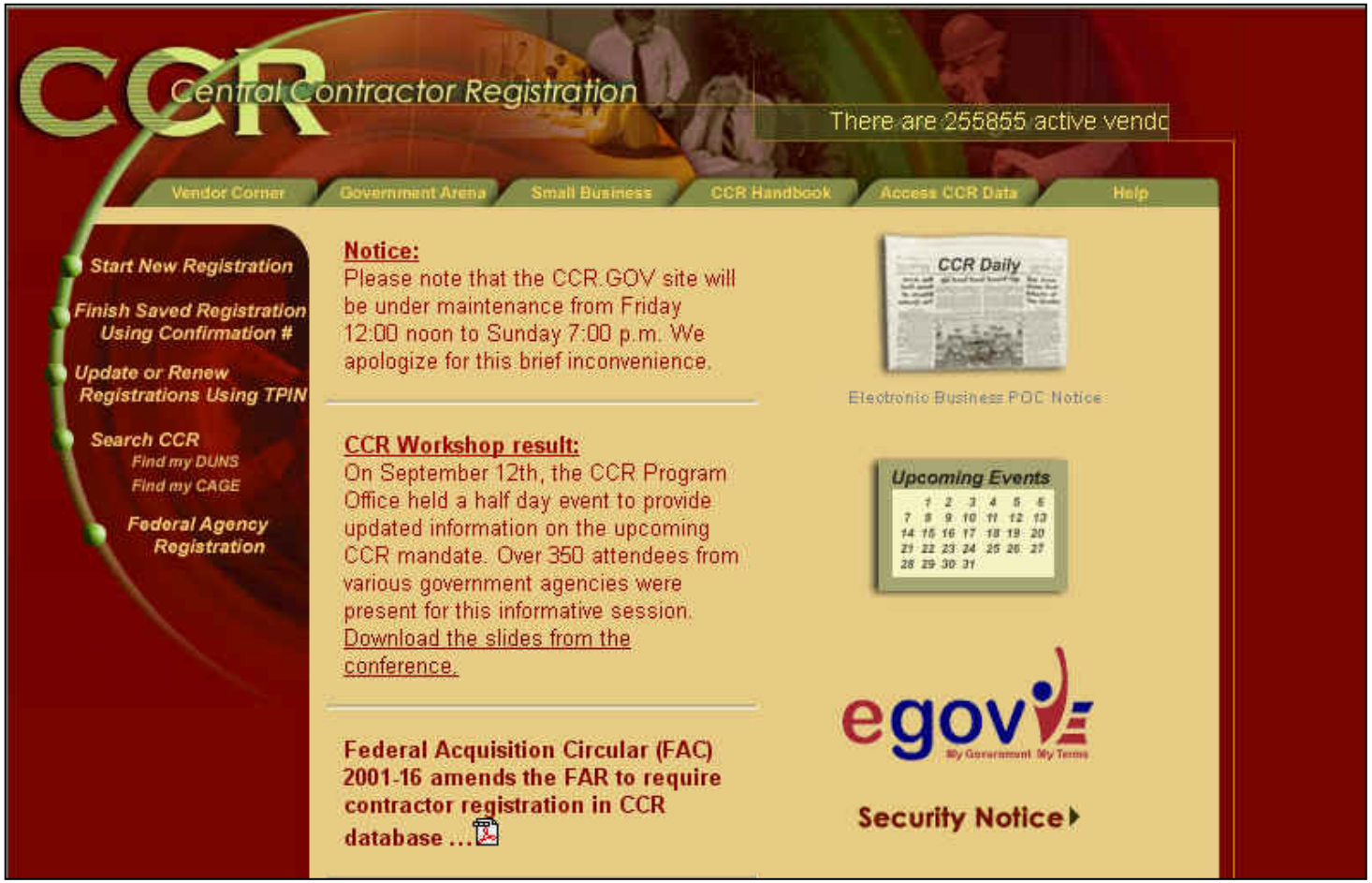
Central Contractor Registration

http://www.ccr.gov/



Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This Return to CCR Home Page hotlink does not.)

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Privacy Statement

Help Reset Clear

State(s):
(How to make multiple selections)

(any state)
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)
AP - American Pacific (APO/FPO)
AS - American Samoa
AZ - Arizona
AR - Arkansas
CA - California

Congressional District:
(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County Code:
(Requires exactly one state from the list at left.)
3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

On-line Reps and Certs Application – ORCA - http://www.bpn.gov/

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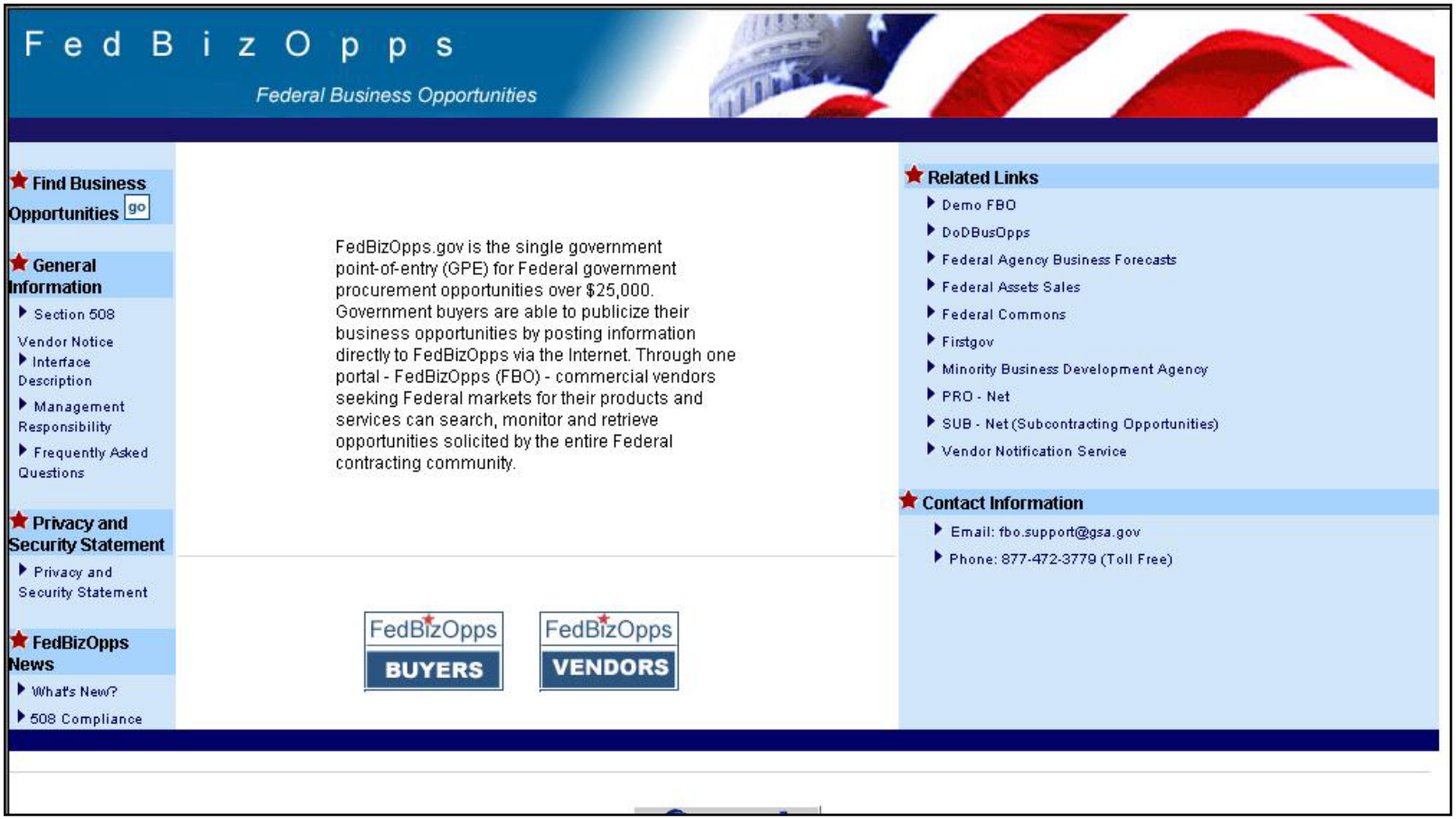
FedBizOpps

http://www.fedbizopps.gov/



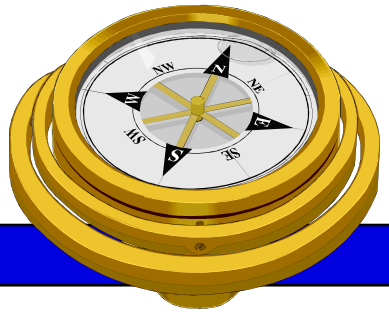
Federal Procurement Data System*

http://www.fpds.gov

* ***Use Internet Explorer or Netscape 7.0***

Federal Acquisition Jumpstation

http://prod.nais.nasa.gov/pub/fedproc/home.html



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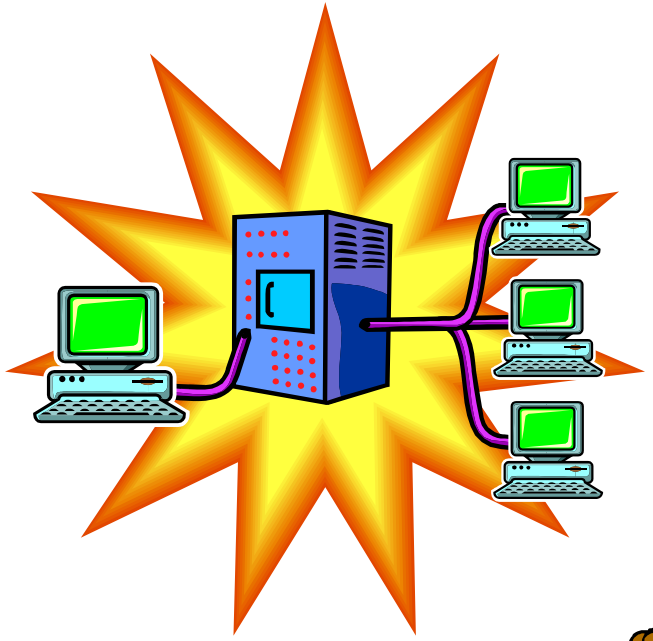
Federal Purchase Thresholds

- Greater than $100,000
- Simplified Acquisition Threshold $100,000
- Small Purchase Threshold < $25,000



- Micro-purchase < $2500

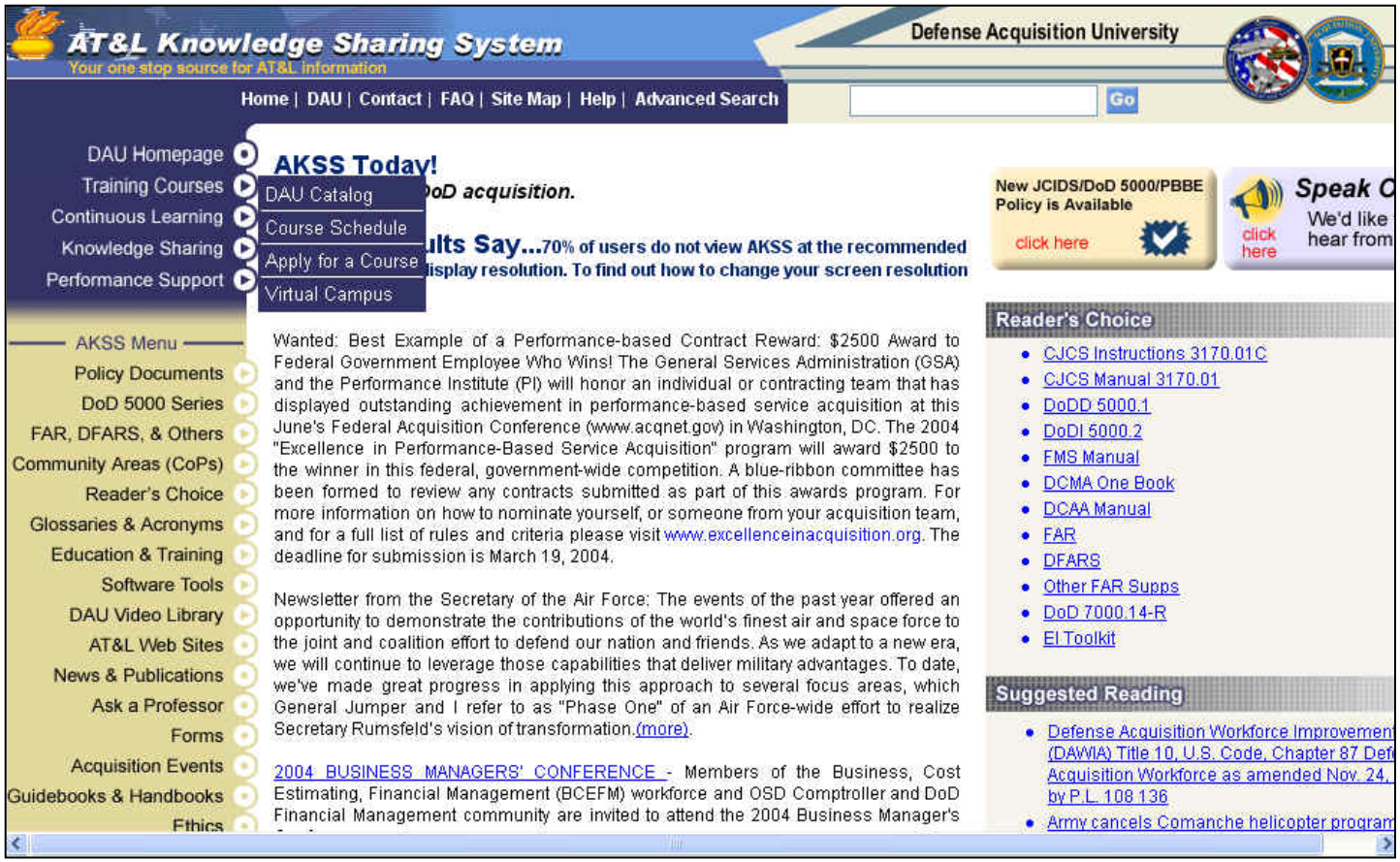
Federal Acquisition Regulations

Some Important FAR Parts

- -Part 12 – Acquisition of Commercial Items
- -Part 13 – Simplified Acquisition Procedures
- -Part 14 – Sealed Bidding
- -Part 15 – Contracting by Negotiation
- -Part 16 – Types of Contracts
- -Part 19 – Small Business Programs

Acquisition Knowledge Sharing System

http://akss.dau.mil/



DOD OSDBU

http://www.acq.osd.mil/sadbu

Navy SADBU

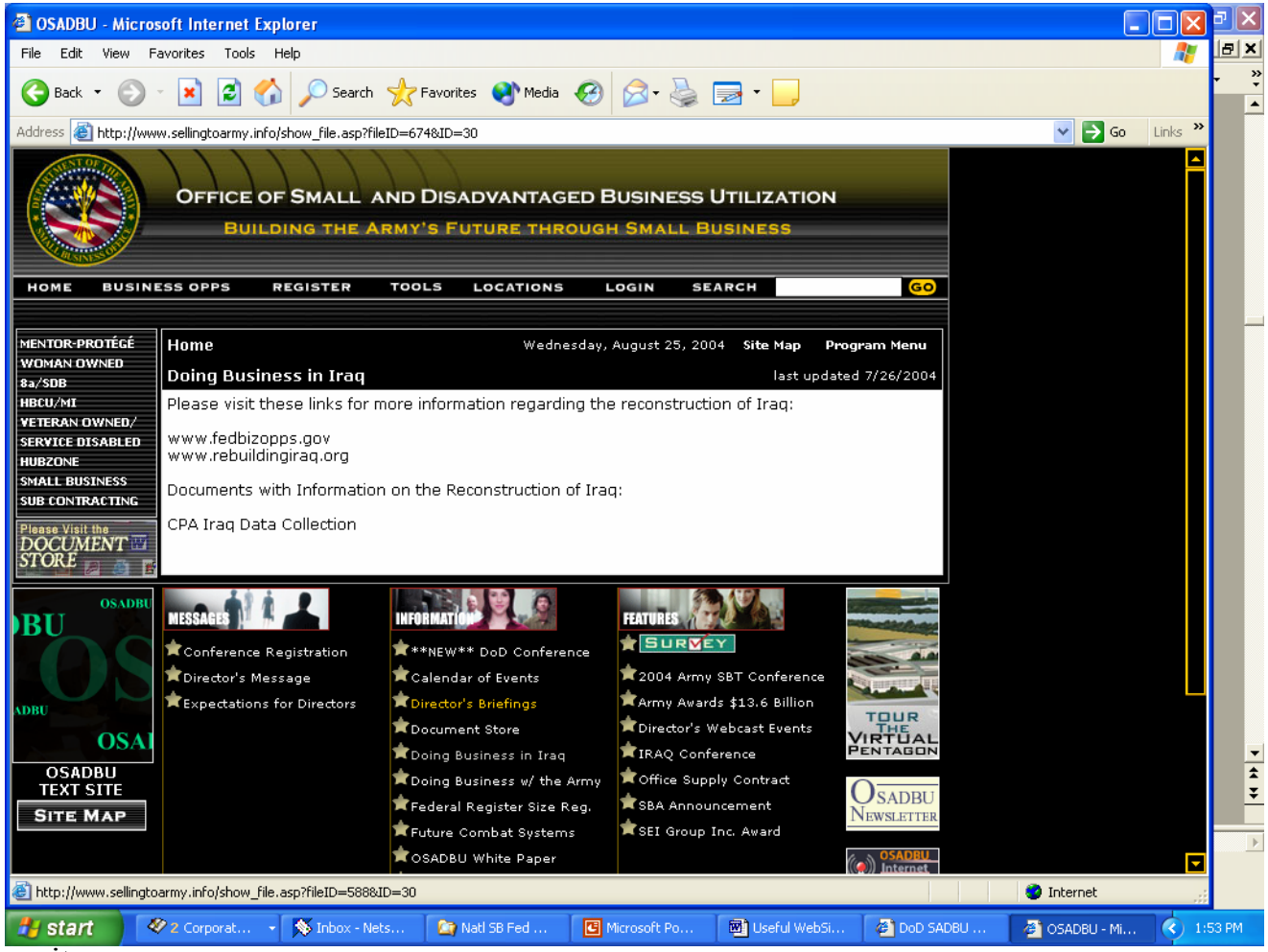
http://www.hq.navy.mil/sadbu/

Navy Electronic Commerce Online

http://www.neco.navy.mil

Army SADBU

http://www.sellingtoarmy.info



Air Force SADBU

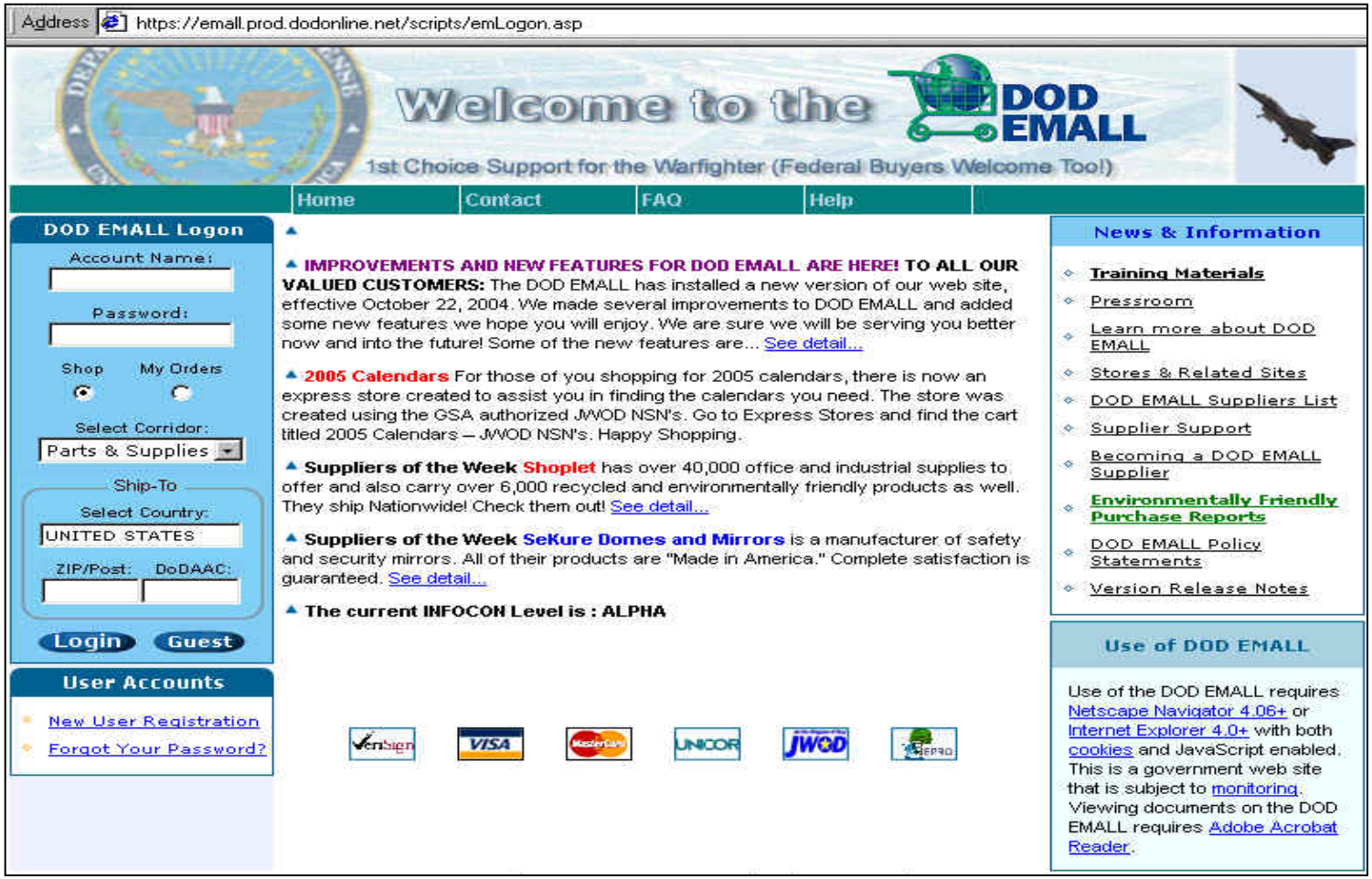
http://www.selltoairforce.org/

Defense Logistics Agency

www.dla.mil

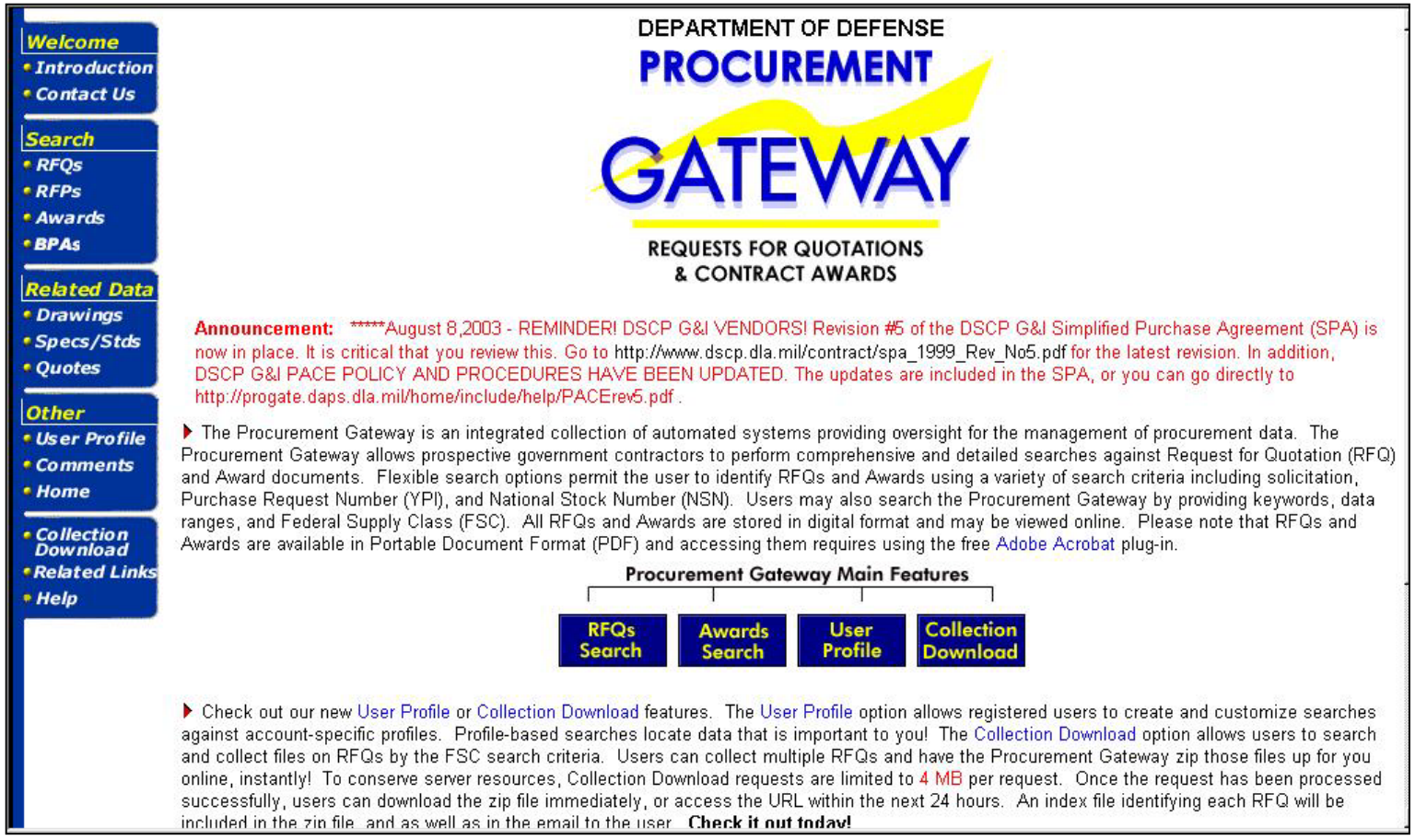
DoD E-Mall

https://emall.prod.dodonline.net/scripts/emLogon.asp



DoD Procurement Gateway

http://progate.daps.dla.mil/home/

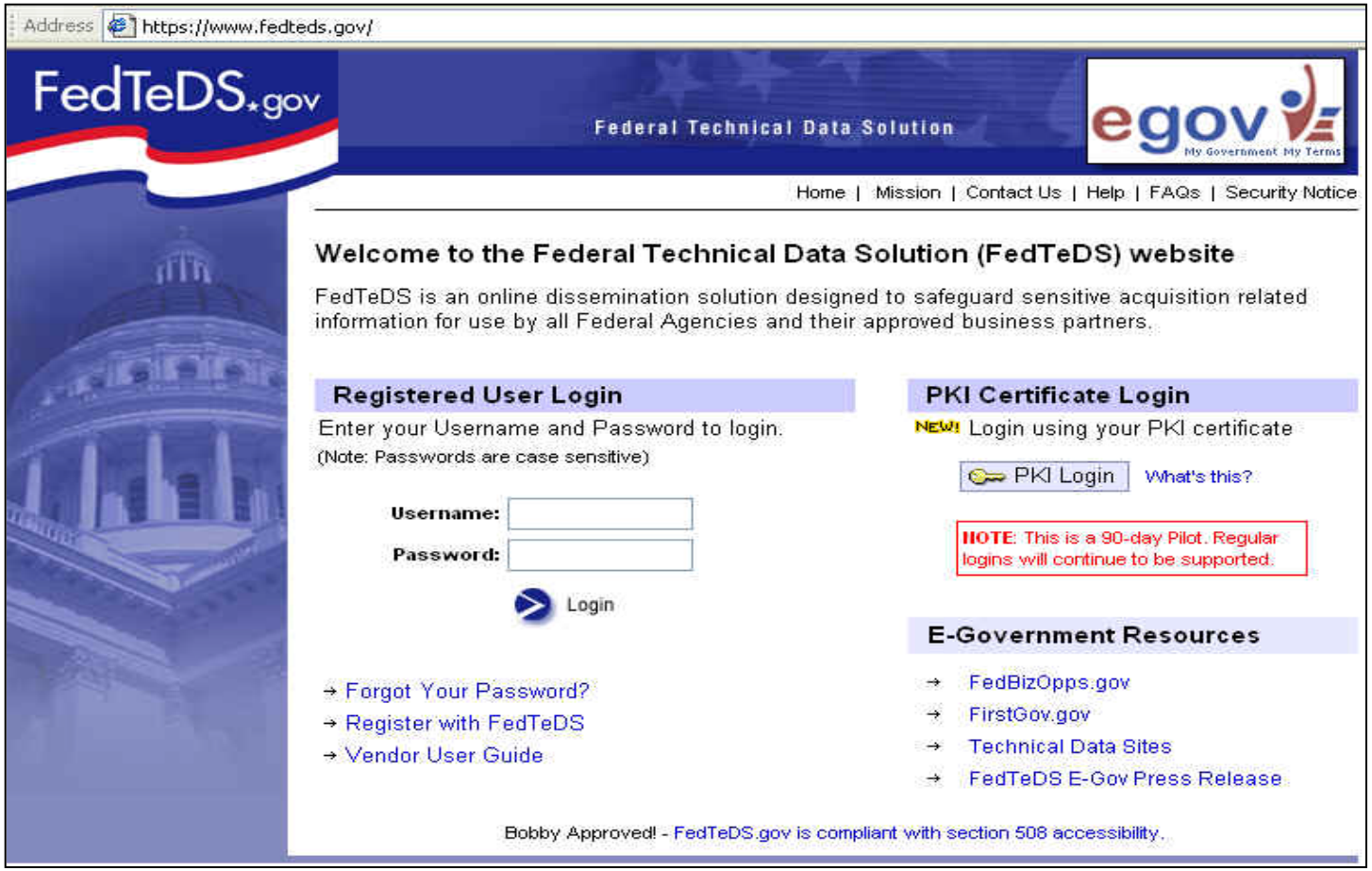


Procurement History Data Mart

http://phdm.ctcgsc.org/dispatch/show.home

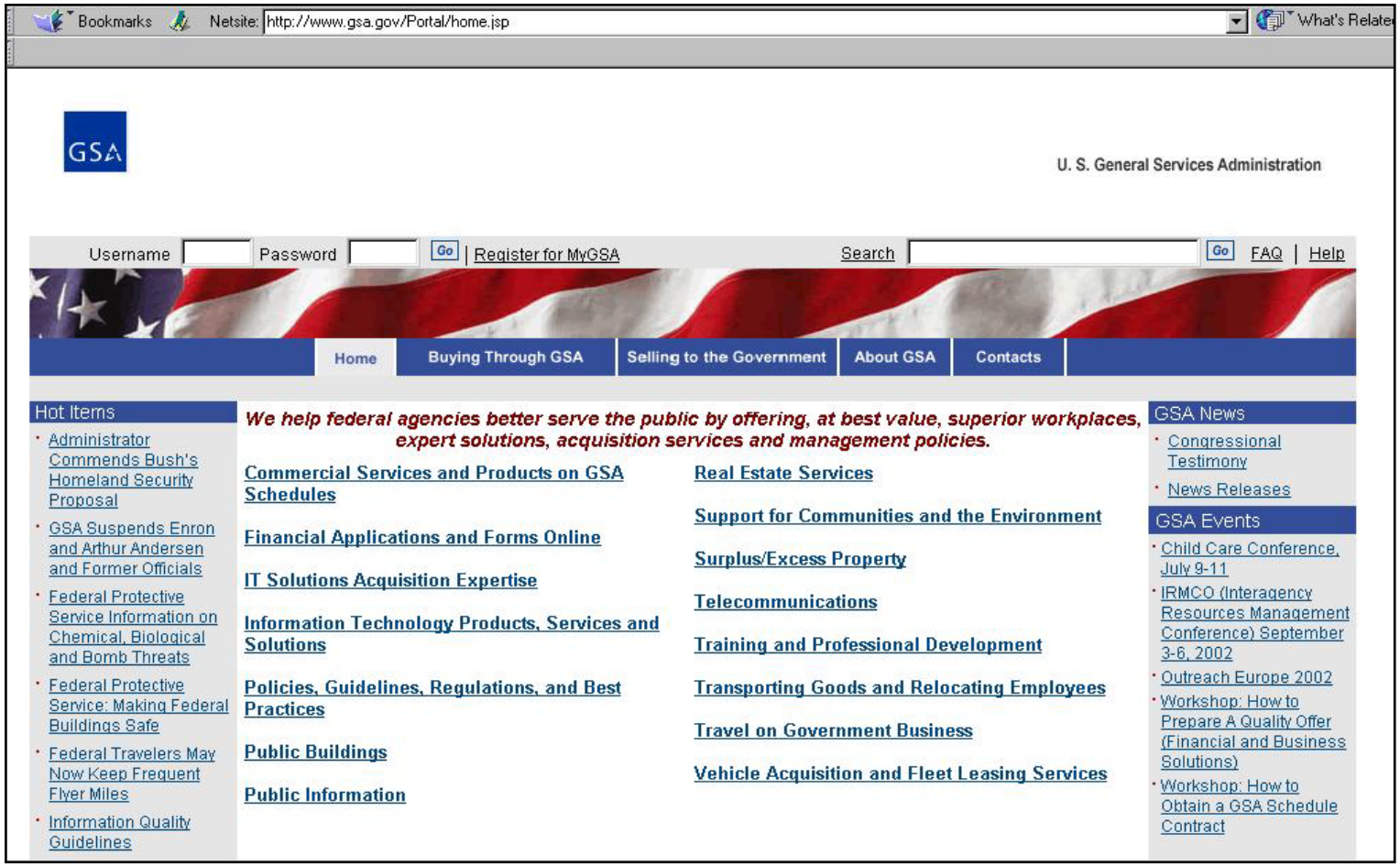
Fed Tech Data Site

https://www.fedteds.gov



General Services Administration

http://www.gsa.gov/

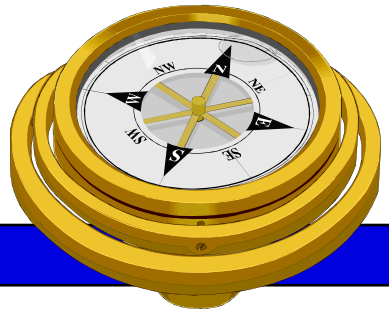


e-Tools…

- **www.gsa.gov**
- **www.gsa.gov/**
  - **schedules**
  - **elibrary**
  - **gsaadvantage**
  - **vsc**
- **fsstraining.gsa.gov**

General Services Administration E-library

http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp



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OSDBU Interagency Council

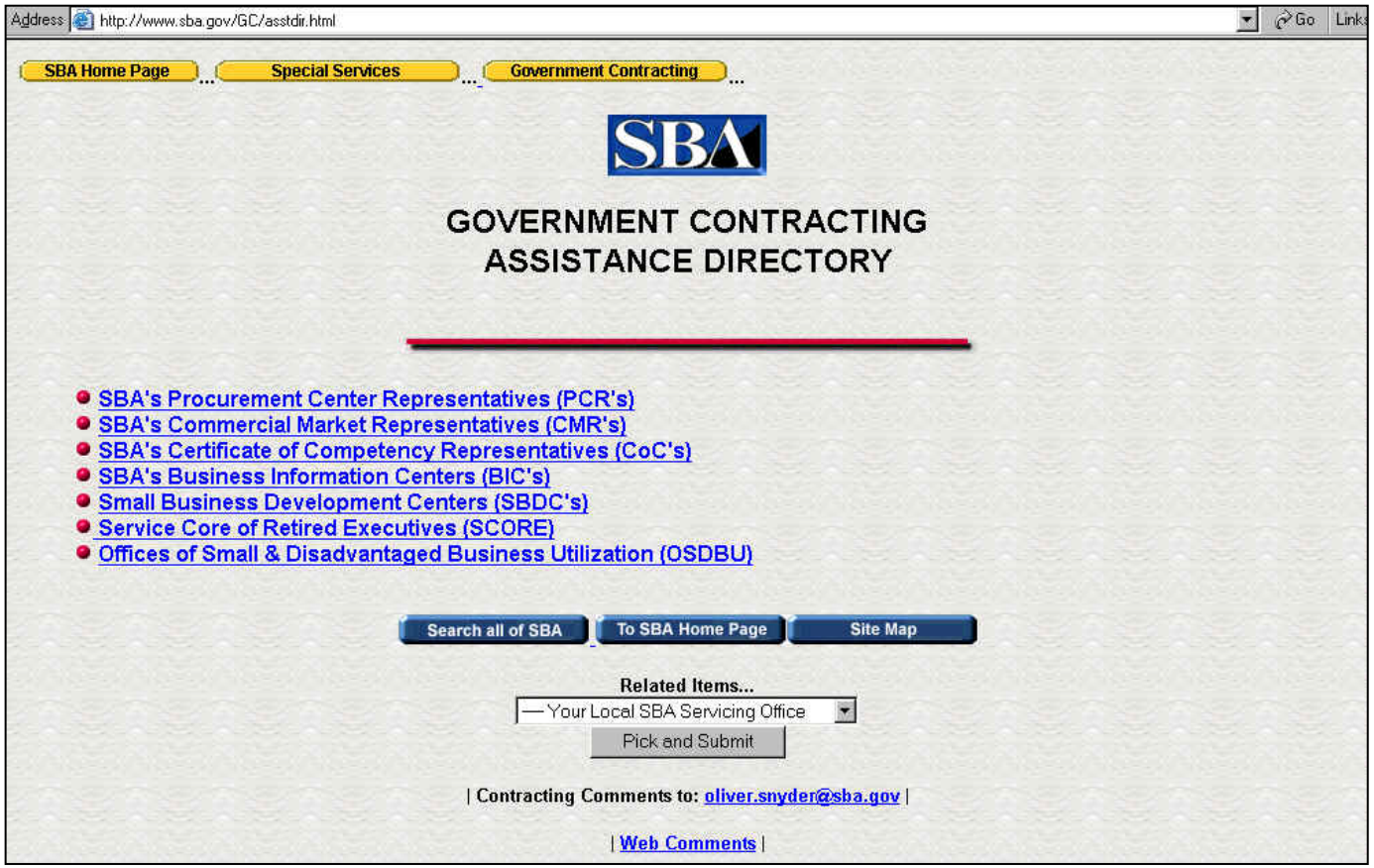
http://www.osdbu.gov/

Other PTAC's

http://www.dla.mil/db/procurem.htm

SBA Government Contracting Assistance Directory

http://www.sba.gov/gc/asstdir.html

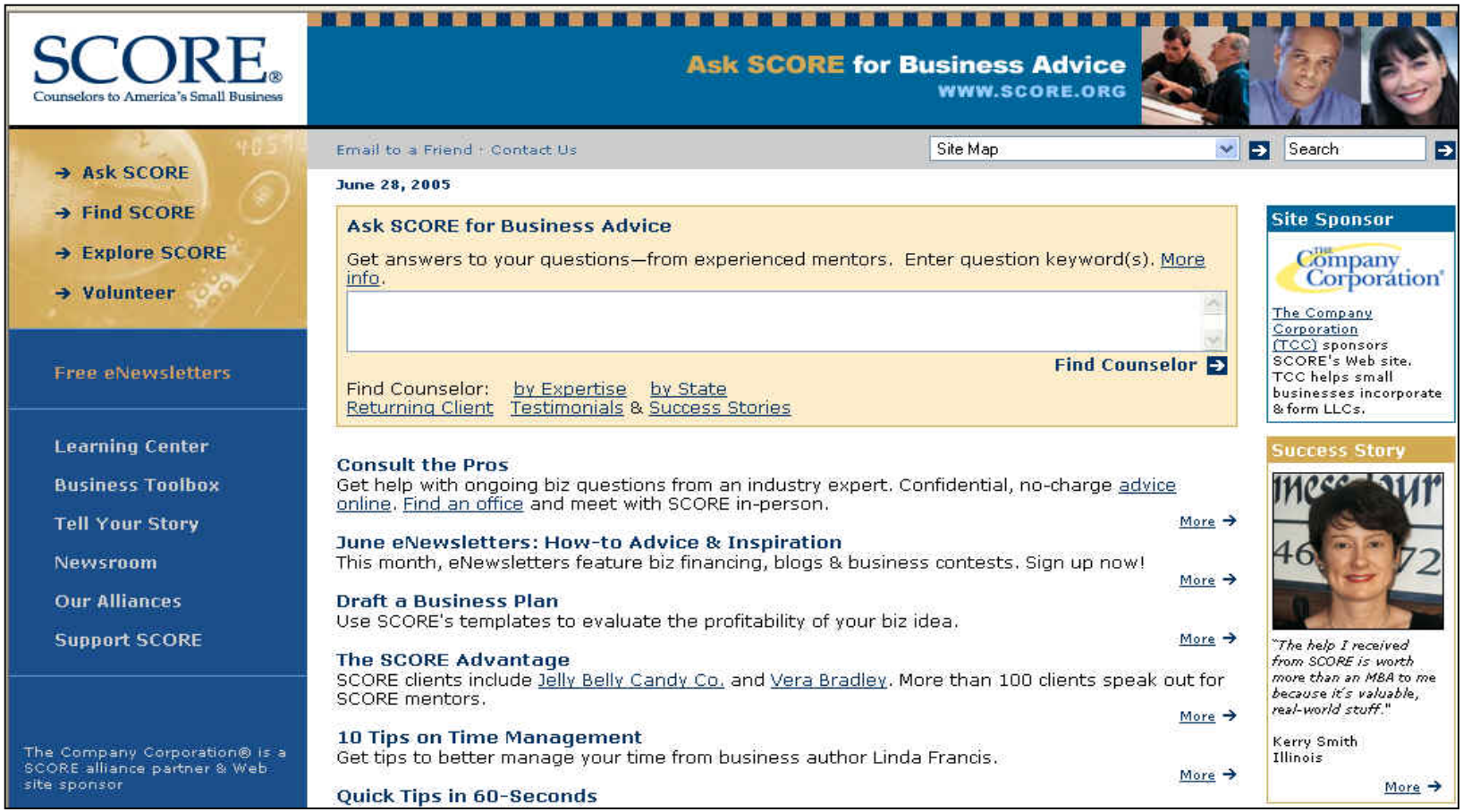


SBA SBDC Listings

http://www.sba.gov/sbdc

SBA SCORE Listings

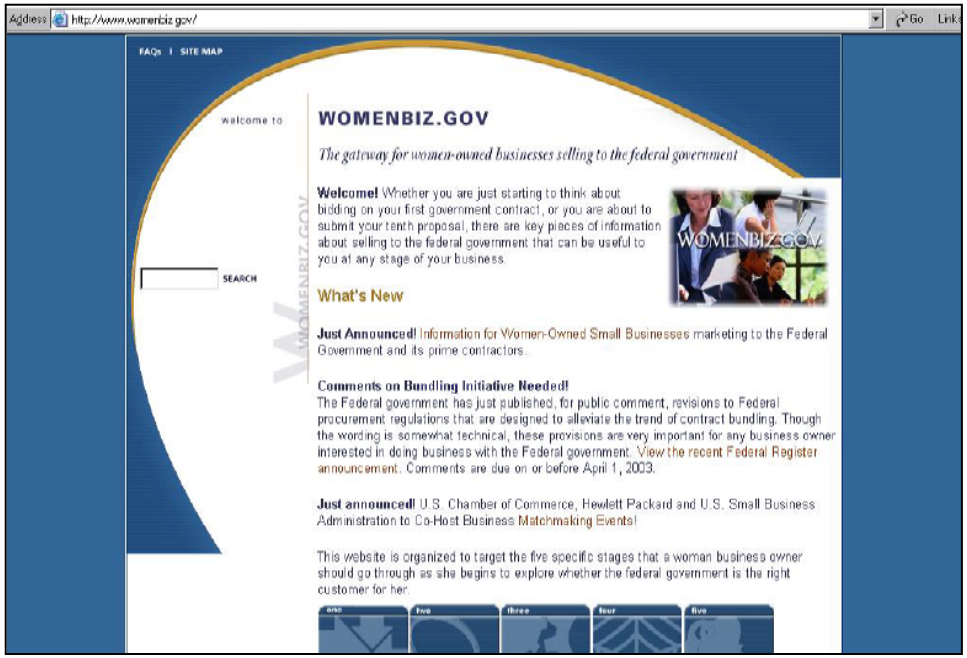
http://www.score.org/



Woman's Business Web Sites

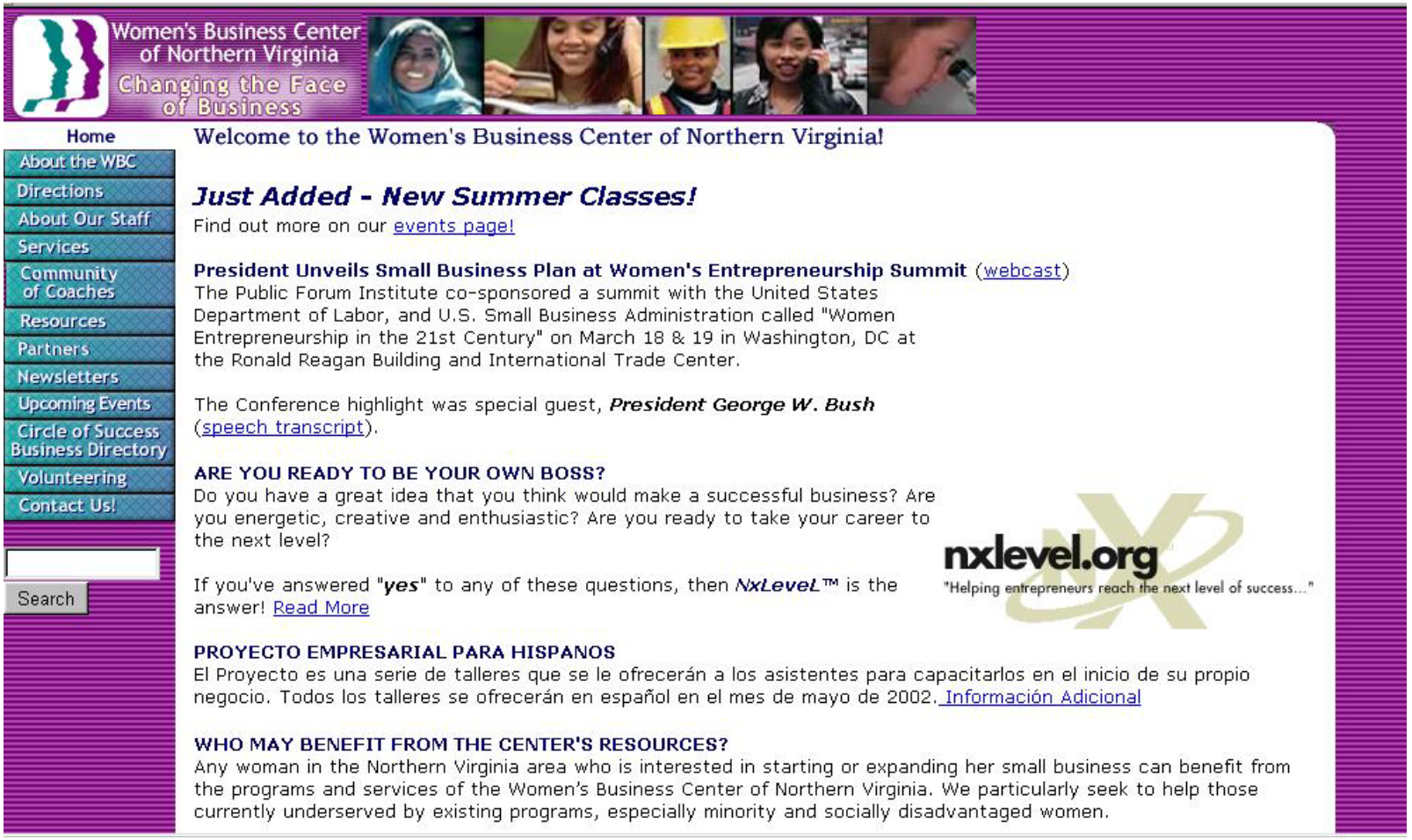
www.onlinewbc.gov/

www.womenbiz.gov



Woman's Business Center

http://www.wbcnova.org

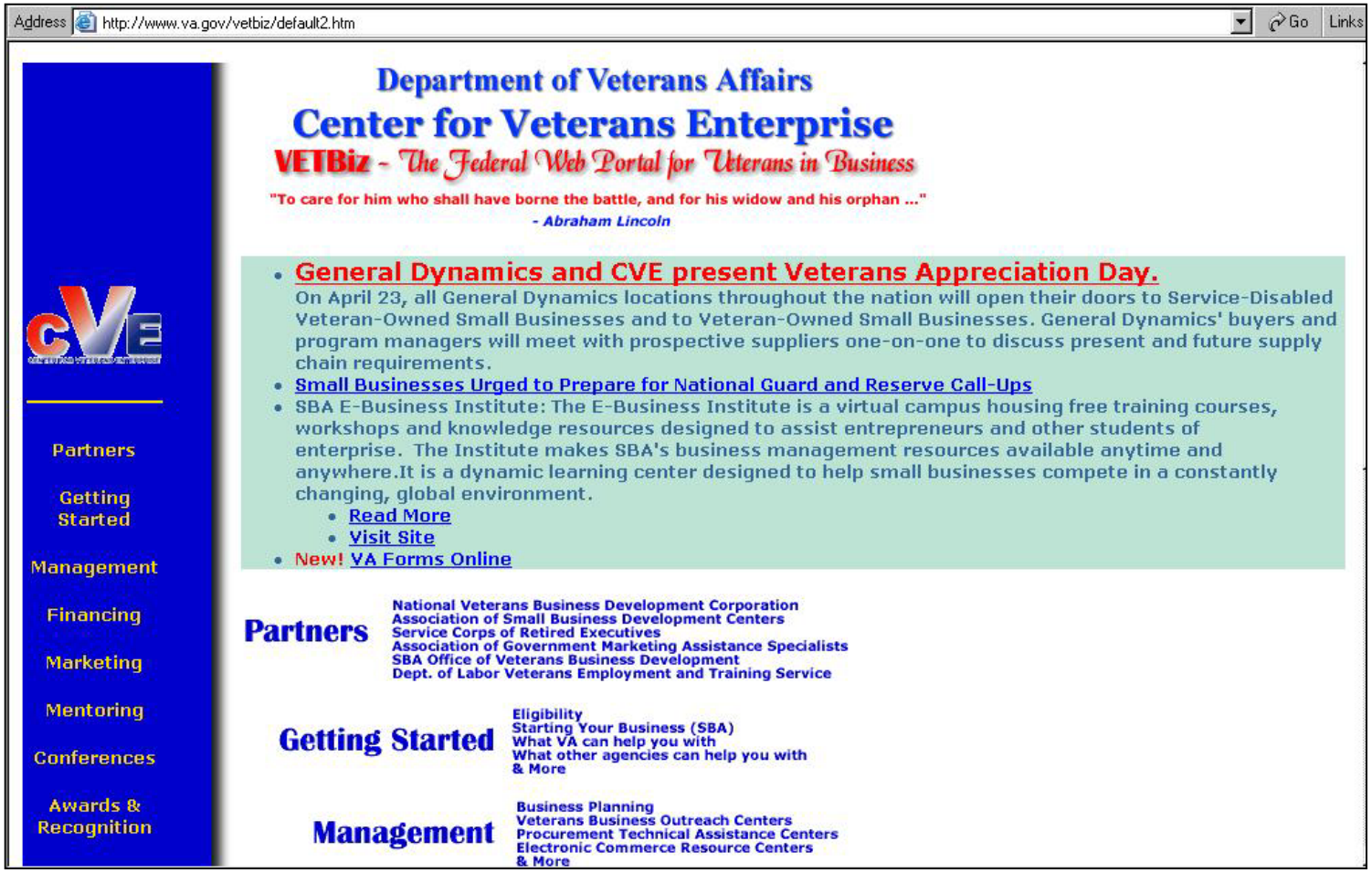


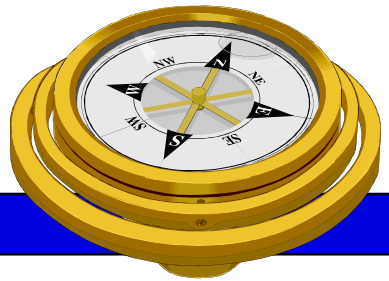
SBA VETS

http://www.sba.gov/VETS/

Veteran's Administration VETBIZ

http://www.va.gov/vetbiz/





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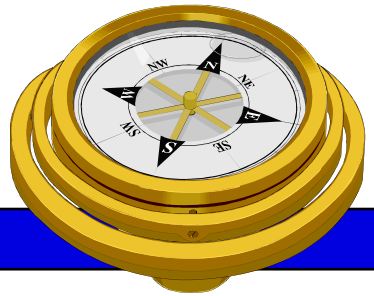
SBA SUB-Net

http://web.sba.gov/subnet/



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Market Your Business

Associations

AFCEA

NCMA

Conferences

Networking

Market Research

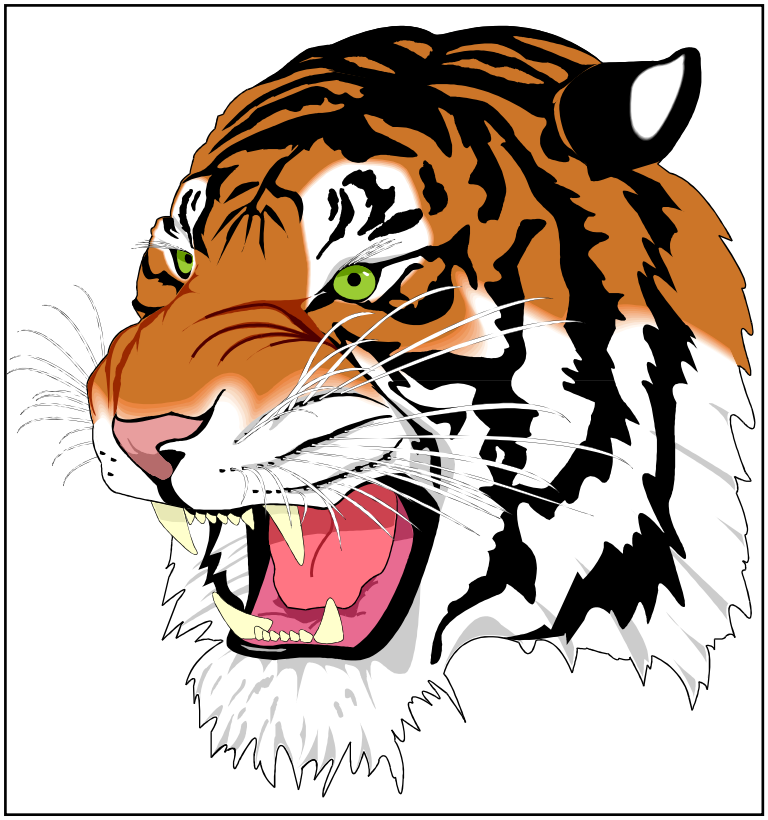
Targeted Sales Calls

Market Your Business

Focus!!!

Remember!!!

There are only two kinds of Companies.... the quick and the dead !



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www.gmu.edu/gmu/PTAP

"bringing business and government closer together"