Tips & Opportunities Available for Small Business

11th Annual Small Business Conference

McLean, Virginia

George Mason University

Procurement Technical Assistance Program

November 8, 2007

Procurement Technical Assistance Program

PTAP

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

DoD Defense Logistics Agency Procurement Technical Assistance Centers (PTACs)

There are currently, 92 Cooperative Agreements – or PTACs operating nationwide: statewide (40), regional (46), and native american tribal (6) programs in over 250 local offices in 46 states and Puerto Rico.

Last year, PTAC clients were awarded contracts totaling $13.328 billion, creating or retaining 417,425 jobs

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**
- **FAIRFAX INNOVATION CENTER**

Procurement Technical Assistance Program

http://www.VAPTAP.org

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

Other PTAC's

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

PTAC Services

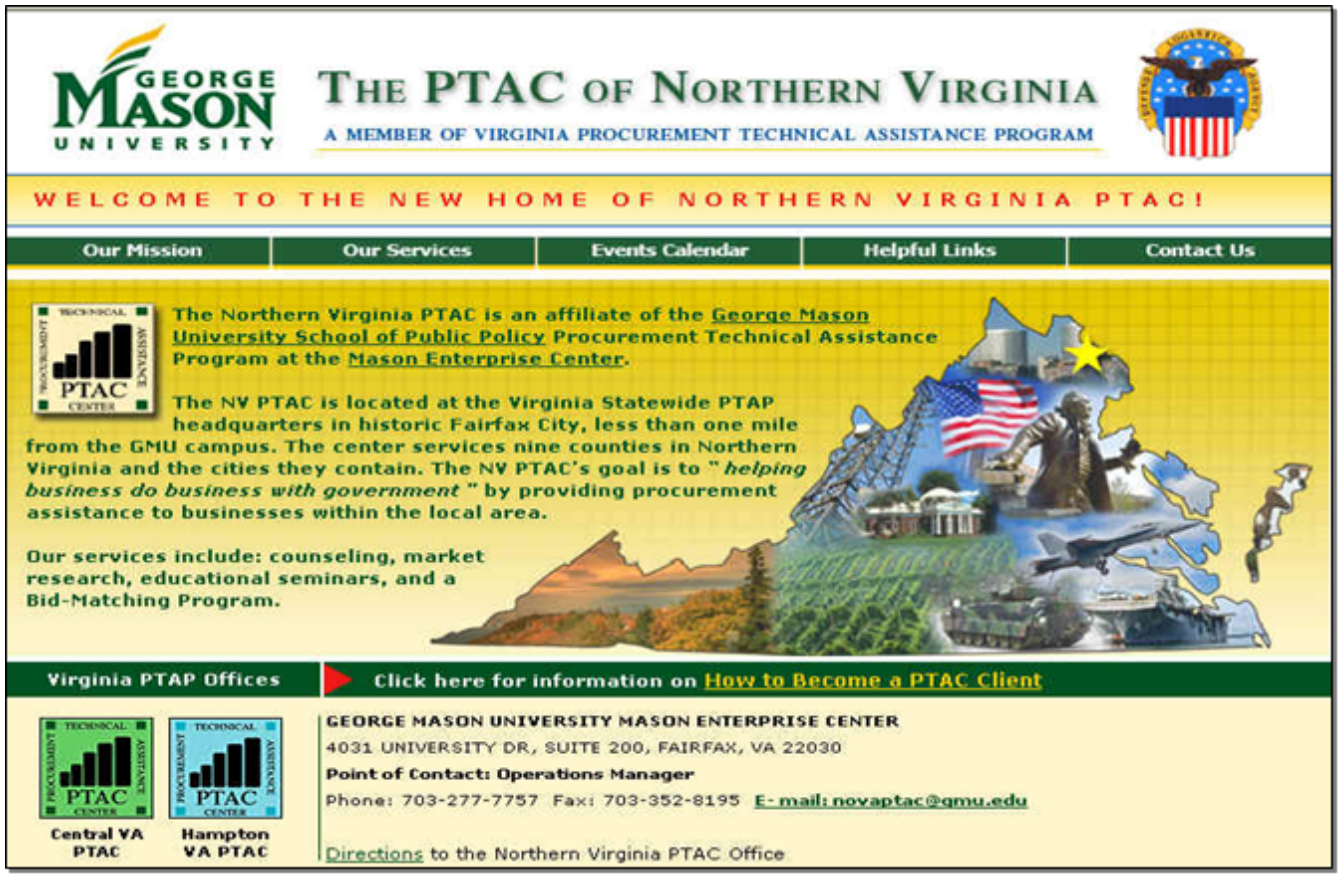
- Outreach
  - Seminars & Conferences (sponsor and participant)
  - Associations (networking and participation)
- Education
- Counseling

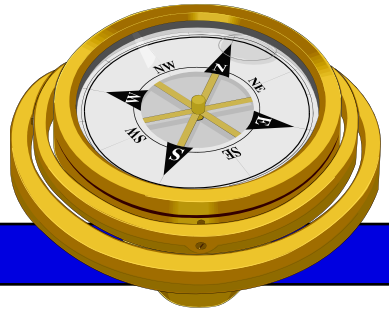
PTAC Services (Cont'd)

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

Northern Virginia PTA Center

http://www.novaptac.org





How To Get Started?

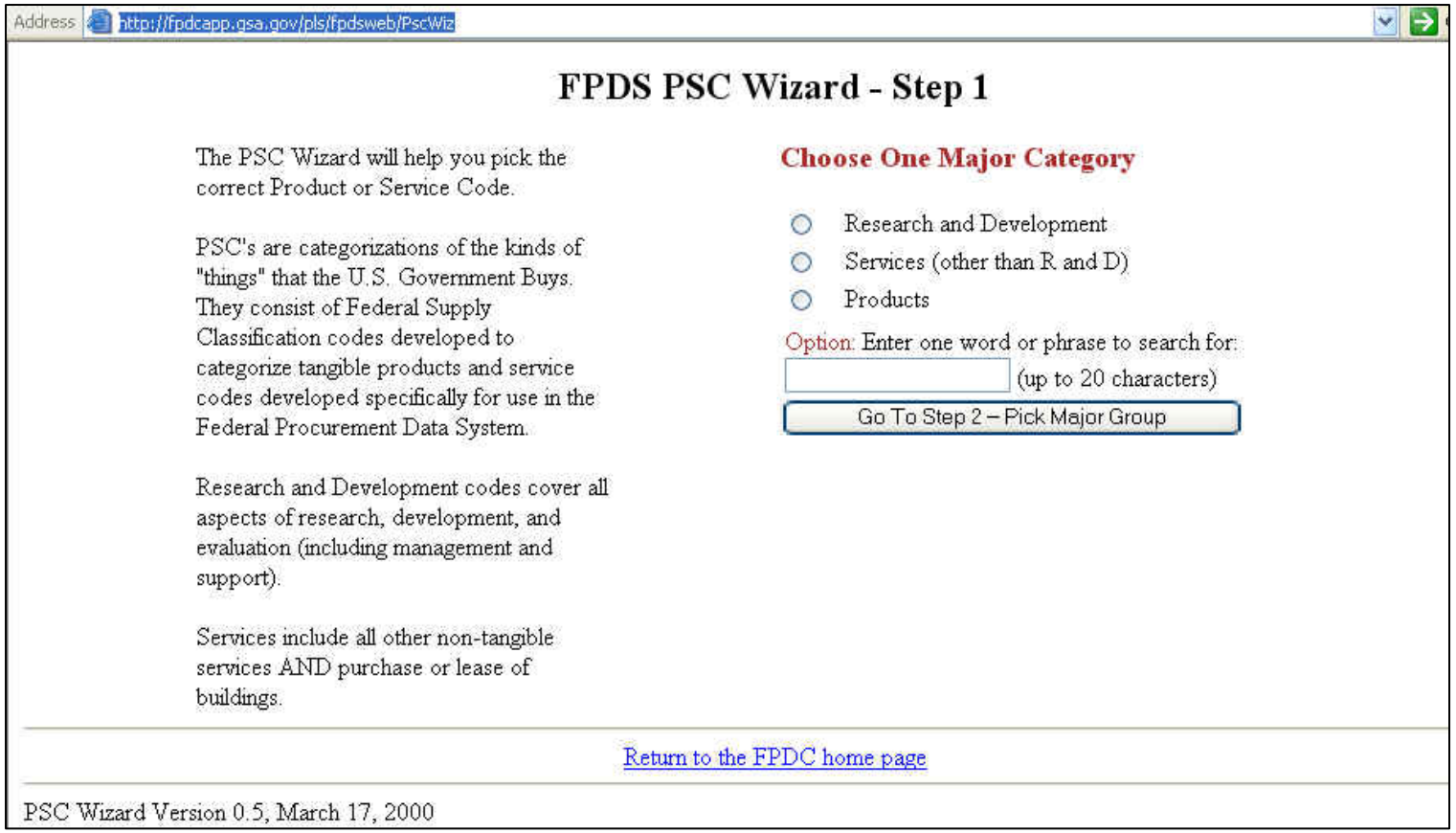
- ✓ Identify your product or service *(NAICS/FSC)*
- ❑ Register
- ❑ Determine who buys your goods or services
- ❑ Familiarize yourself with government contracting procedures.
- ❑ Seek additional assistance as needed.
- ❑ Explore subcontracting/teaming opportunities
- ❑ ***Focus*** and Market your firm

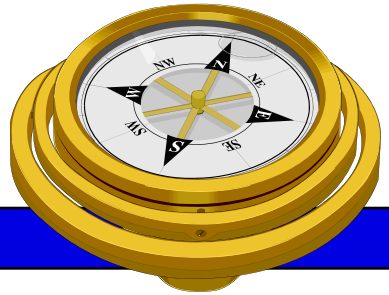
North American Industry Classification System

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

Federal Supply Classification

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





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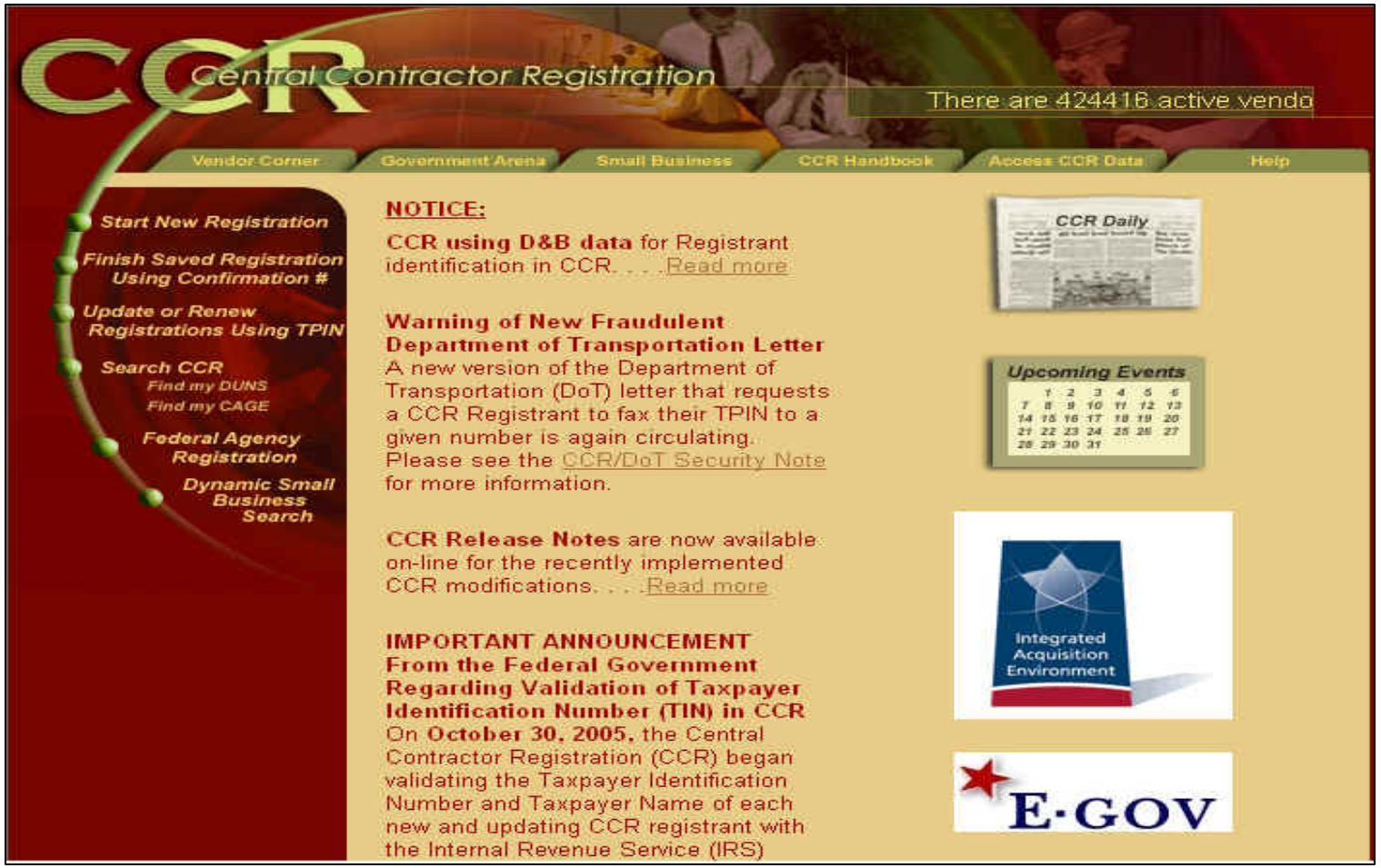
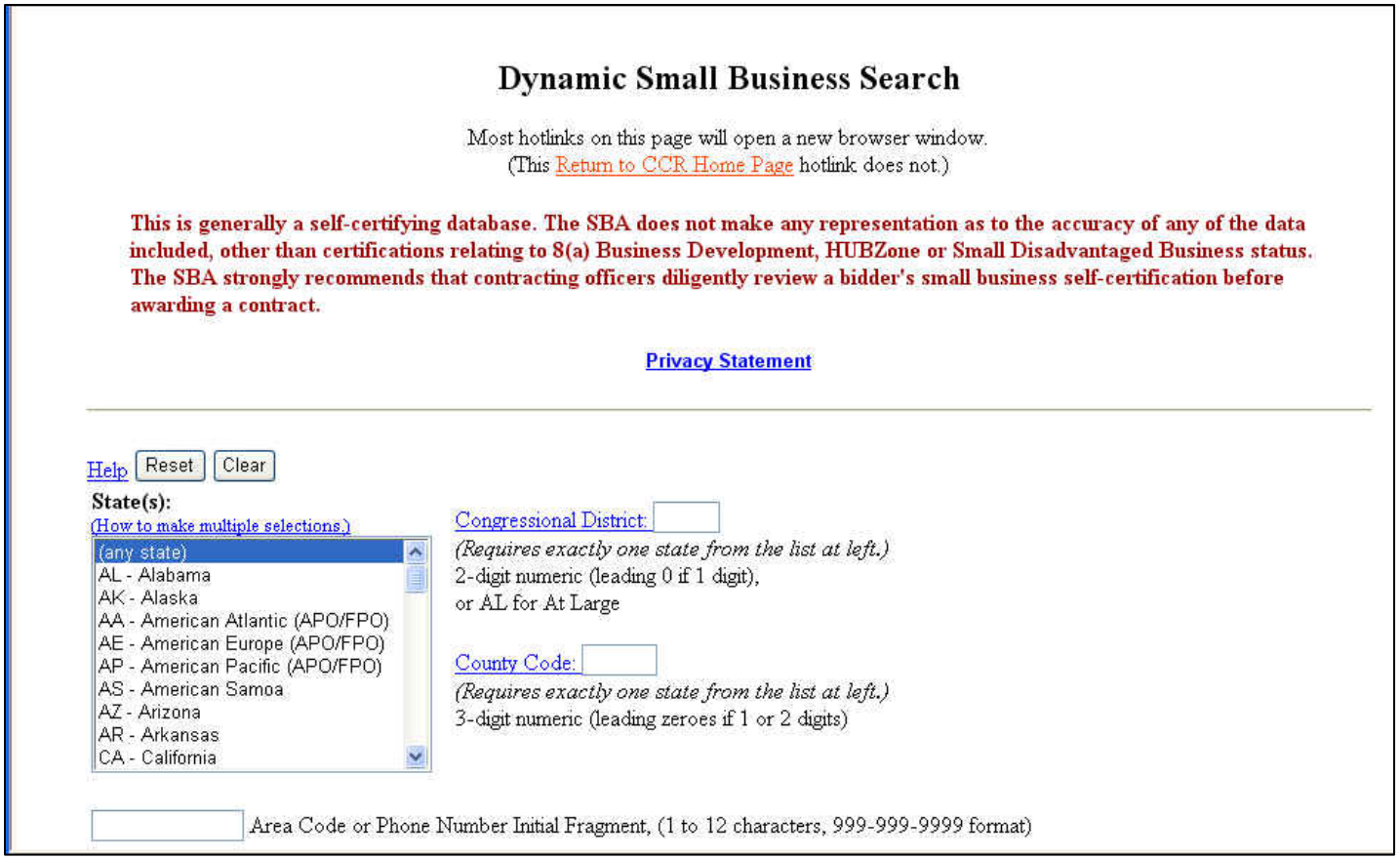
Central Contractor Registration

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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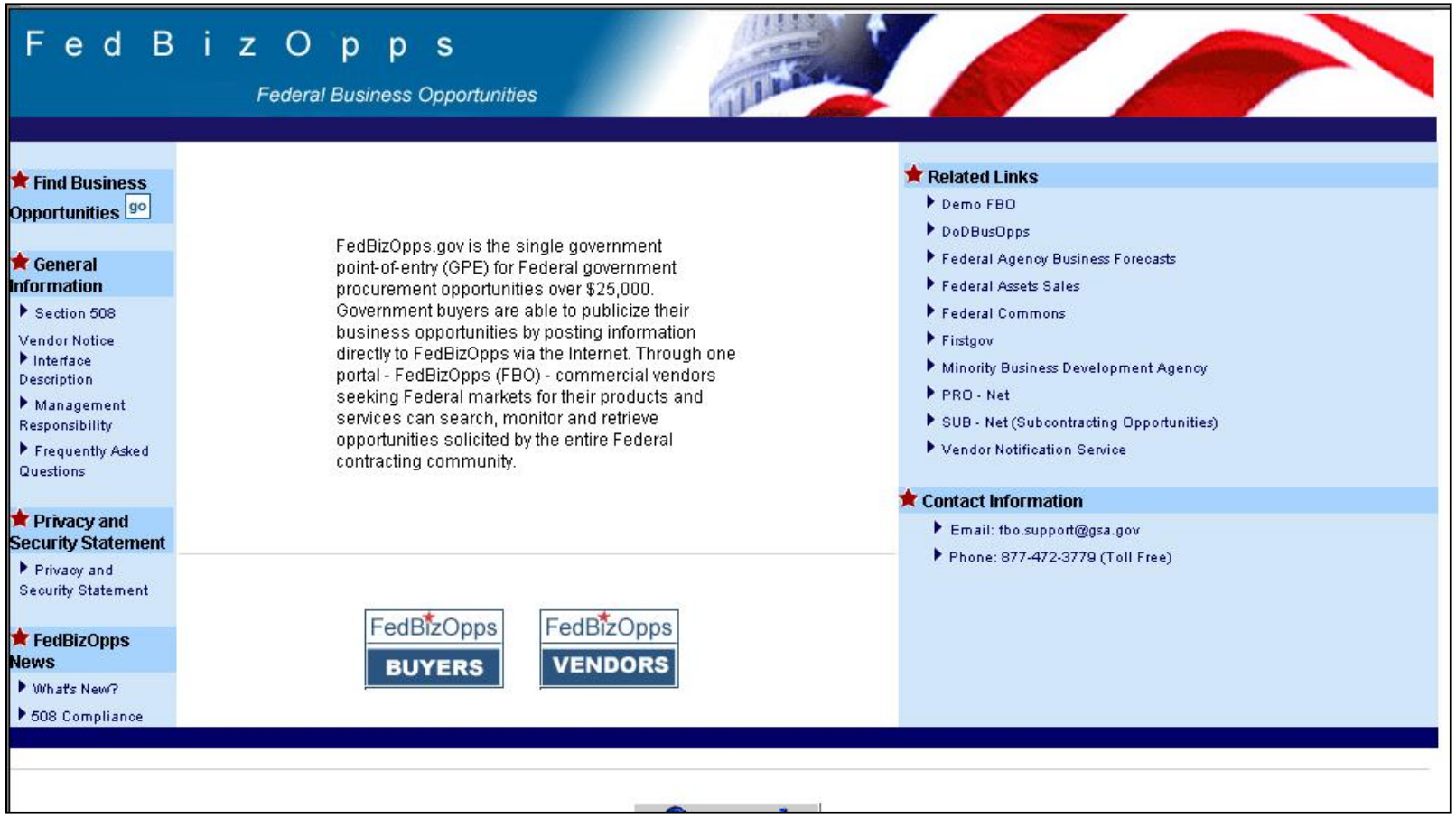
FedBizOpps

http://www.fedbizopps.gov/



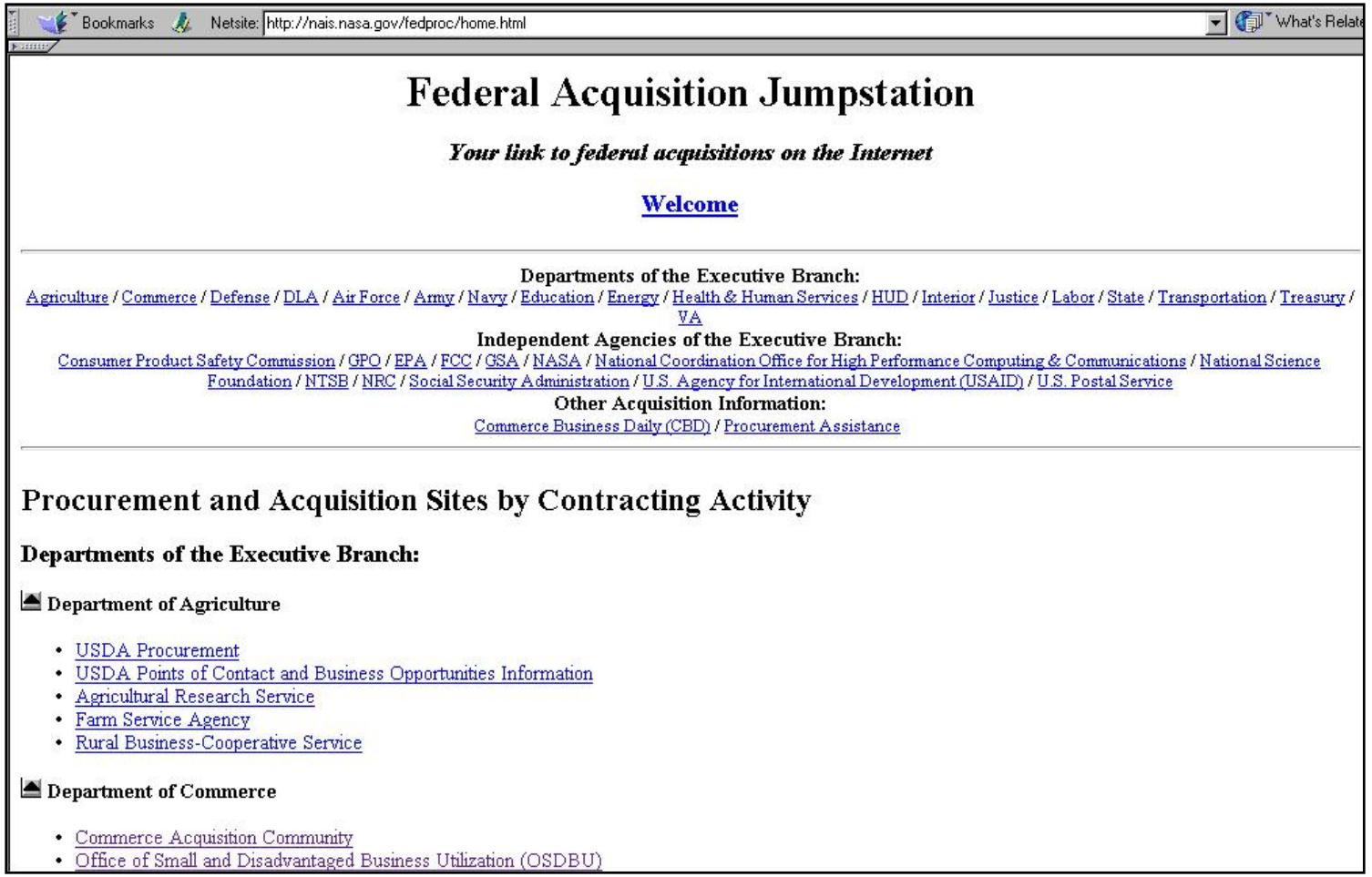
Federal Procurement Data System*

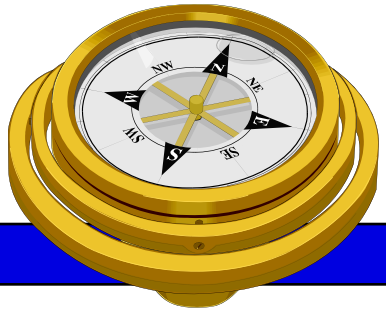
http://www.fpds.gov

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

Federal Acquisition Jumpstation

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





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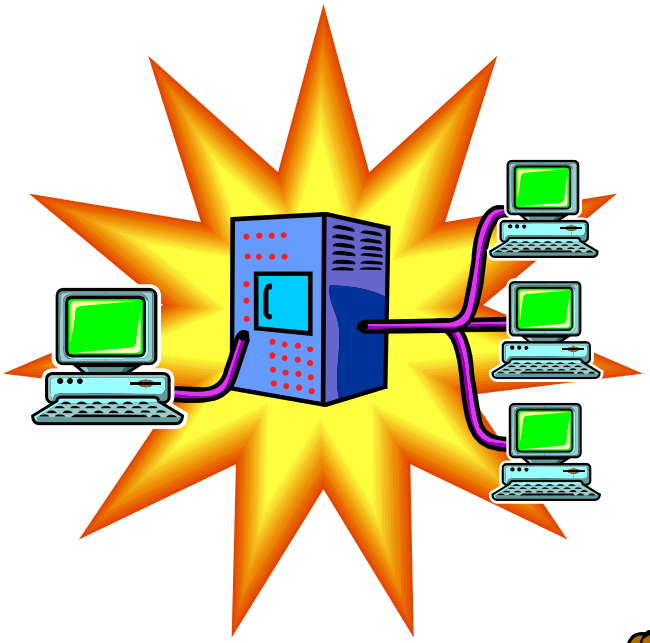
Federal Purchase Thresholds

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



- **Micro-purchase < $2500**

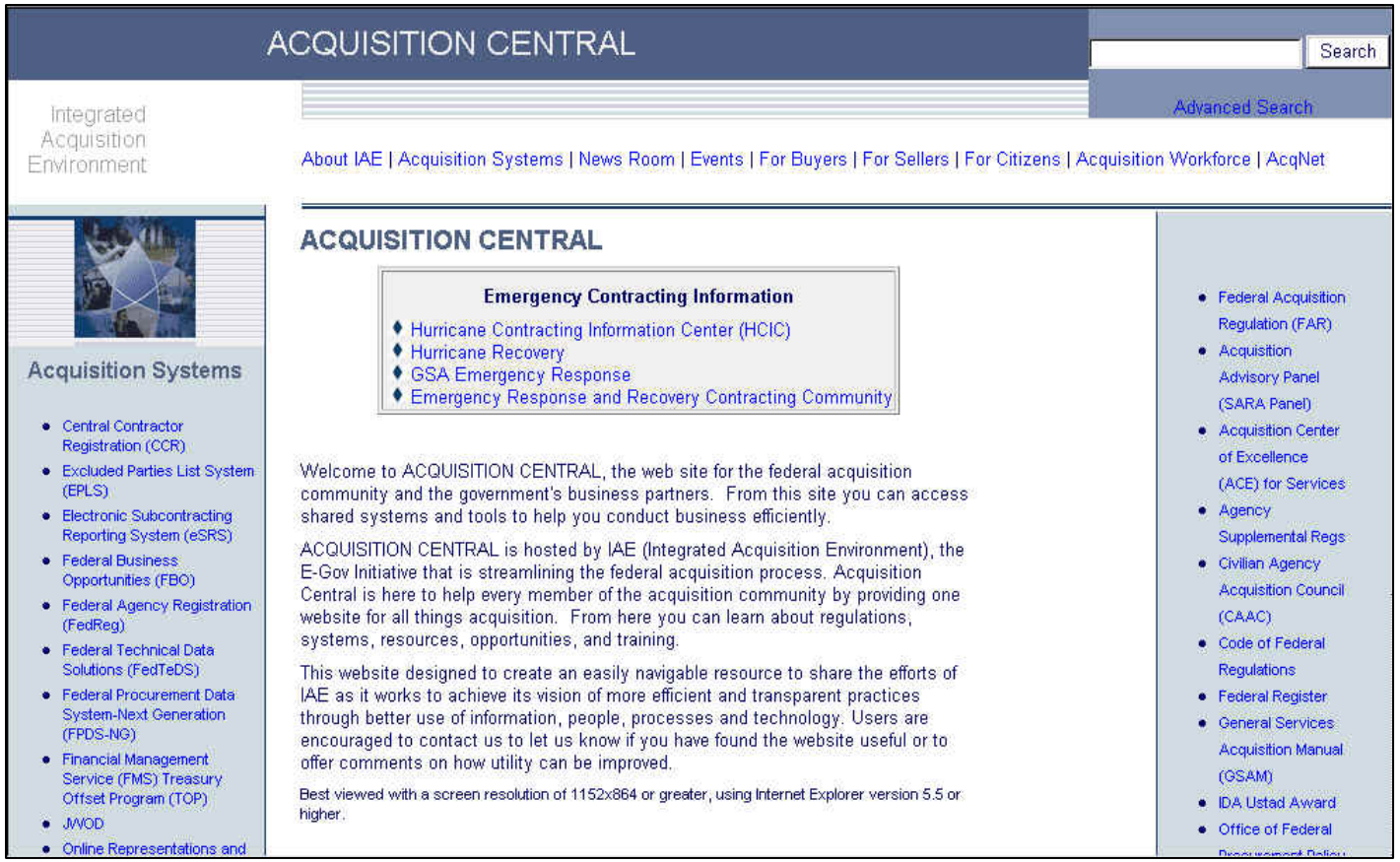
Federal Acquisition Regulations

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

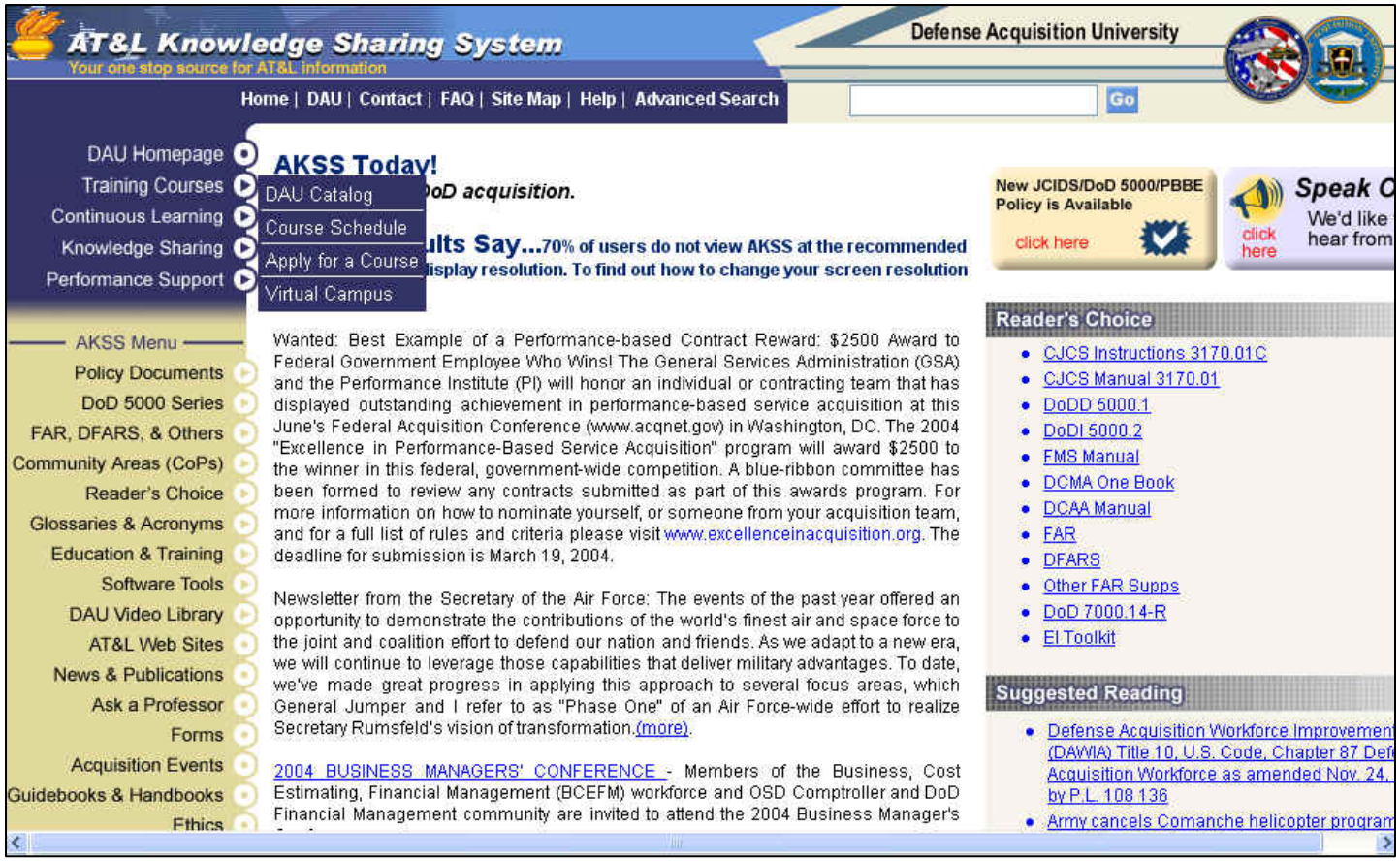
Acquisition Central

http://www.arnet.gov/



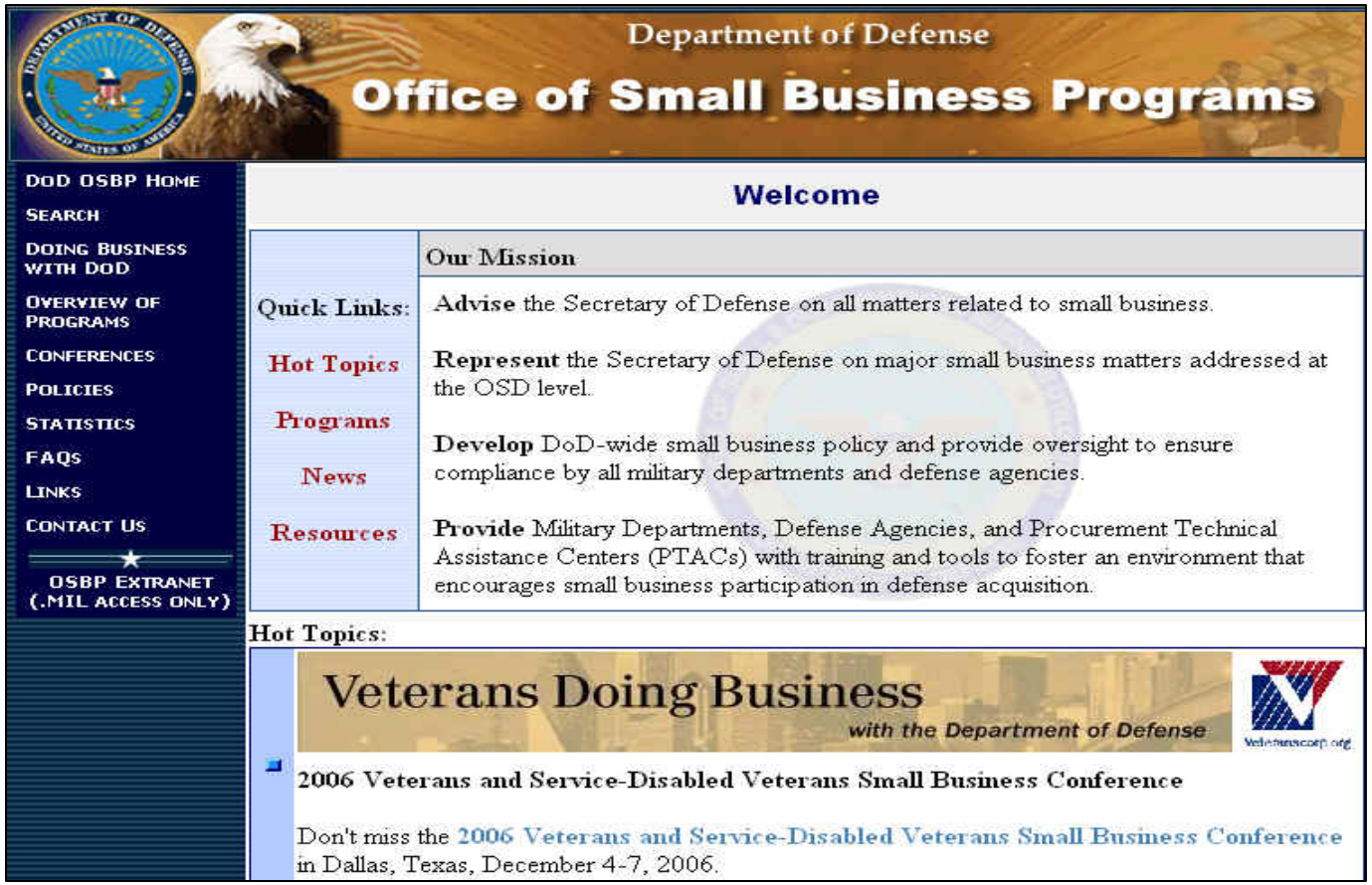
Acquisition Knowledge Sharing System

http://akss.dau.mil/



DOD OSBP

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



Army SADBU

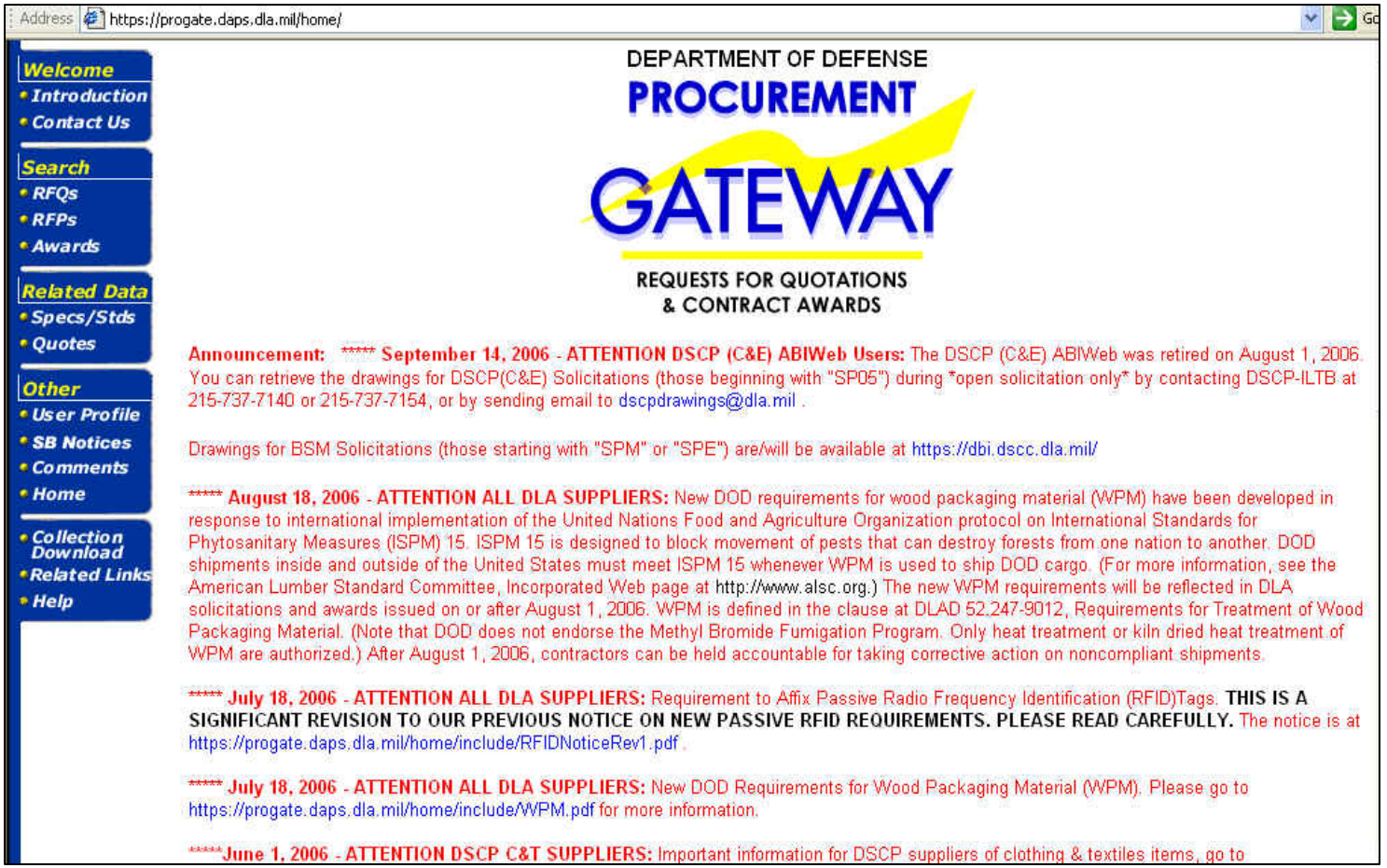
http://www.sellingtoarmy.info

Defense Logistics Agency

www.dla.mil

DoD Procurement Gateway

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

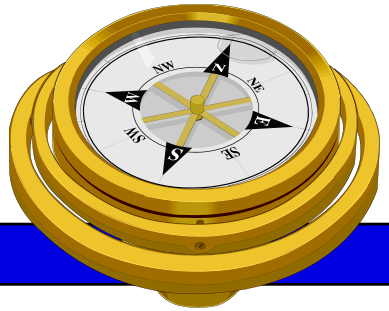


e-Tools…

- 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/

Federal OSDBU Directors Interagency Council

Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA
HHS - HUD - Interior - Justice - Labor - NASA - NRC - NSF - Smithsonian - Social Security - State
Transportation - Treasury - USAID - U.S. Postal Service - VA

[List of Federal OSDBU Offices]

About The Council

- Charter
- Executive Committee Members

General

- Outreach Events
- Success Stories
- Useful Links
- Summary Meeting 'Minutes'

Save the Date:
16th Annual OSDBU Procurement Conference will be held on Thursday, April 20, 2006 (Upper Marlboro, MD)

Commerce Secretary Gutierrez Announces Hurricane Contracting Information Center (HCIC), One-Stop Shop to Help U.S. Businesses Participate in Hurricane Rebuilding Efforts

The Department of Veterans Affairs' Center for Veterans Enterprise (CVE) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "VetBiz Vendor Information Pages (VIP)"

Key Issues and Topics

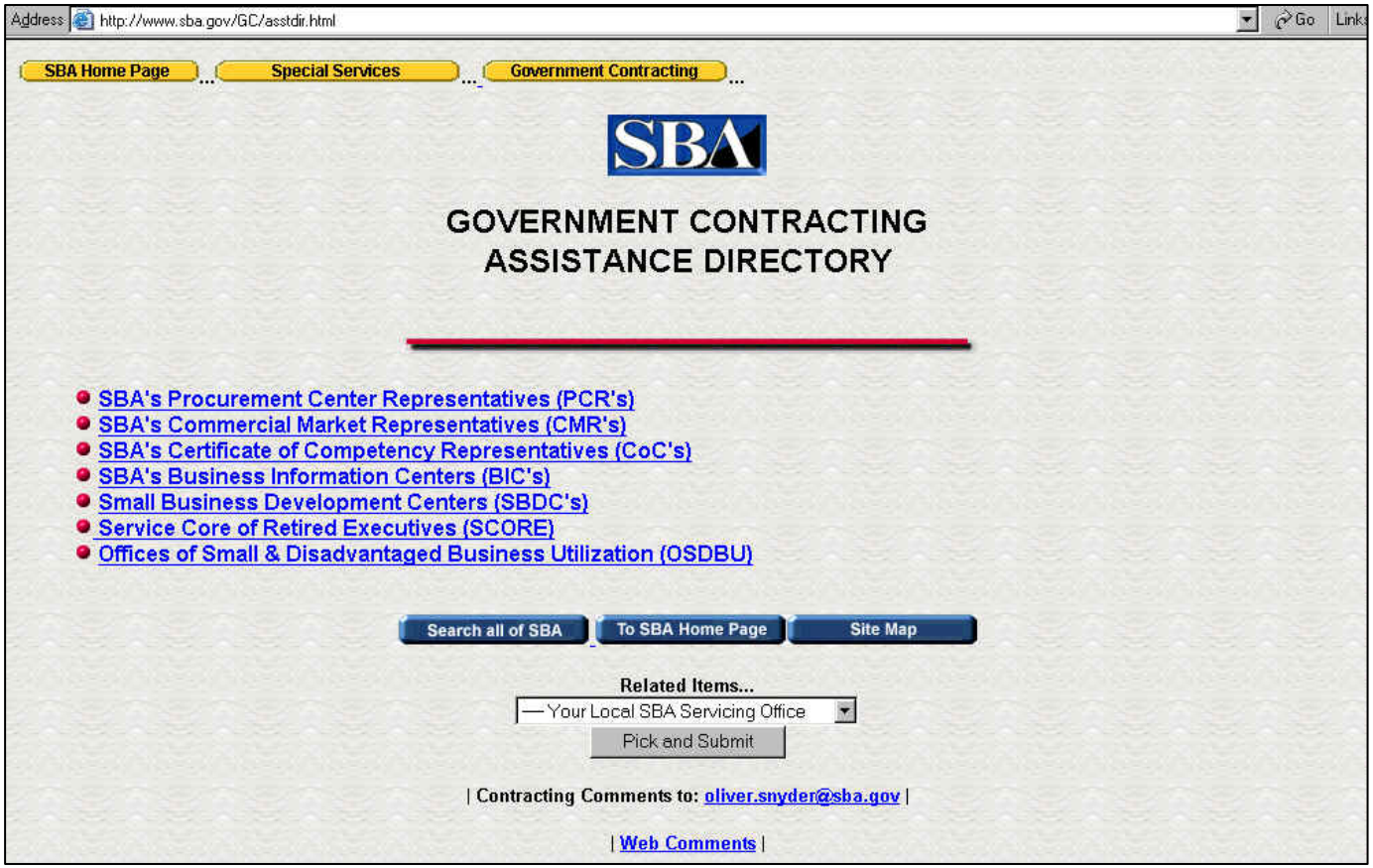
- News
- Bundling
- Competitive Sourcing
- Recertification
- President's Management Agenda

Working Groups

- Legislative

SBA Government Contracting Assistance Directory

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



Business.Gov

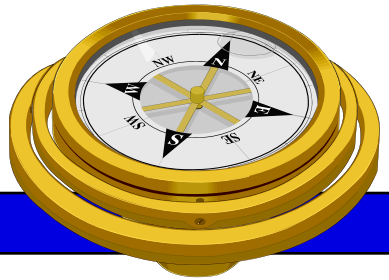
http://www.business.gov/

SBA SBDC Listings

http://www.sba.gov/sbdc

Veteran's Administration VETBIZ

http://www.vetbiz.gov/



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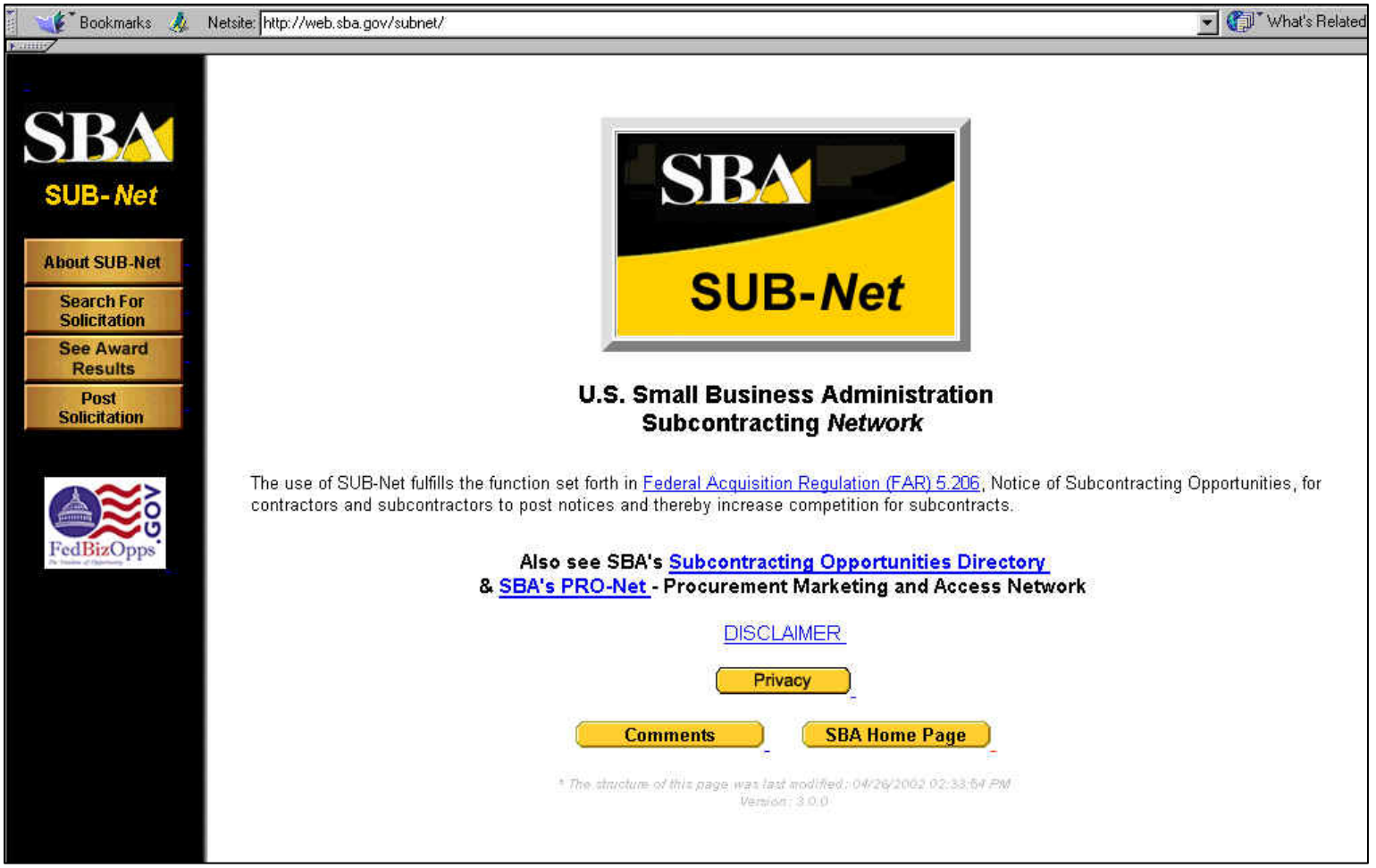
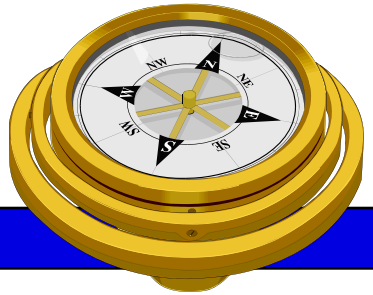
SBA SUB-Net

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





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Market Your Business

Associations

AFCEA

NCMA

Conferences

Networking

Market Research

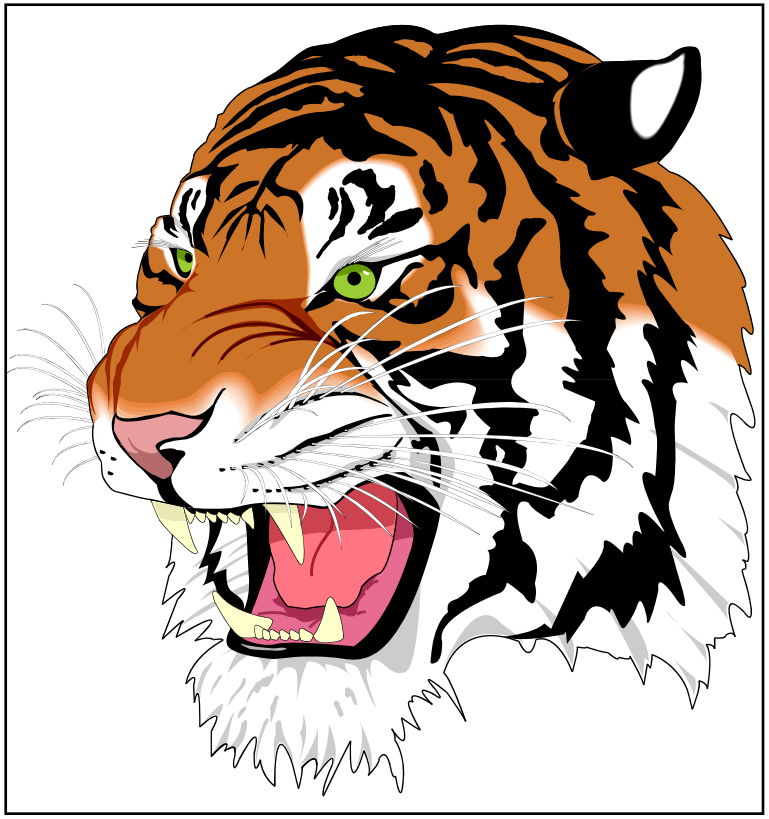
Targeted Sales Calls

Market Your Business

Focus!!!!

Remember!!!

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



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www.vaptap.org

“bringing business and government closer together”