The Procurement Technical Assistance Center (PTAC) Program

John Tamble, PTAC Program Manager
1. Department of Defense: $154,400,000
2. Department of Energy: $19,000,000
3. General Services Administration: $12,400,000
4. NASA: $11,500,000
5. Health & Human Services: $5,400,000
6. Veterans Affairs: $4,600,000
7. Department of Justice: $4,100,000
8. Department of Transportation: $3,500,000
9. Department of Agriculture: $3,400,000
10. Department of Treasury: $3,300,000
TOTAL: $234.9 billion
What is PTAC?

- PTAC was designed to assist businesses (focusing on small businesses) with federal, state and local government contracting.
- The program is funded by both the federal government and the Snohomish County Economic Development Council.
Bid Match

- Electronically search government websites for contracting opportunities
- Search procurement websites such as FedBizOpps, the Procurement Gateway, NECO (Navy), Washington State Department of GA
- Can tailor bid match to each company
- Bids notices are sent to clients via email
- Bid match limitations: bids must be listed on a website
Interpretation of Solicitations

- Assistance with deciphering government contracts
- Contracting Clauses
- Federal Acquisition Regulations
- Format
Government Registrations

- Central Contractor Registration (CCR)
- Small Disadvantaged Business certification
- 8 (a) Business Development certification
- HUBZone certification
- OMWBE certifications
- GSA Federal Supply Schedule Program
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Snohomish County Economic Development Council
Training & Seminars

- PTAC Seminars: Local Procurement, Construction Contracting, Doing Business with the Navy, Contracting 101, Prime Contractor Procurement, GSA/SBA/PTAC Networking Event, Alliance
What does the government buy?

- Assistance in determining if there is a need for your products or services in the government
- Assistance in determining who are your key markets
How to get started

- Contact your local PTAC and determine if government contracting is the right step for your business
- To find the PTAC closest to you, go to www.sellingtothegovernment.net/ptac
- Fill out enrollment form
- Complete necessary registrations
PTAC Successes

- Washington State PTAC clients received over $89 million in government contracts in 2003
  - Agriculture, Forestry & Fishing: $141,341
  - Construction: $70,676,846
  - Manufacturing: $16,837,532
  - Wholesale Trade: $1,159,813
  - Retail: $162,332
  - Telecommunication: $153,404
  - Professional, Scientific & Management: $462,729
  - Education/Healthcare: $7,864
  - Arts & Entertainment: $57,847
  - Other Services: $127,631

**TOTAL: $89,787,339**
QUESTIONS?

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