



The Procurement Technical Assistance Center (PTAC) Program



Snohomish County EDC

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Top Ten Federal Spenders (in billions)



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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?



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- 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



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- 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



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

Government Registrations



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- Central Contractor Registration (CCR)
- Small Disadvantaged Business certification
- 8 (a) Business Development certification
- HUBZone certification
- OMWBE certifications
- GSA Federal Supply Schedule Program

GSA Advantage!

www.gsaadvantage.gov



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The screenshot shows the GSA Advantage! website interface. At the top, there is a navigation menu with links: * GSA * Advantage! * Security * What's New * e-Buy * e-Library * Customer Service * Help/FAQ. Below the menu is the GSA Advantage! logo and the tagline "...Working for the U.S. Government".

On the left, there is a "Login:" section with a form for "User ID" and "Password", a "Go!" button, and a link for "Forgot Your User ID or Password?". Below this is a "Register Here" link.

In the center, there is a large banner with the text "It's the NEW Advantage!". Below this is a paragraph: "The new log in process lets you customize your information. [Click here to assign a User ID and Password.](#)"

Below the paragraph is a box with the GSA Advantage! logo, the text "New and Improved Order History", a barcode, and a link "<click for details>".

On the right, there is a large image of a computer workstation with a monitor, keyboard, and mouse, set against a background of an American flag.

At the bottom left, there is a section titled "5 ways to shop Advantage! now" with two numbered items:

1. Search/Browse: Includes a search input field and a link to "Advanced Search".
2. Quick Order: Includes input fields for "Enter NSN" and "Enter Quantity".

On the right side of the bottom section, there is a "Go!" button, a link to "View a Tutorial of the 'new' GSA Advantage!", a "Requisition Status" button, and another "Go!" button followed by the text "Shop Advantage! for: * Advantage! will custom tailor information".

Training & Seminars



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

Marketing Assistance



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- 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



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- 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



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- 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: \$7864
 - Arts & Entertainment: \$57,847
 - Other Services: \$127,631

TOTAL: \$89,787,339

QUESTIONS?



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