



The Well Kept Secret:

DLA's

Procurement Technical Assistance Centers

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What is APTAC?

National Association of the Procurement Technical Assistance Centers

- Members include over 515 dedicated procurement professionals
- National voice of the PTACs and the needs of small businesses in the government marketplace
- Provides networking, continuing education and real-time acquisitions updates for PTAC personnel.



The Procurement Technical Assistance Program

- Authorized by Congress in 1985 to provide technical support to businesses wishing to participate in the government marketplace.
- Administered by DoD's Defense Logistics Agency



Procurement Technical Assistance Centers (PTACs)

There are currently, 96 Cooperative Agreements – or PTACs – operating nationwide

- Statewide (47)
- Regional (46)
- Native American Tribal (3)
- Over 250 local offices serving 46 states and Puerto Rico



PTACs Serve America

- PTACs Serve Small Business
 - 200,000 Counseling sessions
 - 60,000 active small businesses clients each year
- PTACs Serve Prime Contractors
 - Assistance in locating viable subcontractors
 - Provide timely training on specific topics
- PTACs serve the Federal Government
 - RFID (Radio Frequency Identification)
 - UID (Unique Identification)
 - WAWF (Wide Area Workflow)



PTACs Helping the Katrina/Rita Emergencies

- Providing assistance/guidance to small businesses interested in the relief effort
- Federal/state procurement streamlined, many not advertised – due to time limitations
- Responding to the needs of prime contractors
- Providing qualified counselors – rotating volunteer counselors/staff nationwide to assist our PTAC family.



PTACs Assist in Determining Suitability for Contracting

- Not all small businesses should do business with Federal Government! PTAC can help determine suitability.
- Rule of thumb: Small business should have at least 1-3 years of successful operation.
- PTAC counselor will assist in completion of necessary paperwork to receive services and begin identification of potential contracts.



PTACs offer a wide range of services, many free of charge, including:

- one-on-one procurement counseling
- training and outreach on a variety of procurement related topics
- RFID (Radio Frequency Identification)
- Basics of Government Contracting & Payment
- Military Packaging
- Proposal Preparation and Review
- Developing Quality Plans
- Bidder registrations and certifications
- Computerized Bid-Match Service
- Technical specifications and procurement histories



Good News!

- In 2005, PTAC clients were awarded and reported more than 94,000 contracts totaling \$13.645 billion, creating or retaining 321,000 jobs
- This represents a return of \$611.85 for every federal dollar spent on the program



To Locate a PTAC near you

- www.aptac-us.org
- www.dla.mil/db/procurem.htm
- or: Terri Bennett
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The University of Tennessee (UT)

Center for Industrial Services (CIS)

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