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

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
Procurement Technical Assistance Program

http://www.VAPTAP.org

The Virginia statewide PTAP at George Mason University’s School of Public Policy Mason Enterprise Center is a non-profit program funded by the Defense Logistics Agency, George Mason University and the Center for Innovative Technology.

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.

All centers provide services that help businesses do business with government at the Federal, State, and Local level.

Virginia PTAP Satellite Offices | Other Regional PTAC’s
---|---
Central VA PTAC | Other Regional PTAC’s
Northern VA PTAC |
Hampton Roads PTAC |

Last Updated: May 31, 2006

Some photos provided by the Virginia Tourism Corporation
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

The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTAs are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS

<table>
<thead>
<tr>
<th>ALABAMA</th>
<th>ALASKA</th>
<th>ARIZONA</th>
<th>ARKANSAS</th>
<th>CALIFORNIA</th>
</tr>
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<tbody>
<tr>
<td>COLORADO</td>
<td>CONNECTICUT</td>
<td>DELAWARE</td>
<td>DISTRICT OF COLUMBIA</td>
<td>FLORIDA</td>
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<td>GEORGIA</td>
<td>HAWAII</td>
<td>IDAHO</td>
<td>ILLINOIS</td>
<td>INDIANA</td>
</tr>
</tbody>
</table>
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

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS on the move. Revisions are set for NAICS 2002. Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

A new North American Product Classification System (NAPCS) is presently under development, with initial focus on products of service industries. (NAPCS will focus on manufacturing products at a later date, for existing census codes, see the Numerical list of Manufactured and Mineral Products.)

Measuring electronic business is a major challenge for future statistical programs. Review the latest data as well as papers describing Census Bureau plans and issues.

The bridge between NAICS and SIC provides 1997 Economic Census data NAICS by SIC and SIC by NAICS, and reveals relationships not identified in the NAICS Manual.

The official 1997 US NAICS Manual North American Industry Classification System--United States, 1997 includes definitions for each industry, tables showing correspondence between 1997 NAICS and 1987 SICs, and a comprehensive index--features also available at this web site. To order the 1250-page Manual in print or on CD-ROM, call NTIS at (800) 553-6847 or (703) 605-6000, or visit the NTIS web site.

The list of 1997 NAICS codes, tables showing correspondence between NAICS and SIC, and other files...
Federal Supply Classification

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

The PSC Wizard will help you pick the correct Product or Service Code.

PSC's are categorizations of the kinds of "things" that the U.S. Government Buys. They consist of Federal Supply Classification codes developed to categorize tangible products and service codes developed specifically for use in the Federal Procurement Data System.

Research and Development codes cover all aspects of research, development, and evaluation (including management and support).

Services include all other non-tangible services AND purchase or lease of buildings.

Choose One Major Category

- Research and Development
- Services (other than R and D)
- Products

Option: Enter one word or phrase to search for: (up to 20 characters)

Go To Step 2 – Pick Major Group

PSC Wizard Version 0.5, March 17, 2000
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Central Contractor Registration

http://www.ccr.gov/

NOTICE:
CCR using D&B data for Registrant identification in CCR. ...Read more.

Warning of New Fraudulent Department of Transportation Letter
A new version of the Department of Transportation (DoT) letter that requests a CCR Registrant to fax their TPIN to a given number is again circulating. Please see the CCR/DoT Security Note for more information.

CCR Release Notes are now available on-line for the recently implemented CCR modifications. ...Read more.

IMPORTANT ANNOUNCEMENT
From the Federal Government Regarding Validation of Taxpayer Identification Number (TIN) in CCR
On October 30, 2005, the Central Contractor Registration (CCR) began validating the Taxpayer Identification Number and Taxpayer Name of each new and updating CCR registrant with the Internal Revenue Service (IRS).
Dynamic Small Business Search

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

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

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern’s latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
http://www.sba.gov/size/part121sects.html

The three-year average annual receipts (AAR) means “total income” or “gross income” plus “cost of goods sold” as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm’s last three completed fiscal years. Travel,
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FedBizOpps
http://www.fedbizopps.gov/

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over $25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.
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

Procurement and Acquisition Sites by Contracting Activity

Departments of the Executive Branch:

- Department of Agriculture
  - USDA Procurement
  - USDA Points of Contact and Business Opportunities Information
  - Agricultural Research Service
  - Farm Service Agency
  - Rural Business Cooperative Service

- Department of Commerce
  - Commerce Acquisition Community
  - Office of Small and Disadvantaged Business Utilization (OSDBU)
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Federal Purchase Thresholds

- Greater than $100,000
- Simplified Acquisition Threshold $100,000
- Small Purchase Threshold < $25,000
- Micro-purchase < $2500
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/

Welcome to ACQUISITION CENTRAL, the web site for the federal acquisition community and the government’s business partners. From this site you can access shared systems and tools to help you conduct business efficiently.

ACQUISITION CENTRAL is hosted by IAE (Integrated Acquisition Environment), the E-Gov Initiative that is streamlining the federal acquisition process. Acquisition Central is here to help every member of the acquisition community by providing one website for all things acquisition. From here you can learn about regulations, systems, resources, opportunities, and training.

This website is designed to create an easily navigable resource to share the efforts of IAE as it works to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology. Users are encouraged to contact us to let us know if you have found the website useful or to offer comments on how utility can be improved.

Best viewed with a screen resolution of 1152x864 or greater, using Internet Explorer version 5.5 or higher.
Acquisition Knowledge Sharing System

http://akss.dau.mil/

Wanted: Best Example of a Performance-based Contract Reward: $2000 Award to Federal Government Employee Who Wins! The General Services Administration (GSA) and the Performance Institute (PI) will honor an individual or contracting team that has displayed outstanding achievement in performance-based service acquisition at this June’s Federal Acquisition Conference (www.acconet.gov) in Washington, DC. The 2004 “Excellence in Performance-Based Service Acquisition” program will award $2500 to the winner in the federal government-wide competition. A blue-ribbon committee has been formed to review and rank contracts submitted as part of this awards program. For more information on how to nominate yourself, or someone from your acquisition team, and for a full list of rules and criteria please visit www excellenceinaquisition.org. The deadline for submission is March 19, 2004.

Newsletter from the Secretary of the Air Force: The events of the past year offered an opportunity to demonstrate the contributions of the world’s finest air and space force to the joint and coalition effort to defend our nation and friends. As we adapt to a new era, we will continue to leverage those capabilities that deliver military advantages. To date, we’ve made great progress in applying this approach to several focus areas, which General Jumper and I refer to as “Phase One” of an Air Force-wide effort to realize Secretary Rumsefield’s Vision of Transformation (http://).
DOD OSBP

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

Welcome

Our Mission

Advise the Secretary of Defense on all matters related to small business.

Represent the Secretary of Defense on major small business matters addressed at the OSD level.

Develop DoD-wide small business policy and provide oversight to ensure compliance by all military departments and defense agencies.

Provide Military Departments, Defense Agencies, and Procurement Technical Assistance Centers (PTACs) with training and tools to foster an environment that encourages small business participation in defense acquisition.

Hot Topics:

Veterans Doing Business

2006 Veterans and Service-Disabled Veterans Small Business Conference

Don’t miss the 2006 Veterans and Service-Disabled Veterans Small Business Conference in Dallas, Texas, December 4-7, 2006.
Army SADBU

http://www.sellingtoarmy.info
DoD Procurement Gateway

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

Welcome
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- RFIs
- Awards

Related Data
- Specs/Stds
- Quotes

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- Download
- Related Links
- Help

DEPARTMENT OF DEFENSE
PROCUREMENT
GATEWAY
REQUESTS FOR QUOTATIONS & CONTRACT AWARDS

Announcement: ***** September 14, 2006 - ATTENTION DSCP (C&E) ABIWeb Users: The DSCP (C&E) ABIWeb was retired on August 1, 2006. You can retrieve the drawings for DSCP(C&E) Solicitations (those beginning with "SP05") during "open solicitation only" by contacting DSCP-ILTB at 215-737-7142 or 215-737-7154, or by sending email to dsccdrawing@dla.mil.

Drawings for BSM Solicitations (those starting with "SPM" or "SPE") are/will be available at https://dladssc.dla.mil/

***** August 18, 2006 - ATTENTION ALL DLA SUPPLIERS: New DOD requirements for wood packaging material (WPM) have been developed in response to international implementation of the United Nations Food and Agriculture Organization protocol on International Standards for Phytosanitary Measures (ISPM) 15. ISPM 15 is designed to block movement of pests that can destroy forests from one nation to another. DOD shipments inside and outside of the United States must meet ISPM 15 whenever WPM is used to ship DOD cargo. (For more information, see the American Lumber Standard Committee, Incorporated Web page at http://www.alsc.org.) The new WPM requirements will be reflected in DLA solicitations and awards issued on or after August 1, 2006. WPM is defined in the clause at DLAD 52.247-3012, Requirements for Treatment of Wood Packaging Material. (Note that DOD does not endorse the Methyl Bromide Fumigation Program. Only heat treatment or kiln dried heat treatment of WPM are authorized.) After August 1, 2006, contractors can be held accountable for taking corrective action on noncompliant shipments.


***** June 1, 2006 - ATTENTION DSCP C&T SUPPLIERS: Important information for DSCP suppliers of clothing & textiles items, go to
e-Tools...

- www.gsa.gov
- www.gsa.gov/
  - schedules
  - elibrary
  - gsaadvantage
  - vsc
- fsstraining.gsa.gov
Welcome!

Schedules e-Library is your source for the latest GSA and VA schedules contract award information! Now, schedule customers have a centralized source for researching GSA and VA schedules 24 hours a day! Schedules e-Library contains basic ordering guidelines, complete schedule listings, and a powerful search engine. The Schedules e-Library is updated daily to provide you with the latest award information. Schedules e-Library will also link you directly to our premier e-commerce shopping site - GSA Advantage! where you can place your order today!

What are you Searching For?

Enter keywords, contract number, contractor/manufacturer name, schedule number or SIN.

Search & Shop
GSA Advantage!

for Manufacturer Part Numbers and Product Names.

Privacy Statement
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OSDBU Interagency Council

http://www.osdbu.gov/

Federal OSDBU Directors Interagency Council


[ List of Federal OSDBU Offices ]

About The Council

- Charter
- Executive Committee Members

General

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

Key Issues and Topics

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

Working Groups

- Legislative

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)”
SBA Government Contracting Assistance Directory

http://www.sba.gov/gc/asstdir.html
SBA SBDC Listings

http://www.sba.gov/sbdc

A broadband service delivery network designed to make a significant strategic investment in building and enhancing local economies in the US, Puerto Rico, US Virgin Islands, Guam and American Samoa.

U.S. Small Business Administration
Small Business Development Centers (SBDC)

2003 Program Announcement For FY2004 or CY2004
PDF format
Veteran’s Administration VETBIZ

http://www.vetbiz.gov/

is a Veteran Resource Information web site designed to assist veteran entrepreneurs who want to start and expand their businesses in the Federal and private marketplace. This site provides up-to-the-minute information from the Federal Government as it pertains to Service Disabled and Veteran Owned Small Businesses. Please visit our "News and Information Page" for current releases.

We provide the following services FREE to all Honorably Discharged Veterans:

- **Vendor Information Pages** – a veteran business database that lists businesses that are 51% or more owned by veterans or service-connected disabled veterans. It is used to promote and market Veteran-Owned Small Businesses (VOSBs) and Service Disabled Veteran-Owned (SDVOSBs). This database is the number one source for Federal agencies looking for SDVOSB’s to comply with [Executive Order 13368](http://www.gpo.gov/fdsys/grantlaw.cfm?cldoc_num=2005-00008). The Vendor Information Pages (VIP) database averages over 4500 visits per month accounting for over 4100 vendor searches by Federal agencies, prime contractors and private citizens. This database is also the sole source for all inquiries for market research requested through The Center for
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The use of SUB-Net fulfills the function set forth in Federal Acquisition Regulation (FAR) 5.206, Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.
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Market Your Business

Associations
AFCEA  NCMA

Networking

Conferences

Market Research

Targeted Sales Calls
Market Your Business

Focus!!!!
Remember!!!

There are only two kinds of Companies.... the quick and the dead!
George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.vaptap.org

“bringing business and government closer together”