



# UAHuntsville

THE UNIVERSITY OF ALABAMA IN HUNTSVILLE

SMALL BUSINESS DEVELOPMENT CENTER

*PROCUREMENT TECHNICAL ASSISTANT CENTER*

## *What we can do for you!*

Presented by: Joseph Osborn, Procurement Business Counselor



AN INSTITUTIONAL MEMBER  
OF THE ALABAMA SMALL BUSINESS  
DEVELOPMENT CONSORTIUM

**U.S. Small Business Administration**



**Your Small Business Resource**



# INTRODUCTION

- Kannan Grant- Interim Director
- Jeff Smith- Associate Director
- Steve Briere- Associate Director
- Joseph Osborn- Procurement Business Counselor
- Mary Jane Fleming- Procurement Specialist
- Beverly Pike- Office Manager



## Welcome to the Office of Small Business Programs

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### PTAP

#### *What is the PTAP?*

The DoD Procurement Technical Assistance Cooperative Agreement Program was established by Congress in 1985. The purpose of the program is to generate employment and to improve the general economy of a locality by assisting business firms in obtaining and performing under federal, state, and local government contracts.



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD PTAP.

The Program is funded through a cost-sharing Cooperative Agreement with the Department of Defense to establish Procurement Technical Assistance Centers (PTACs), who are charged with assisting businesses in learning how to do business with federal, state, and local governments.

PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing their products and services. They offer training to businesses on how to research and bid on contracts, assist with registration requirements, provide bid-matching services, and assist with pre and post contracting issues.


#### **CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS**

[Click on your State for the location of the nearest PTAC](#)

[Information for PTAP funding recipients](#)



# ALABAMA PROCUREMENT TECHNICAL ASSISTANCE CENTER




The Alabama Procurement Technical Assistance Centers are part of a congressionally authorized initiative to assist businesses in marketing their goods and services to the U.S. Department of Defense, other federal agencies, and state and local governments. Each PTAC is dedicated to supporting our national security by ensuring a broad base of capable suppliers for the defense industry and other agencies, and to bringing the economic benefits of federal, state and local contracting to Alabama businesses.




# Alabama PTAC Background

- Approximately 1,000 small businesses use our government contracting bid matching service daily.
  - For FY2008 our clients from around the state received more than \$2.6 billion in contract awards.
  - The money generated from these contract awards created or retained over 52,464 jobs for Alabama workers.
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# UAHuntsville SBDC/PTAC Mission Statement




The UAH SBDC / PTAC is committed to helping small businesses to survive and thrive through comprehensive business counseling and training.





# UAHuntsville PTAC Background

- Serving small business owners and prospective government contractors in a 7 County area in Northeast Alabama.
  - The counties we service are:  
Cullman, DeKalb, Jackson, Limestone, Madison, Marshall, & Morgan.
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# UAHuntsville PTAC Background

*Work in conjunction with:*

- Small Business Administration (SBA)
  - Alabama Small Business Development Network
  - Local Chambers of Commerce
  - Lending Institutions
  - Federal, State, and Local Agencies
  - UAHuntsville
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# UAHUNTSVILLE PTAC BACKGROUND

UAHuntsville PTAC has an active clientele base of over 530 businesses. Over 460 businesses use our bid matching service daily.

For FY2009 UAHuntsville PTAC reported over \$400 million dollars in contracts awarded to our clients from local, state, and federal contracts, where they were either a prime or sub on the contract.

# SERVICES WE PROVIDE


## *One-on-One Counseling*

- Evaluate your firm's potential to compete in diverse government markets
- Assistance with 8(a) Business Development Program and HUBZone Certification
- Identify applicable small business socio-economic programs
- Analyze your competition
- Clarify government contracting requirements and regulations. (FAR-DFAR)
- Assist with marketing research and contact support (includes: contact information for Prime Contractors and Federal Agencies)
- Assist with your government contracting questions



# SERVICES WE PROVIDE

## *No-Cost Resources Include:*

- Company specific bid matching service
  - Government Specs and Tech Documents
  - Price and procurement histories
  - Lists of state and federal buying agency contacts
  - Lists of subcontracting contacts
  - Web site references
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# Training We Provide

In the up coming fiscal year we will be offering new and more diverse training courses that deal with a wide array of government contracting issues:

- DCAA Compliance
- DoD Mentor/Protégé
- GSA Schedule
- Government Contracting 101
- SBIR / STTR
- DIBBS
- Capability Statement Preparation
- Proposal Writing

# UAHUNTSVILLE PTAC BID MATCHING SERVICE

- Locates government bid opportunities and eliminates time consuming searches.
- Provides specific daily reports delivered via e-mail based on a bid match profile for your company set up by a PTAC counselor, which includes keywords describing your product/services, NAICS codes, Federal Supply Codes and National Stock Numbers.
- Provides a variety of government bid opportunities by searching Federal, State, and Local procurement data bases.
- Only the bids you want to see based on your profile will be delivered to you.
- No Cost to our Clients.





# UAHUNTSVILLE PTAC LOCATION

This presentation was presented by:

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