George Mason University

How George Mason Can Assist Small Business

The Role of the Mason

Mentor-Protégé Program Office,

the Procurement & Technical Assistance Center

And the Small Business Development Center

September 8, 2014
AGENDA

- George Mason University (GMU)
- Why George Mason University
  - Mason Enterprise Center’s (MEC’s) Role
  - Procurement Technical Assistance Program
  - Small Business Development Center
  - Mentor-Protégé Program
GEORGE MASON UNIVERSITY (GMU)

- One of the fastest growing Metropolitan Universities in the United States

- One of the most culturally Diverse Universities in the nation (140-160 Nations represented in the student body)

- The largest University in the Commonwealth of Virginia with more than 33,000 students
PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

Increase contracting between small businesses, prime contractors, and government...

- Provide technical assistance to small businesses interested in federal, state and local government contracting
- Expand the industrial base of the DoD and other Federal agencies
- Apply University’s resources to improve business and economic climate in Local Communities
GMU PTAP SERVICES

- Technical Consulting/One-on-One Counseling
- Marketing
  - Bid Matching
    - FedBizOps, Small Federal buys from DLA, electronic bulletin boards and web sites, Electronic Data Interchanges (EDI) Purchase, USABID
  - Electronic Commerce/Electronic Data Interchange
  - Small Business Tracking System
  - Market Research
    - FedMine, usaspending.gov, SBA and SAM
GMU PTAP SERVICES (Cont.)

- Educational Seminars
- Resource/Reference Library
- SAM (System for Award Management) Registration
- Find Standard Industrial Classification (SIC) Code
- Find PSC/FSC Code
- Find North American Industrial Classification System (NAICS) Code
PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

http://www.novaptac.org/
Other PTAC’s

http://www.dla.mil/SmallBusiness/Pages/ptac.aspx
Small Business Development Center

*Provide guidance that will turn an idea into an enterprise.*

- Provide one-on-one business counseling in the areas of marketing, financing and business planning
- Group Counseling: Join fellow entrepreneurs in a 60 minute session to learn how to utilize Mason SBDC’s counseling services and other local resources
- Provide resources to local business owners and entrepreneurs with several internal and external resources
Resources

- Online Training: Training consists of live and archived Webinars on online marketing topics as well as a complete library of courses on money, marketing, and management for entrepreneurs
- Business Plan Resources
- External Resources
Mason SBDC

http://masonsbdc.org/

Mason Small Business Development Center

Providing guidance that will turn your idea into an enterprise.

Business Counseling

For over a decade, the Mason Small Business Development Center (SBDC) at George Mason University – Mason Enterprise Center has been assisting small business owners in Northern Virginia.

We assist over 500 local businesses each year. Our team provides over 100 hours of monthly one-on-one counseling services to small businesses in Fairfax, Arlington, and Prince William Counties at no cost to our clients thanks to the generosity of our sponsors.

Mason SBDC is funded through a cooperative agreement between the U.S. Small Business Administration, Virginia SBDC Network, and George Mason University – Mason Enterprise Center. To learn more about our sponsors, visit the About Us page.

Request Services

The first step to obtaining services from Mason SBDC is to submit your request online. Once we receive your online request, we will follow-up with you via phone or email to schedule your attendance within 2 business days.

To register for individual counseling, please click here. Counseling is by appointment only, scheduled between Monday – Friday from 9 AM – 5 PM.

Learn More
DoD MPP: AN EXPERIENCED PARTNER

- Service provider since 1994
- Supported over 50 DoD sponsored Mentor-Protégé programs (Including more than 104 Protégé Firms)
- Performed over 130-150 different types of tasks per year
- Supported 29 Nunn-Perry Award Winning Teams
- DOD Special Recognition for Support of Nunn-Perry Recipients
TYPICAL TASKS PERFORMED

- Business Needs Assessment
- Program Management
- Business & Strategic Plans
- GSA Schedule Support
- Marketing & Business Development
- Financial Systems Review
- HR Assessments
- SEI CMMI & ISO Certifications
- PMP & IA Certifications
- Promotional Materials
- Various Types of Technical Training
Mason Mentor-Protégé Program

http://mentorprotege.gmu.edu/
WHY GEORGE MASON?

- Have both SBDC and PTAP offices
- Value Add to your Mentor-Protégé Program
SUMMARY

George Mason University Brings to the Table:

- Proven Experience
- Access to Invaluable Resources
- Unmatched Mentor-Protégé Program Support
How to Contact Us

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