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www.msbdc.org/ptac/rfc.html







What is a PTAC? <u>Procurement Technical Assistance Center</u>

 PTACs help small businesses seeking to compete successfully in federal, state and local government contracting







- Created by the U.S. Congress in 1985
- PTACs are funded through Cooperative
 Agreements between Department of Defense (DoD)/
 Defense Logistics Agency (DLA) and state/local
 entities
- 100 DLA-funded PTACs (regional & statewide)
 provide a range of services at little or no-cost across
 the U.S.A.
- PTACs can assist business firms in marketing their products and/or services to federal, state and local governments

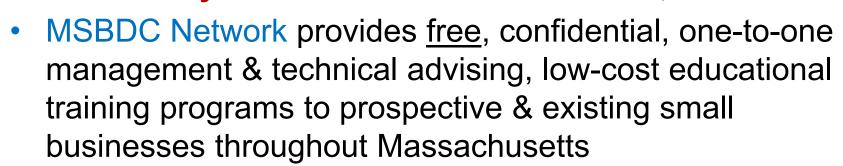






- Massachusetts PTAC is a statewide program
- Hosted by Massachusetts Small Business Development Center (MSBDC) Network, headquartered at the

Isenberg School of Management, University of Massachusetts – Amherst, MA



- MSBDC Network offers assistance in:
 - Business Advising, International Trade, Government Procurement







PTACs assist business firms with:

- Registration requirements
 System for Award Management (SAM), Dynamic Small Business
 Search (DSBS)
- Certification assistance
 Explore certifications that may give you a marketing edge
- ➤ How to research & bid on contracts

 Fbo.gov solicitations, General Services Administration (GSA)

 Schedules, State & Municipal opportunities: COMMBUYS
- ➤ Bidmatching services

 Keyword searches using Boolean Logic, Fedbizopps.gov, etc.
- Pre and post-award contracting issues
 Federal Acquisition Regulations (FARs), Defense Federal Acquisition Regulations (DFARs)







- ➤ The MSBDC Government Sales Advisory Program provides free assistance with:
- Business entity and formation
- Identifying **SBIR/STTR** funding opportunities
- Strategies for approaching SBIR funding
- Reviewing proposals
- Identifying potential partners
- Preparing for and understanding post-award issues
- Understanding and interpreting reviewer comments

To speak with a counselor, please refer to the link: https://www.msbdc.org/sbir/







➤ Upcoming event:

- The Society of American Military Engineers (S.A.M.E.) Boston Post, Small Business Committee is hosting a special Two Program event on Tuesday, October 11, 2016, at the Westin-Waltham Hotel, Waltham, MA.
 - First program: "How to Write a Winning Government Proposal".
 - The second program will be a panel discussion that will include representatives from the U.S. Army Corps of Engineers and the U.S. Coast Guard. They will discuss "Lessons Learned from Proposal Submissions".

To register: www.same.org and search Boston Post events







How do I find a PTAC in my state?

https://www.dla.mil/SmallBusiness/Pages/ptac.aspx

or

http://www.aptac-us.org

Massachusetts PTAC client sign-up

Must be Headquartered in Massachusetts, must be in business for at least 2 years, must have a valid email and access to the Internet

www.msbdc.org/ptac/rfc.html