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www.msbdc.org/ptac/rfc.html

Massachusetts Procurement Technical Assistance Center (PTAC)



What is a PTAC?

Procurement Technical Assistance Center

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

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- **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

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- 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](#) provides free, confidential, one-to-one management & technical advising, low-cost educational training programs to prospective & existing small businesses throughout Massachusetts
- [MSBDC Network](#) offers assistance in:
 - *Business Advising, International Trade, Government Procurement*



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- **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**)

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➤ 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/>

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➤ 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

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- ***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.msbd.org/ptac/rfc.html

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