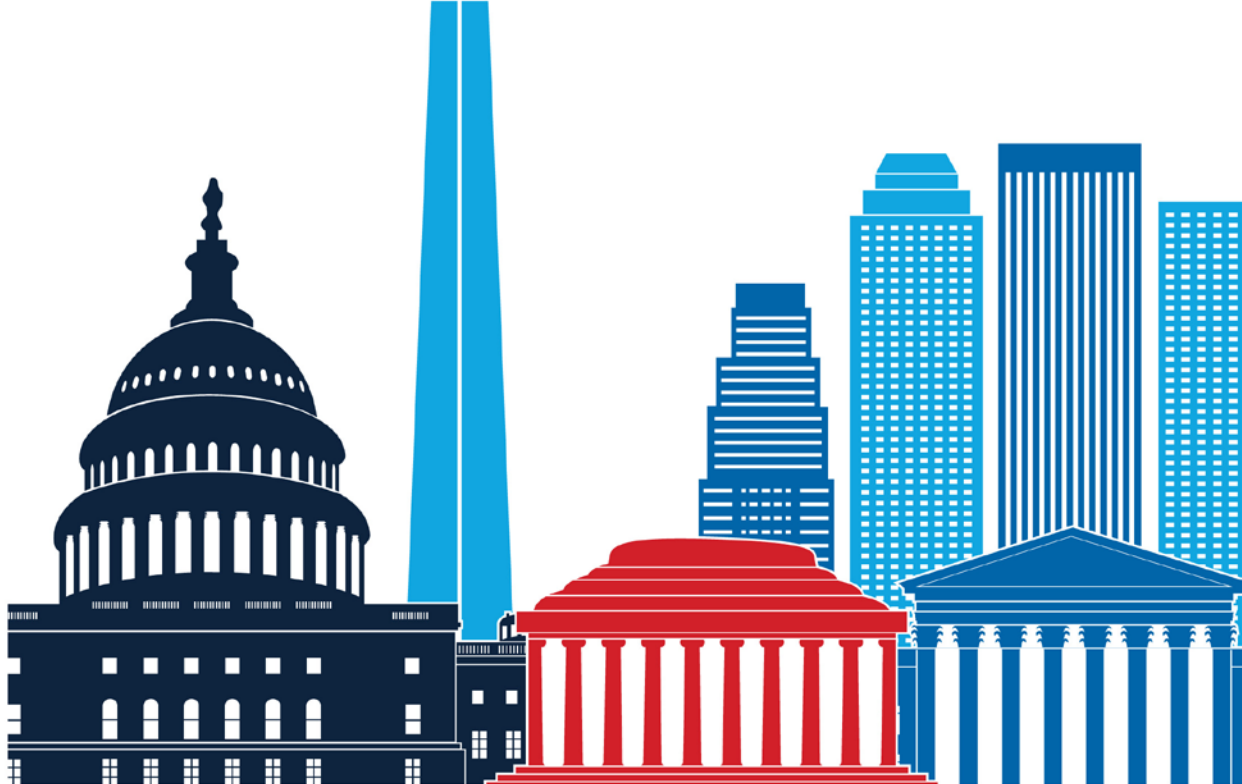




A PROGRAM OF THE D.C. DEPT. OF SMALL & LOCAL BUSINESS DEVELOPMENT



**J. Milton Goodman**  
Program Manager  
DC PTAC





# WHO WE ARE

# WHO WE ARE (CONT.D)



- A program of the District of Columbia Department of Small and Local Business Development (DSLBD)
- DoD Grant funded resource through the Defense Logistics Agency (DLA) and the Defense Contract Management Agency (DCMA)
- Provide DC-based small businesses with personalized counseling and competitive insight toward procurement readiness



# WHEN CAN WE HELP

# WHEN CAN WE HELP (CONT.D)

## Can you answer **yes** to these questions?

- Is your business registered with the DC Department of Consumer & Regulatory Affairs (DCRA)?
- Does your business have a complete business plan?
- Has your business been in existence for at least 6 months?
- Does your business have a registered Data Universal Numbering System (DUNS) number?
- Has your business completed or is it currently engaged on a commercial or government contract?

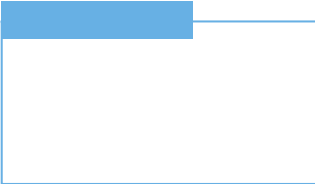


# WHAT WE DO

# WHAT WE DO (CONT.D)



ations  
Conferences  
DC PTAC Small Business Summit





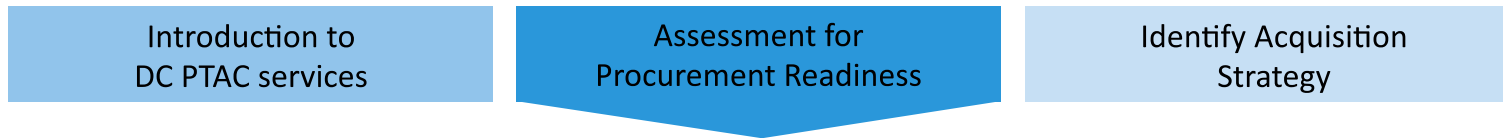
# HOW WE DO IT



# HOW WE DO IT (CONT.D)



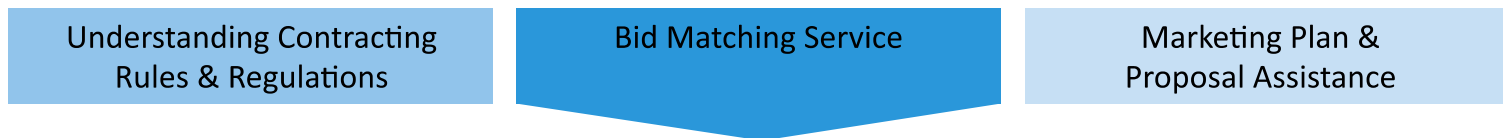
## What is the DC PTAC Process?



## How to Prepare to Sell to the Government



## Acquisition & Proposal Strategy



## Past Award Assistance



# HOW WE DO IT (CONT.D)





# PROVEN RESULTS

# PROVEN RESULTS (CONT.D)

## Small Business Summit (SBS):

- Annual, full day, capacity building event
- Consists of workshops, general and breakout sessions, exhibits, and one-on-one matchmaking opportunities
- Geared towards connecting local small businesses with the resources and contacts needed to successfully navigate local and federal procurement opportunities



# PROVEN RESULTS (CONT.D)

## Small Business Summit (SBS):

- 50% increase in attendance since the inaugural SBS in 2014
- 100% of attendees that took the 2016 post-event survey said that they would recommend the summit to a business colleague or participate in the summit again



# PROVEN RESULTS (CONT.D)



## DC PTAC Growth:

	FY 2013	FY 2014	FY 2015	FY 2016
Number of Sponsored Events	11	22	27	43
Number of Attendees	269	657	853	3,580
Contract Dollars	\$0.00	\$2.3 M	\$3 M	\$6.1 M
Counseling Hours	101	257	254	307
Active Clients	60	305	512	800

# CONTACT US



Find out more about how DC PTAC can support your business by scheduling a one-on-one counseling session today!

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## Office Hours

Monday to Friday  
8:30 am – 5:00 pm

## Address

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