



The Procurement Technical Assistance Program

How Businesses Can Access Training to Help Them
Contract with DoD

21 October 2020

Presenter



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Sherry Savage became the Program Manager for the Procurement Technical Assistance Program (PTAP) at the Defense Logistics Agency in August, 2016.

She is responsible for oversight of the agency's administration of this cooperative agreement program that aims to expand the number of businesses capable of participating in government contracts.

Prior to her current position, Ms. Savage supported the PTAP as a Grants Officer.





DLA
DEFENSE LOGISTICS AGENCY



The Nation's Combat Support Logistics Agency



**The Procurement Technical Assistance Program:
How Businesses Can Access Training to Help Them Contract with DoD**

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October 2020

WARFIGHTER ALWAYS



How Businesses Can Access Training to Help Them Contract with DoD

- PTAP Overview
- PTAC Primary Locations
- PTAC Services
- Government Can Help PTACs



How Businesses Can Access Training to Help Them Contract with DoD

Procurement Technical Assistance Program (PTAP)

- Established in 1985 to expand the number of large and small businesses capable of participating in government contracts
 - Title 10 Chapter 142 §2412. Purposes
 - The purposes of the program authorized by this chapter are—
 - (1) to increase assistance by the Department of Defense to eligible entities furnishing procurement technical assistance to business entities; and
 - (2) to assist eligible entities in the payment of the costs of establishing and carrying out new procurement technical assistance programs and maintaining existing procurement technical assistance programs.



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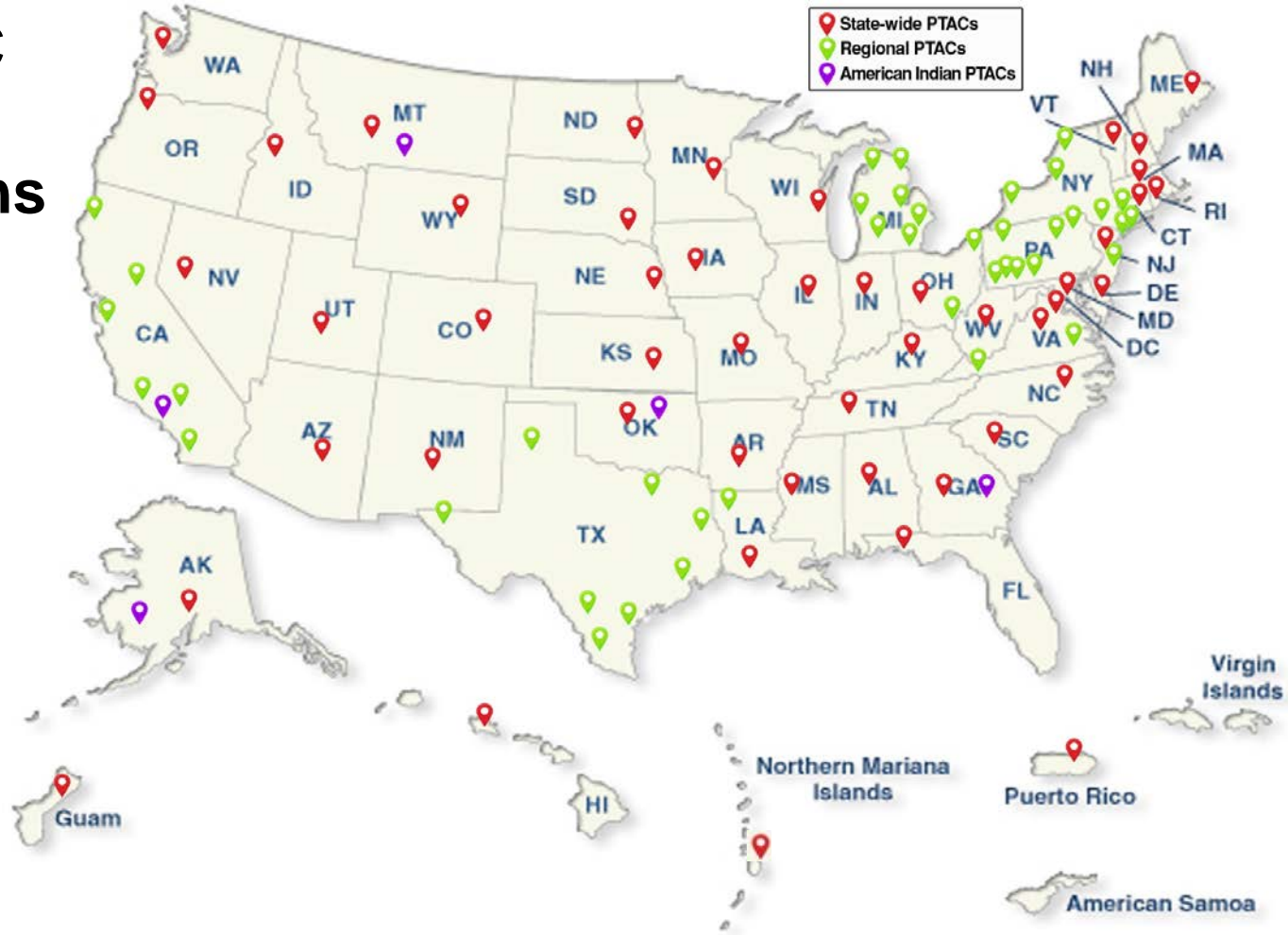
Procurement Technical Assistance Program (PTAP)

- DLA awards cost reimbursable, cost sharing agreements with states, local governments, nonprofit organizations and tribal entities
 - Awardees pay to operate a Procurement Technical Assistance Center:
 - Share rate is Federal/Recipient 60%/40% or 75%/25%
 - Distressed areas, those with high unemployment or low per capita income are eligible to receive 75%/25% share rate
 - Non-distressed areas are eligible to receive 60%/40% share rate
 - Maximum federal share:
 - \$1M for statewide PTACs (80% of state coverage)
 - \$600K for regional PTACs (one or more counties covered)



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94 PTAC Primary Locations





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PTACs are the Bridge

- The government has a need, the business has a service or product, and the local PTAC exists in the middle to bring everyone together



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What PTACs Provide at No Cost:

- Training related to contracts with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Prime-specific subcontractor training
- Understanding procedures, requirements, rules, statutes, clauses and regulations
- Registrations: SAM, DSBS, DLA's DIBBS, WAWF etc.
- Preparing and submitting bids & proposals
- Assist with cybersecurity self-assessment and CMMC
- Facilitate introductions, collaboration opportunities



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A Government Partner

- Knowledge of local small business communities and their capabilities for effective market research
- Collaborate with government for outreach to industry
- Refer a business for one-on-one assistance
- Team for specific assistance, e.g., matchmaking events for certain commodities or procurements, agency-specific requirements training, pre-solicitation conferences, pitch days, identify and train subcontractors



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A Few Things PTACs Cannot Do

- Do the work for a business
- Train the government
- Perform any task that does not contribute to their mission to assist U.S. Businesses in obtaining or performing on government contracts.



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How Government Can Help

- Encourage the acquisition community and government prime contractors to share publicly releasable information with PTACs (forecasts, procedures, needs)
- Encourage the acquisition workforce and prime contractors to speak at PTAC events and to reach out to PTACs to host joint events
- Offer to provide training to PTAC employees. Training can be on acquisition regulations, your needs, processes, or trends
- Use PTACs to disseminate the Government's needs to industry, they can help reverse negative trends such as disinterest in response to sources sought, mistakes in bid documents, misunderstandings about documentation expectations, completion of forms, etc..



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<https://www.dla.mil/SmallBusiness/PTAP/>

For more information:

DLA Small Business Programs
PTAP@dla.mil

YouTube:

https://youtu.be/_mX88Sr18x8

The screenshot shows the DLA Small Business website. At the top, there is a search bar and navigation links for HOME, WHAT DLA OFFERS, DOING BUSINESS WITH DLA, ABOUT DLA, and CAREERS. The main heading is "DLA Small Business".

On the left side, there is a navigation menu with the following items:

- DLA Small Business Home
- Doing Business With DLA
- Vendor Opportunities and Forecasts
- DLA Small Business Resources
- Procurement Technical Assistance
- Small Business Innovation Programs
- Other DLA Innovation Programs
- DLA Small Business Outreach Calendar
- About DLA Small Business
- Contact DLA Small Business

The main content area is titled "PROCUREMENT TECHNICAL ASSISTANCE PROGRAM". It includes the following text:

The Procurement Technical Assistance Program was established to expand the number of business capable of participating in government contracts. The program is administered by DLA's Office of Small Business in cooperation with states, local governments and nonprofit organizations.

Under the program, Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance the PTACs provide is free.

PTAC support to businesses includes registration in systems such as the System for Award Management (SAM), identification of contract opportunities, help in understanding requirements and in preparing and submitting bids. Read reviews from businesses about the support they received from the PTACs.

The PTACs have a local presence in 49 states, Washington, D.C., Puerto Rico, Guam, and Northern Mariana Islands. Other PTACs specialize in assistance to federally recognized Indian tribes and Alaska Native entities, their members and reservations throughout the country. Find your local PTAC.

Below the text, there is a video player titled "PTAP: Connecting Business..." and a map of the United States showing the locations of PTACs across various states and territories.

At the bottom of the page, there is a footer with contact information and social media links. The contact information includes:

- Contact Us
- Site Index
- Military/DoD
- Websites
- Plain Writing Act
- Webmaster
- DLA Public Affairs
- No FEAR Act
- Whistleblower Protection Act
- EEO
- SAFR
- FOIA
- DLA IG Hotline
- Web Policy
- Privacy & Security
- Accessibility/Section 508
- Images
- Link Disclaimer
- USA.gov



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Q&A

Please submit your questions in the chat!



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