

PTAC - Government Contracting Assistance for your Business

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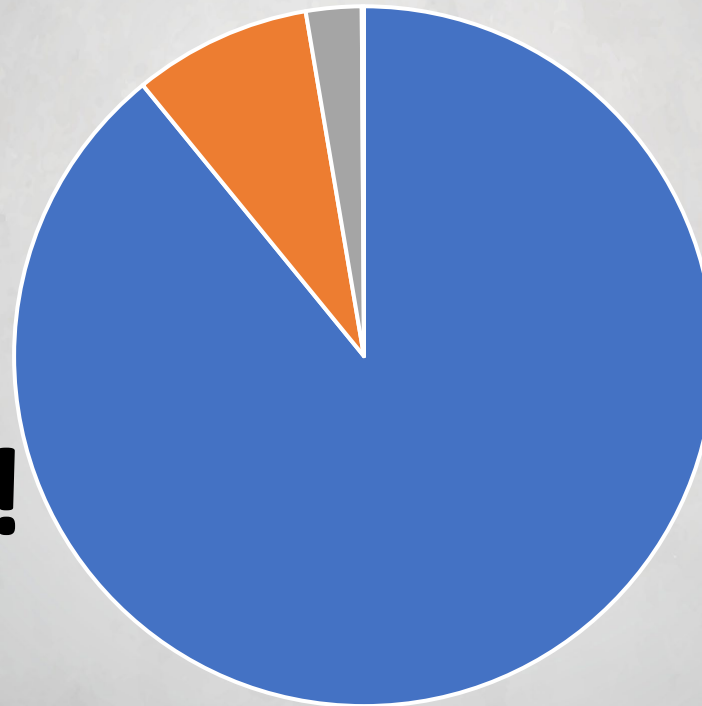
Federal Contracting

- Big Market
 - \$681+ BILLION! In FY 2020
 - Buy practically everything
- On-time payment
- Great repeat customer
- Bring the \$\$\$\$ to Ohio
- Some company somewhere is getting this work, why not you?

Government Contracting is Big Business

CY 2021 Contract Dollars to Ohio PTAC Clients

**\$1B+ in
prime &
subcontracts!**



■ Federal Prime Contracts

■ Federal Subcontracts

■ State & Local Prime Contracts

■ State & Local Subcontracts

Federal Spending Goals

Small Business – 23% (\$136+ Billion)

5% (\$25+ Billion) Women-Owned

5% (\$25+ Billion) Disadvantaged/8(a)

3% (\$15+ Billion) HUBZone

3% (\$15+ Billion) Service-Disabled Veterans

The Veterans Administration

- 12% Veteran-Owned
- 10% Service-Disabled Veteran-Owned

Mission

- PTAC works with businesses to train them in the pursuit of prime **government** contracts or subcontracts
 - Not grants or B2B
- Client appointments – guidance, advice, answer questions
- Group training events
- Bid matching services tailored to your business
- Access to research results from market intelligence tools
- PTAC services are **FREE** to our clients*

* Some training events may require a fee to defray expenses of the event (i.e. facility rental, etc.)

Services Include

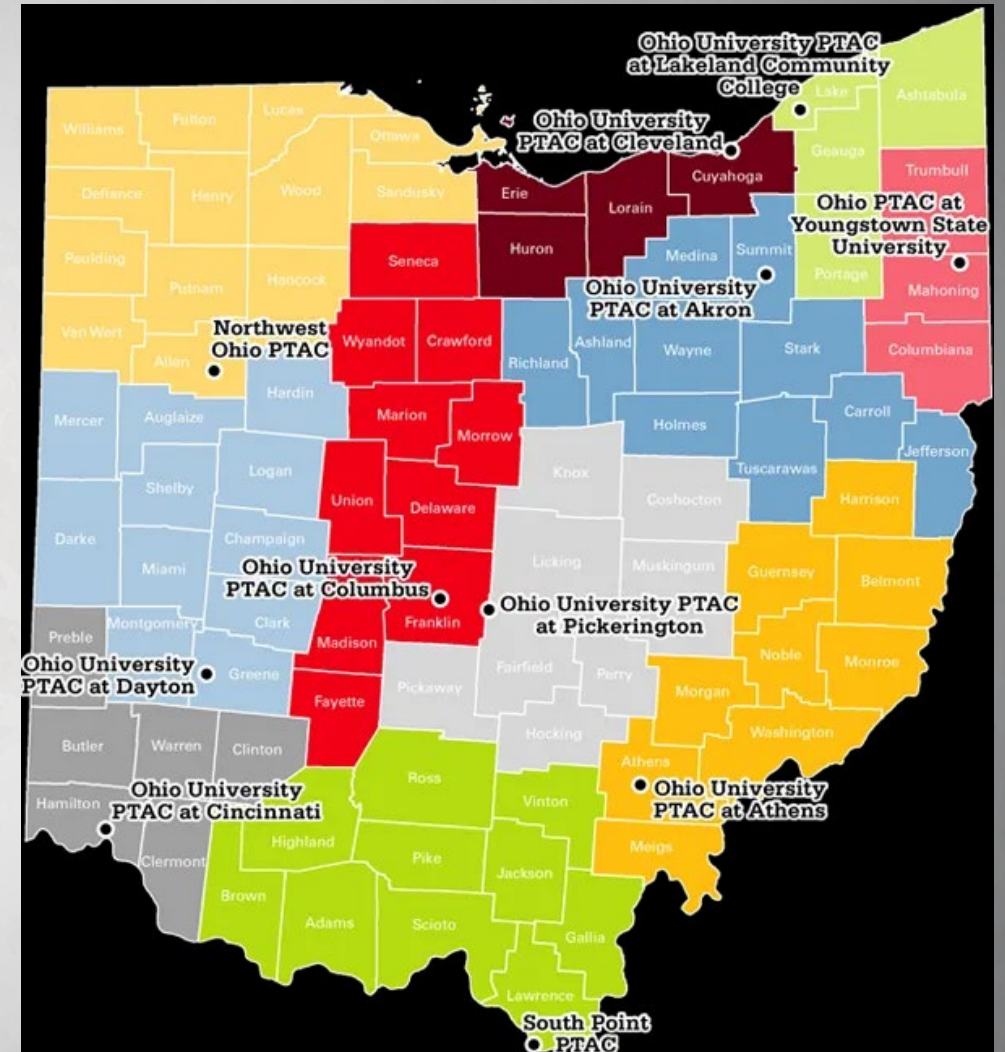
- Federal, State & Local Government procurement
 - Certifications – assist with application
 - SAM registration – unique to Federal Government
 - Service-Disabled Veteran Verification
- Capability Statement Development
- Marketing Research/Bid Match
- Proposal Development & Review
- Post Award Considerations
- Other topics such obtaining a GSA Schedule

- Procurement Professionals in Ohio

<https://ptac.ohio.edu/>

- Across the Country

<https://www.aptac-us.org/>



How to Obtain PTAC Services

- Select the PTAC office that services the county where your business resides
- Complete the on-line application at:
 - <https://ptac.ohio.edu/>
 - select the New Client Registration tab
- Will schedule an initial appointment
- PTAC will support you to the level you desire – but can not represent your company to the government

Funding

- PTAC funding for the Ohio University PTAC comes from three sources in descending order of contribution
 - Federal Government (Department of Defense)
 - State of Ohio
 - Ohio University
- PTAC is not affiliated with any business or for-profit enterprise – independent and free of bias

Summary

- Government procurement is tough – strong competition for every solicitation
- If you don't understand the process and procedures, you are at a severe disadvantage
- Network, Network, Network
- Ensure you are ready for government procurement before you begin
- Your local PTAC office is ready to help!