



**Procurement Technical  
Assistance Center**

**PTAC Presentation  
For the  
DoD Mid-Atlantic Regional Council  
Presented by  
Dolcey E. Chaplin, Esq. Director**

**January 23, 2013**

**[www.njit.edu/ptac](http://www.njit.edu/ptac)**

# Procurement Technical Assistance Center

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## Procurement Technical Assistance Center (PTAC)

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The NJIT Procurement Technical Assistance Center (PTAC) provides contractual and technical assistance to small-established New Jersey businesses, who are interested in marketing their products, services to federal, state and local government agencies. The center operates under a cost sharing cooperative agreement between Department of Defense and New Jersey Institute of Technology.

All of the Center's services are offered free of charge. Since the year of 1986, New Jersey businesses have continue to receive almost 1 Billion dollars in government prime and subcontract awards as a direct result of the assistance provided by the center.

### What, Where, When and How the Government Makes its Purchases

The federal government buys \$280 Billion dollars for goods and services annually.

All purchases under \$150,000 (except those contracts under \$2,500 are set-aside solely for Small Business.

The Centers Electronic Bid matching service matches your business capabilities with current federal, state and local government needs. Daily, we send these matches to your email account.

### New SAM Podcast coming soon!

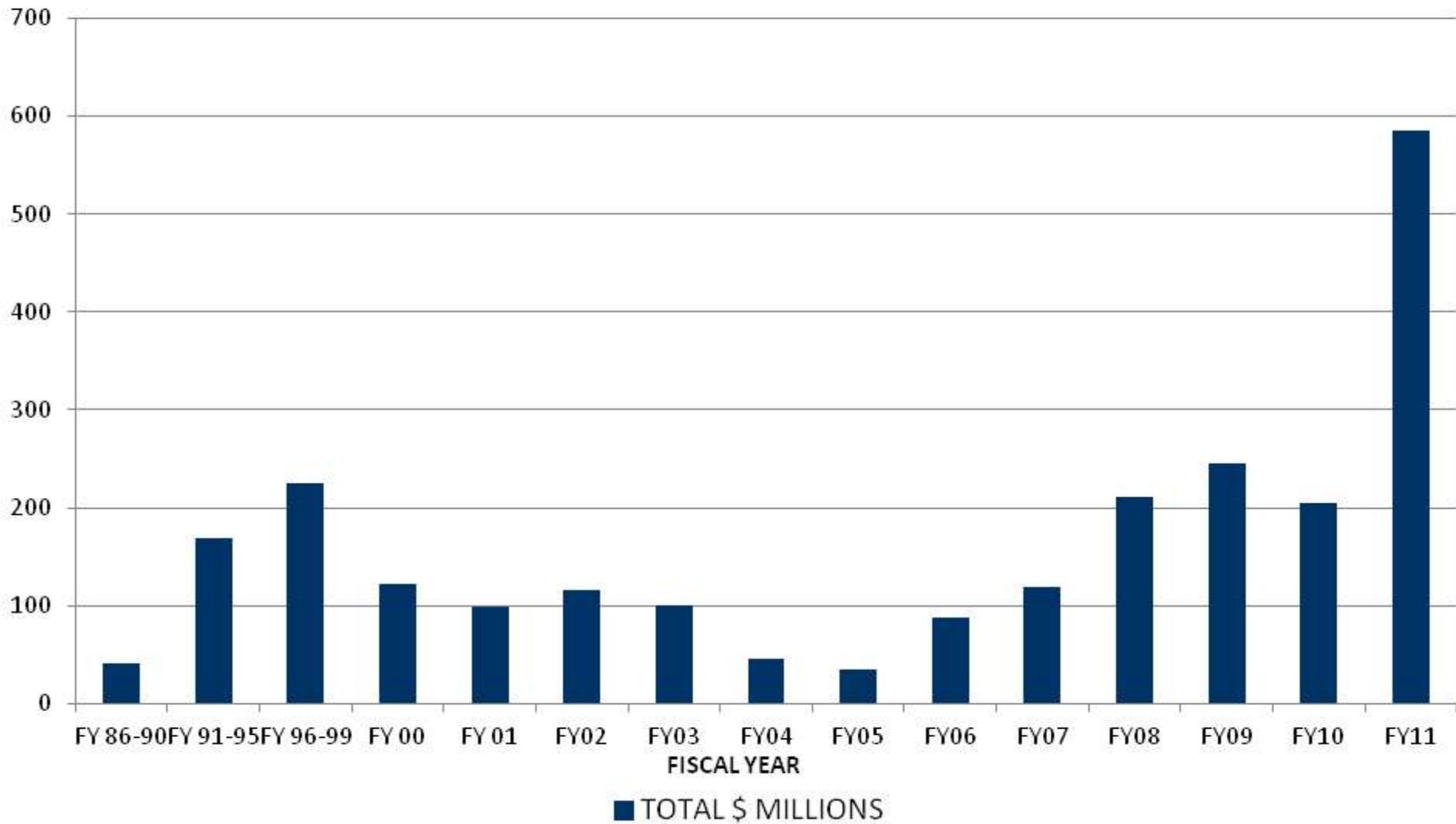
Central Contractor Registration (CCR) has been replaced with the government's new SAM System



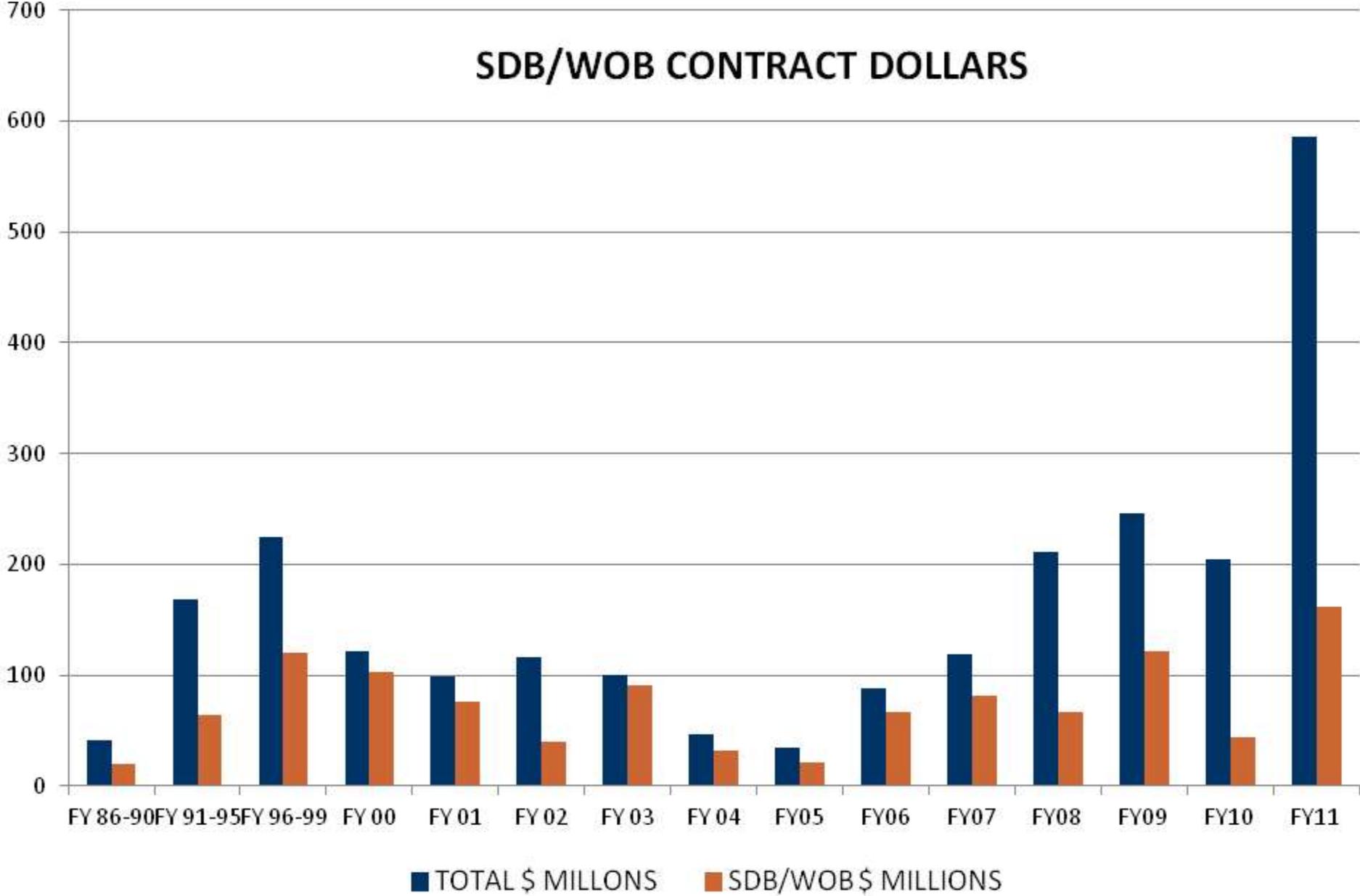
[Visit the New SAM.Gov Website](#)

[SAM - FAQ](#)

# TOTAL CONTRACT DOLLAR AMOUNTS



# SDB/WOB CONTRACT DOLLARS



## PTAC Cooperative Agreement Performance Report for Year 2012

The public reporting burden for this collection of information is estimated to average 7 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Department of Defense, Washington Headquarters Services, Directorate for Information Operations and Reports (0704-0320), 1215 Jefferson Davis Highway, Suite 1204, Arlington, VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to any penalty for failing to comply with a collection of information if it does not display a currently valid OMB Control Number.

Form Approved OMB NO. 0704-0320 Exp. Date 05/31/2012 DLA 1806 (REV JUL 2002)

1. Cooperative Agreement Recipient  
New Jersey Institute of Technology

2. Date Report Prepared  
11/19/2012

3. Report Number  
Quarterly Report

4. Period Covered by Report  
From: 8/1/2012 To: 10/31/2012

## 5. Cooperative Agreement Information

a. Cooperative Agreement Reference Number (base/option).

SP4800-12-2-1223 / Option Period 1

b. Effective Period of Cooperative Agreement.

From: 8/1/2012 To: 7/31/2013

## 6. Budget Data

a. Total Program Cost	872728
b. Total Funds Expended (cumulative)	224776
c. DoD Funds Obligated	599813
d. Total DoD Funds Expended (cumulative)	154489
e. Program Income Carried-over	0
f. Program Income Earned (cumulative)	0
g. Program Income Spent (cumulative)	0
h. Current Program Income Balance	0

DATA ELEMENTS	First Quarter			Second Quarter			Third Quarter			Fourth Quarter			Year To Date		
	Actual	Goal	% of Goal	Actual	Goal	% of Goal	Actual	Goal	% of Goal	Actual	Goal	% of Goal	Actual	Goal	% of Goal
(7) Active Client Base	1811	800	226%	↑	900		950		1000						
(8) Number of Outreach Events you sponsored	29	10	290%	↑	10		10		10				29	40	73%
(9) Number of Outreach Events you supported or participated in but did not sponsor.	10	5	200%	↑	6		6		6				10	23	43%
(10) Total attendees at Outreach Events listed in (8) & (9) Above	2293												2293		
(11) Initial Counseling Sessions with all Category Small Business Concerns	136	125	109%	↑	125		100		100				136	450	30%

<b>(11) Initial Counseling Sessions with all Category Small Business Concerns</b>	<b>136</b>	125	109%		125	100	100	136	450	30%
(a) Initial Sessions with Small Disadvantaged Concerns	<b>52</b>	40	130%		40	40	40	52	160	33%
(b) Initial Sessions with Women-owned Small Business Concerns	<b>37</b>	35	106%		30	40	30	37	135	27%
(c) Initial Sessions with HUBZone Small Business Concerns	<b>11</b>	1	1100%		1	1	1	11	4	275%
(d) Initial Sessions with Service-Disabled Veteran-owned Small Business Concerns	<b>15</b>	6	250%		10	7	5	15	28	54%
<b>(12) Initial Counseling Sessions with Other than Small Business Concerns</b>	<b>3</b>	0	100%		0	0	0	3	0	100%
<b>(13) Initial Counseling Sessions with Distressed Area Concerns</b>	<b>94</b>	55	171%		55	55	55	94	220	43%
<b>(14) Follow-up Counseling Sessions with All Category Small Business Concerns</b>	<b>1287</b>	500	257%		500	500	500	1287	2000	64%
(a) Follow-up Sessions with Small Disadvantaged	<b>444</b>	200	222%		200	200	200	444	800	56%

[https://www2.dla.mil/scaa2/P\\_1806\\_4Q.asp?qtr=1](https://www2.dla.mil/scaa2/P_1806_4Q.asp?qtr=1)

11/19/2012

Concerns										
(b) Follow-up Sessions with Women-owned Small Business Concerns	380	100	380%	↑	125	150	125	380	500	76%
(c) Follow-up Sessions with HUBZone Small Business Concerns	167	20	835%	↑	20	25	20	167	85	196%
(d) Follow-up Sessions with Service-Disabled Veteran-owned Small Business Concerns	247	35	706%	↑	60	30	25	247	150	165%
(15) Follow-up Counseling Sessions with Other than Small Business Concerns	3	0	100%	↑	0	0	0	3	0	100%
(16) Follow-up Counseling Sessions with Distressed Area Concerns	1059	250	424%	↑	250	250	250	1059	1000	106%

**(17) NUMBER OF PRIME CONTRACT AWARDS RECEIVED BY CLIENTS**

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year To Date
(a) All contract awards received by all category Small Business Concerns	0				0
(b) All contract awards received by Small Disadvantaged Business Concerns	0				0
(c) All contract awards received by Woman-owned Small Business Concerns	0				0
(d) All contract awards received by HUBZone Small Business Concerns	0				0
(e) All contract awards received by Service-Disabled Veteran-owned Small Business Concerns	0				0
(f) All contract awards received by OTHER THAN Small Business Concerns	0				0

(g) All contract awards received by all clients that were awarded by DoD.

0

0

(h) All contract awards received by all clients that were awarded by Federal agencies OTHER THAN DoD

0

0

(i) All contract awards received by all clients that were awarded BY STATE AND LOCAL GOVERNMENTS

0

0

**(18) DOLLAR VALUE OF PRIME CONTRACT AWARDS RECEIVED BY CLIENTS**

(a) Dollar value of all contract awards received by all category Small Business Concerns

0

0

(b) Dollar value of all contract awards received by Small Disadvantaged Business Concerns

0

0

(c) Dollar value of all contract awards received by Woman-owned Small Business Concerns

0

0

(d) Dollar value of all contract awards received by HUBZone Small Business Concerns

0

0

(e) Dollar value of all contract awards received by Service-Disabled Veteran-owned Small Business Concerns

0

0

(f) Dollar value of all contract awards received by OTHER THAN Small Business Concerns

0

0

(g) Dollar value of all contract awards received by all clients that were awarded by DoD

0

0

(h) Dollar value of all contract awards received by all clients that were awarded by FEDERAL AGENCIES OTHER THAN DoD

0

0

(i) Dollar value of all contract awards received by all clients that were awarded by STATE AND LOCAL GOVERNMENTS

0

0

**(19) NUMBER OF SUBCONTRACT AWARDS RECEIVED BY CLIENTS**

(a) All subcontract awards received by all category Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(b) All subcontract awards received by Small Disadvantaged Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(c) All subcontract awards received by Woman-owned Small Business

[https://www2.dla.mil/scaa2/P\\_1806\\_4Q.asp?qtr=1](https://www2.dla.mil/scaa2/P_1806_4Q.asp?qtr=1)

11/19/2012

Concerns resulting from Federal Government (including DoD) prime contracts.

0

0

(d) All subcontract awards received by HUBZone Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(e) All subcontract awards received by Service-Disabled Veteran-owned Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(f) All subcontract awards received by **OTHER THAN** Small Business Concerns resulting from Federal (including DoD), State & Local Government prime contracts

0

0

(g) All subcontract awards received by all categories of businesses resulting from State & Local Government prime contracts

0

0

**(20) DOLLAR VALUE OF SUBCONTRACT AWARDS RECEIVED BY CLIENTS**

(a) Dollar value of all subcontract awards received by all category Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(b) Dollar value of all subcontract awards received by Small Disadvantaged Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(c) Dollar value of all subcontract awards received by Woman-owned Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(d) Dollar value of all subcontract awards received by HUBZone Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(e) Dollar value of all subcontract awards received by Service-Disabled Veteran-owned Small Business Concerns resulting from Federal Government (including DoD) prime contracts

0

0

(f) Dollar value of all subcontract awards received by **OTHER THAN** Small Business Concerns resulting from Federal (including DoD), State & Local Government prime contracts

0

0

(g) Dollar value of all subcontract awards received by all categories of businesses resulting from State & Local Government prime contracts

0

0

# Questions



# **PTAC Presentation**

**Presented by**

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