

SEDA–Council of Governments Procurement Technical Assistance Center

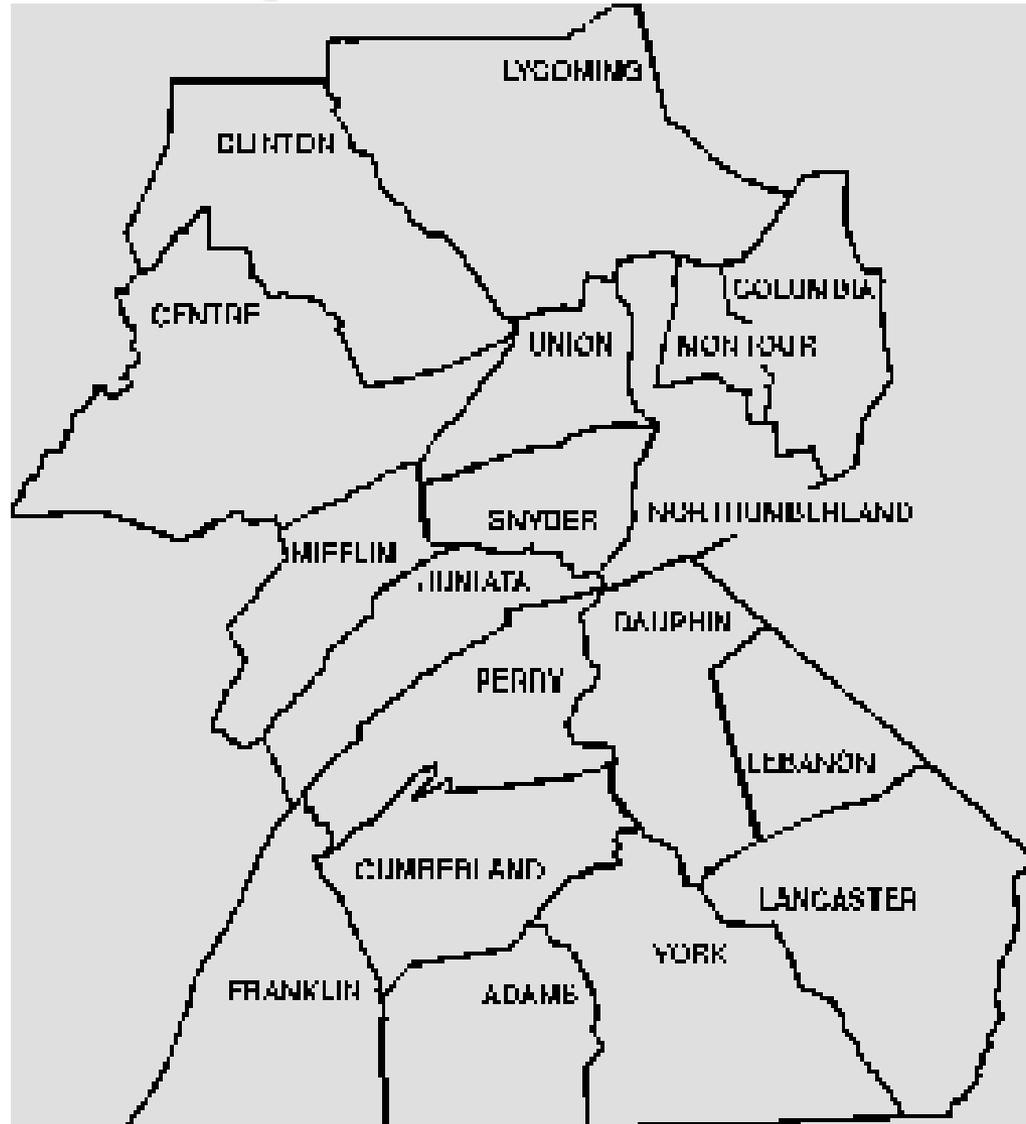


PTAC Mission

- ▶ Operating in our 26th year
- ▶ Assist Companies in Obtaining Government Prime and Subcontracts
 - Federal
 - State
 - Local



18-County Service Area



APTAC-Procurement Technical Assistance Centers, getting government down to business. - Internet Explorer provided by Dell

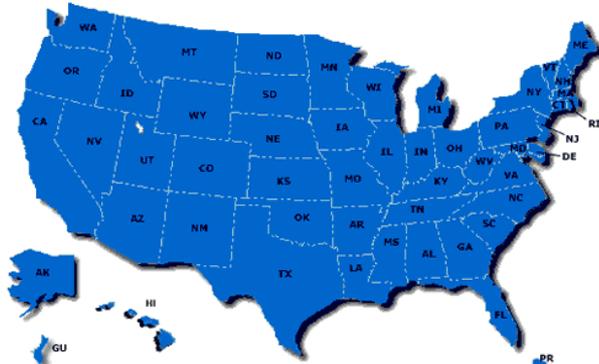
http://www.aptac-us.org/new/

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APTAC-Procurement Technical Assistance Cente...

Find a Procurement Technical Assistance Center

Click on the map below or use our PTAC Search Tool to find the Procurement Technical Assistance Center nearest you:



PTAC Search Tool

Counselor Last Name:

State:

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APTAC - 360 Sunset Island Trail - Gallatin, TN 37066

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http://www.aptac-us.org/new/Govt_Contracting/find.php?what=search&State=TX

Internet | Protected Mode: On 100%

Mid Atlantic Region... Microsoft PowerPoi... APTAC-Procureme... Desktop 9:46 AM

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



Services Provided

- ▶ Market Assessment / Expansion
 - Market Introduction
 - Identify Target Buying Agencies
 - Contracting Vehicle Determination
 - Potential Teaming and Subcontracting Partners
 - Capabilities Statement Development



Services Provided

- ▶ Regulatory / Administrative Support
 - Bidding Instruction
 - Certification and Registration Assistance
 - Hubzone Jumpstart Program – certified 25 companies
 - Regulatory Requirements
 - Updates on Regulatory Changes
 - Assistance with Mil Specs and Drawings
 - RFID Assistance www.dodrfid.org



Services Provided

- ▶ Development Assistance
 - One-on-One Instruction and Bid/Proposal Review
 - GSA Schedule Assistance
 - Client Directed Research
 - Training and Seminars
 - Referrals
 - Support to NAVICP, BOP, LEAD, DDC–New Cumberland, DLA, Tobyhanna, SBA, L–3, Gichner, BAE, Kinsley Construction



Available Resources

- Daily Bid Match
- Procurement Histories
- Website Reference List
- Listing of Federal Offices & Small Business Specialists
- Locating Procurement Forecasts
- Locating Federal Prime Contractors
- State Vendor Application web sites for the US
- Pa Purchasing Agents List



10-11 Program Highlights

- ▶ Client Service
 - Currently 486 Active Clients
 - 14 Sponsored or Participated Training Events
- ▶ Contracting
 - Over 287 Prime and Subcontracts Awarded
 - Representing \$23 million



Client Success Stories

- ▶ Mowgrass1 – Northumberland
- ▶ Susquehanna Fire Equipment – Northumberland
- ▶ Keystone Mobile Shredding – Lycoming
- ▶ RLS Construction Group – York
- ▶ Holiday Inn Harrisburg East – Dauphin



Requirements of our Clients



- ▶ Commitment
- ▶ Internet
Access / Broadband
- ▶ Report Awards
- ▶ Complete Surveys
- ▶ Document Successes
- ▶ Past Performance
- ▶ Persistence

Government Sales Additional Information

▶ Contact

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- ▶ <http://www.seda-cog.org/ptac>

