



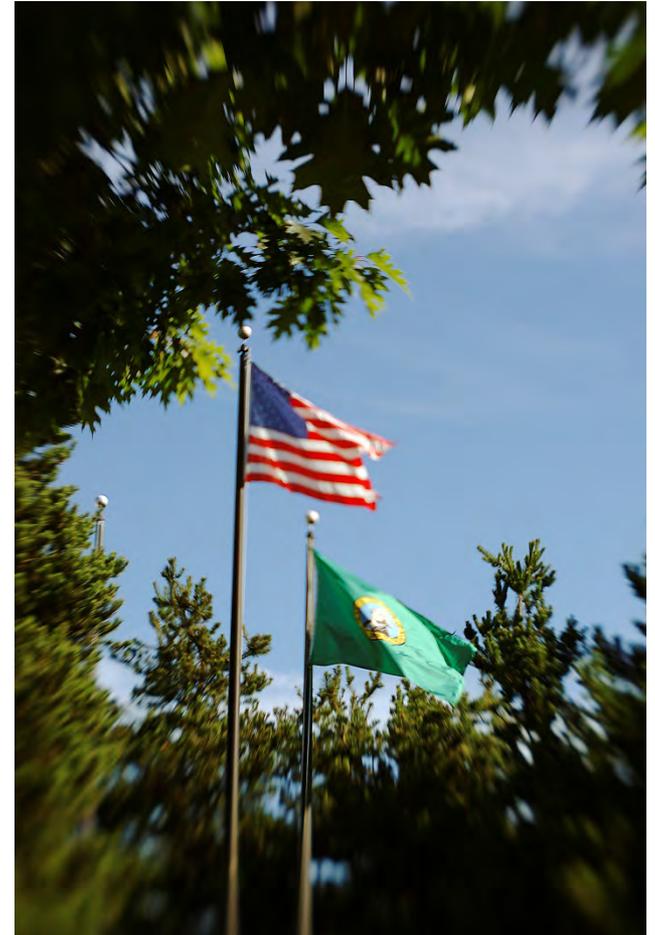
Using Procurement Technical Assistance Centers to Improve Your Buys

DES Training Conference & Tradeshow
September 11, 2014



Agenda

- What is PTAC?
- How we make your job easier
- How we assist prime contractors
- Our toolkit
- Success Stories
- Discussion – How can we better partner for success?



What is PTAC?

- Procurement Technical Assistance Centers
 - Washington PTAC
 - Native PTAC
 - 90+ other PTACs across the nation
- Funded, in part, by Department of Defense
- Provide free, confidential assistance to businesses to businesses interested in selling federal, state, or local government



Washington PTAC

- Serving all Washington State businesses except Native owned.
- Assists any business interested in finding and bidding federal, state, and local government contracts.
- Services are free and confidential.
- Headquartered in Lacey with 14 counselors at 9 different locations including three in eastern Washington





Native PTAC

- Serving Alaska, Washington, Oregon, Idaho and Western Montana
- Assists individuals, tribal, Alaska Native Corporations, and NHO Owned Native Enterprises to become more successful in contracting with the Federal, State, Local, and Native governments.
- Headquartered in Washington State with counselors in Everett WA, North Bend WA, Anchorage AK, and Portland, OR. Hosted by Two Rivers CDC, a Native non-profit organization.



What do we do?

- Provide one-on-one counseling to businesses
 - Register in WEBS with the correct codes
 - Understand certifications: WBE, MBE, Veteran, DBE, etc
 - Interpret purchasing regulations
 - Guide the business through the entire bidding process
 - Connect the business to primes
 - Training and Seminars
 - And much more!



How we make your job easier

- Assist you in your outreach efforts
 - Blog
 - Educate the firms we work with
 - Co-host outreach events
- Assist your bidders with bidding process
 - Increase quality of bids
 - Increase competition
- Promote OMWBE, DVA Certifications & WEBS
- Other ways?



How we assist primes

- Prime Contractors need qualified and diverse subcontractors
 - Host outreach events
 - Educate businesses on how to find primes
 - Assist businesses with bidding to primes

A sample of the primes we've worked with:

- Skanska
- Manson Construction
- Korsmo Construction
- URS
- Tunista Construction
- PCL Construction
- Boeing & Insitu
- Kiewit
- Walsh Pacific
- Seattle Tunnel Partners
- Hoffman Construction



How do we do this? Our toolkit.

- Resourceful, knowledgeable team members
- Strong partnerships with government agencies, primes, and other resource providers
- Access to acquisition training
- Dedicated time to focus on the work



Successes

- OMWBE Partnership on Events
- Coming soon: WEBS training webinars!
- Court Reporters needing to respond to new Master Contract
 - Attended pre-bid
 - Supported vendors through the process
- Support quarterly DES outreach events
- Local procurement fairs



Discussion

- How can we better support you in your efforts while achieving our goal of increasing government contract to businesses we serve?
- What are common problems you see with bids?
- What are the top three things you want us to tell the businesses that bid on your procurements?



Thank you!

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