

PTAC PRESENTS

LAYING THE GROUNDWORK:

Evaluating Your Readiness for Government Contracting

Featuring:

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Program Manager



Hosted by:

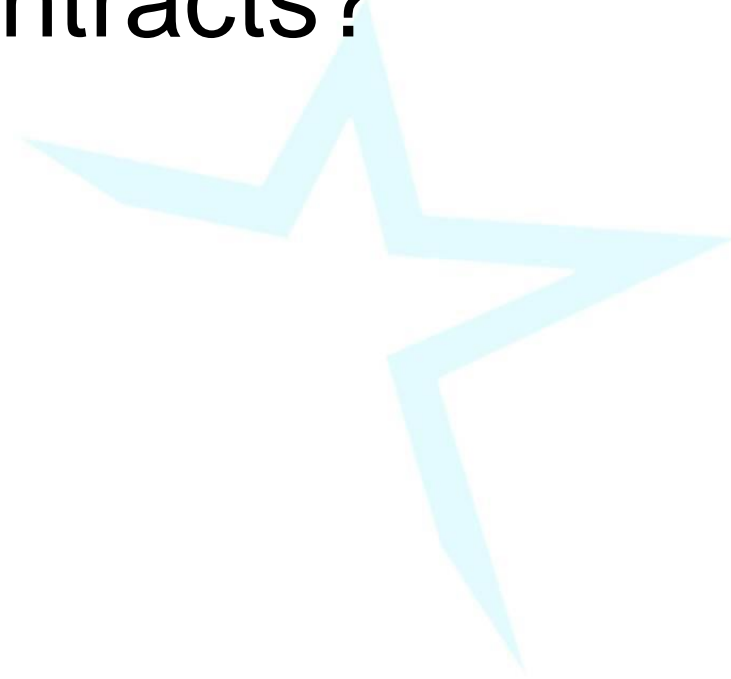


FIRST THINGS FIRST:

Understanding the Basics



Who is eligible to compete for government contracts?



Any legally registered business!

And...for the purposes of this presentation:

Owned by a US Citizen

For profit business



What steps should I take?



4 Key Steps

1. *Research* your opportunities!

2. *Register* on appropriate sites and obtain appropriate certifications

3. *Respond* to a solicitation

4. *Receive* a contract

Timeline: 8 – 12 months typically



Today's Presentation: Researching

To help you decide if government contracting is for you

To lay the ground work for developing a Government Plan

To introduce you to the services of PTAC as well as other resources



Who buys my
products/services?



Over 2000 Federal Agencies

Examples Include:

Federal Departments of:

Transportation

Education

Corrections

Military bases

Homeland Security

Border Patrol

VA

EPA

Airports

NASA



97

State Agencies

Examples Include:

State Departments of:
Transportation (ADOT)
Education (schools)
Corrections (prisons)

Phoenix Zoo
AHCCCS (Medicaid)
Office of Tourism
State Fair
Arizona Game and
Fish
Arts Commission
Arizona Lottery



15 Counties

Examples Include

Maricopa Department of
Transportation
Construction
Rural Health
Sheriffs Department
DPS
Maricopa Integrated Health System



91 Cities

Examples Include

Police

Fire

Parks and Rec

City airports

Libraries

Waste Management

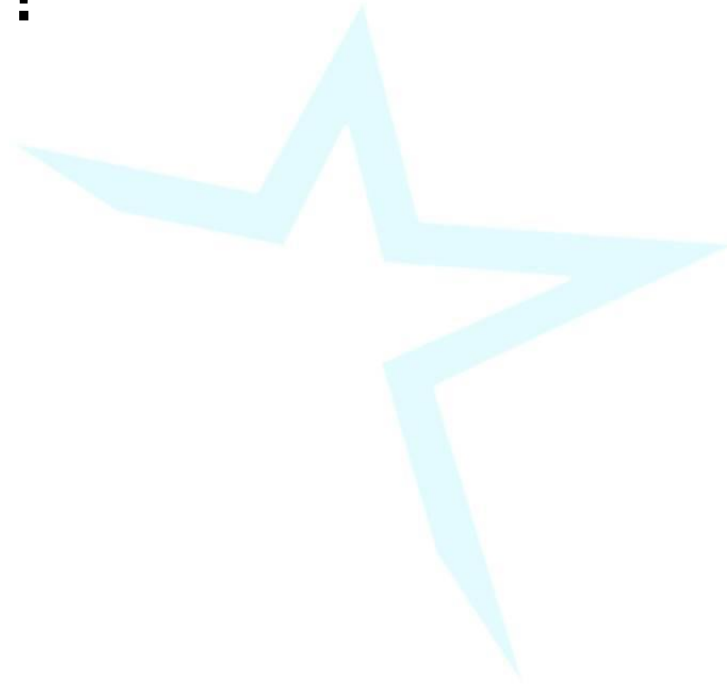
Community Development

Convention Centers

Transit



What does the government purchase?



Specially Funded Projects

Consultants
Technology expansion
Research
Wellness programs
On Line training
Art
Website
design/enhancement
Wildlife Programs
Educational Videos

Construction

Engineering
Architecture/Design
Surveying, Assessments
General Contractors
Project Management
Environmental Testing

Day-to-day Services

Janitorial
Pest Control
Vehicles and vehicle
maintenance
Staffing
Food Services
Printer/copier repair
Electrical/Building Repair
Laundry
Insurance

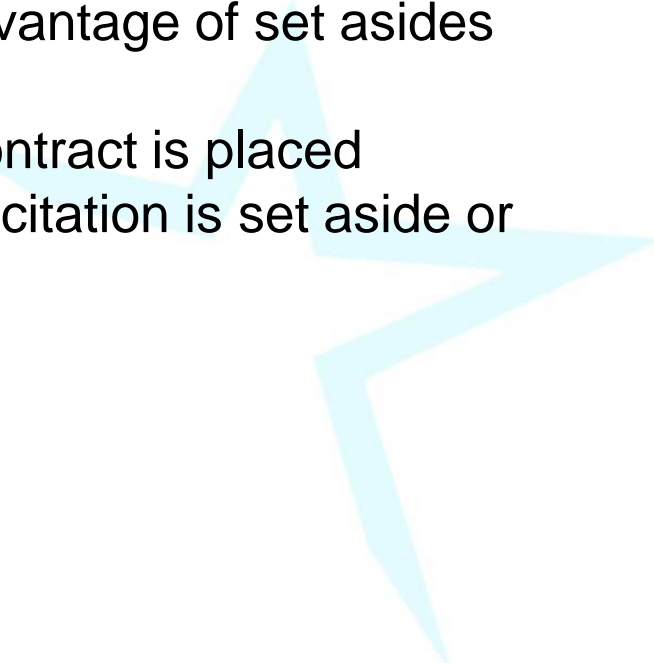
Products

Repair/Maintenance Parts
Office Supplies
Promotional Items
Uniforms/badges
Furniture
Computers/hardware

How does the government purchase?




POSTING SOLICITATIONS

- Most \$25k or \$50K are publicly posted (\$150k and over are mandatory)
 - At least 2 or 3 qualified bids must be received in order for there to be an award
 - Under \$150,000 to be placed with a Small Business if possible
 - Registering and bidding on government contracts is FREE
 - You do not have to be certified to take advantage of set asides for small business
 - It is at the contractors discretion how a contract is placed
 - It is at the contractors discretion if the solicitation is set aside or sole sourced
- 

THE USE OF PRIME CONTRACTORS

- They are private companies
- All contracts are available to review
- They are held to the same set aside thresholds as direct government contractors are
- You do not have to have a current contract to market to them

MULTIPLE VENDOR AWARD VEHICLES

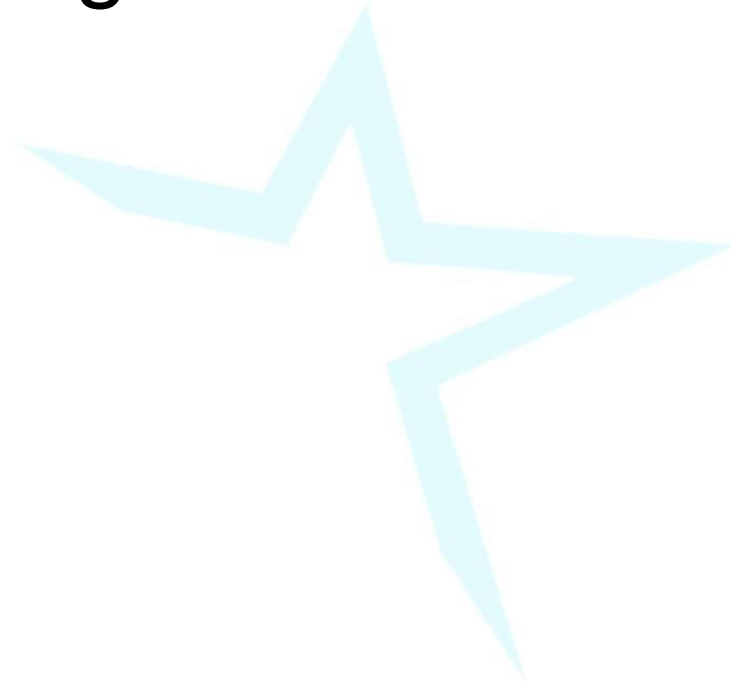
- GSA Schedules (federal)
 - IDIQ (federal)
 - MATOCS (federal construction)
 - Use of Cooperative Purchasing Agreements (regional)
 - Statewide Contracts (state)
 - On Call Lists, QVL Lists (city)
- 

SECOND THINGS SECOND:

Researching the Possibilities



How I do I know if
government contracting is for me?



Are you **ready** to compete?

Do you have past performance in the commercial or private sector?

Do you have the time and resources to commit to the process?

Are you financially stable?



How does the government help
small businesses?

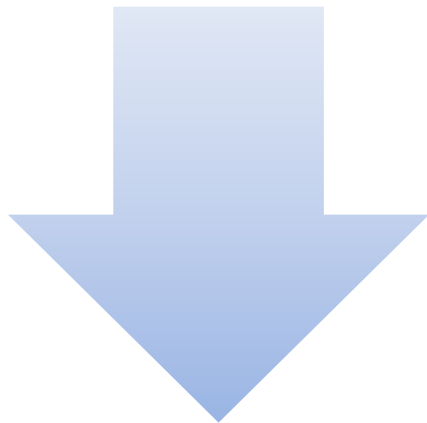


Small Business Set Asides

CITY/LOCAL

* Phoenix/Tucson
SBE

* Others vary



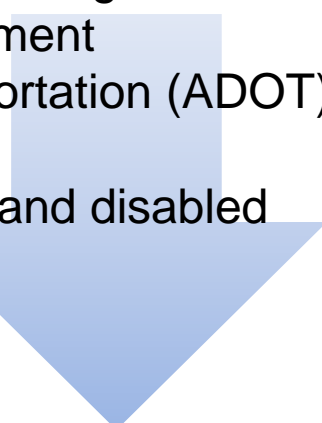
phoenix.gov/sbe
yourcity.gov

STATE

* \$150,000 or smaller
contracts should go to
qualified small
businesses

- DBE Program
Department
Transportation (ADOT)

* Blind and disabled



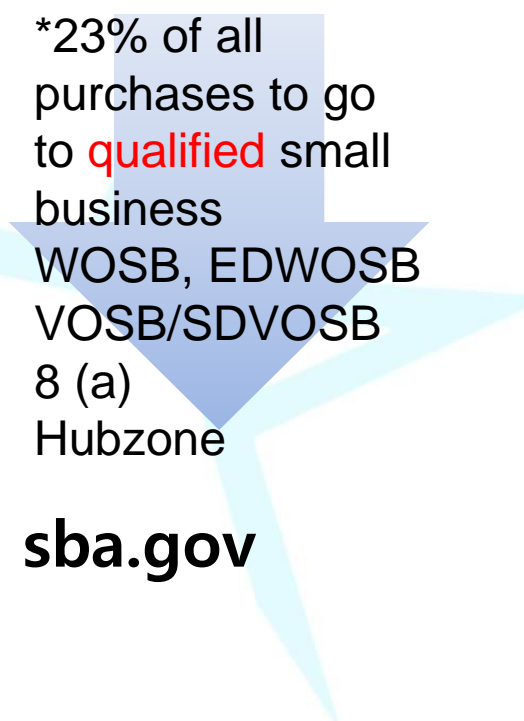
adot.dbesystem.com
spo.az.gov

FEDERAL

* \$150,000 or
smaller contracts
should go to
qualified small
businesses

*23% of all
purchases to go
to **qualified** small
business

WOSB, EDWOSB
VOSB/SDVOSB
8 (a)
Hubzone



sba.gov

Where I go to learn more?



Research solicitations and procurement sites!

CITY/LOCAL

Police
Fire
Parks and Rec
City airports
Libraries
Waste
Management
Community
Development
Convention
Centers
Transit

yourcity.gov
yourcounty.gov

STATE

Departments of:
Transportation
(ADOT)
Education (schools)
Corrections
(prisons)
Phoenix Zoo
AHCCCS
(Medicaid)
Office of Tourism
State Fair

procure.az.gov

FEDERAL

Departments of:
Transportation
Education
Corrections
Military bases
Homeland
Security
Border Patrol
VA
EPA
Airports
NASA

fbo.gov



Who is going to help me?



If you...

- Do not have a business plan
- Have not refined your message
- Are not financially stable
- Need to do market research
- Would like to understand your profit/loss and profit margins better

You might be ready to meet a SBDC counselor. To register

maricopa-sbdc.com



If you

- Have been in business for 2 years or more and have a history of past performance
- Have a unique skill set that is needed immediately by the government
- Are financially stable

You might be ready to pursue government contracting. To register

azptac.com

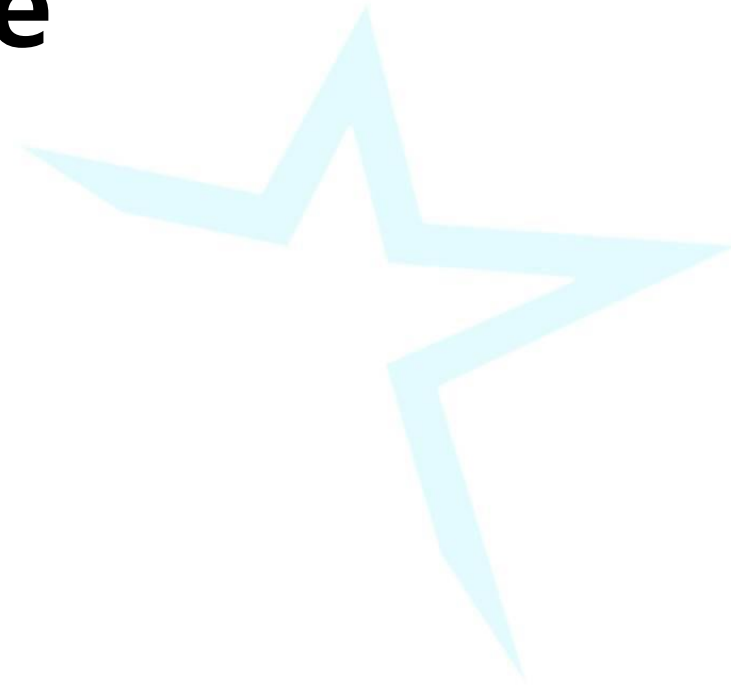


AND FINALLY.....

What is a PTAC??



Prourement
Technical
Assistance
Center





PTAC is a FREE resource funded in part through a cooperative agreement from the Department of Defense. We offer:

- **One-on-one counseling services**
- **Help with developing short and long term goals**
- **Getting certified**
- **Locating and responding to solicitations**

www.azptac.com

Hosted by:





Group Discussion and Questions