Overview of Contracting with the Federal Government
Procurement Technical Assistance Center Program

• The Florida Procurement Technical Assistance Center (PTAC) program is funded in part through a cooperative agreement with the Defense Logistics Agency
  • Florida PTAC
  • National APTAC
Federal, State, and Local Government Contracting Assistance

EDUCATIONAL SERVICES

INFORMATION SERVICES

CONSULTING SERVICES
Six Step Gateway

- Evaluate
- Plan
- Register
- Prepare
- Pursue
- Achieve
Six Step Gateway

Evaluate
Look Ahead

Workshops

Orientations

Advisors
Review a Solicitation

ITBs
RFQs
RFPs
ITNs

Helping Businesses Grow & Succeed
beta.SAM.gov

Contract opportunities

KW
Federal Government Acquisition Regulations

CFR
FAR
Agencies
Services
Commands
Six Step Gateway

Evaluate

Plan
Federal Agency Purchases

Micro
SAP
Large
Find Information, Develop Insight

Past contracts

Present opportunities

Future acquisitions
Identify Your Market

Sector

Location

Requirements
Six Step Gateway

- Evaluate
- Plan
- Register
Before You Can Start, You’ll Need to Start

SBA Resource Partners

Small Business Development Centers (SBDC)
Service Corps Of Retired Executives (SCORE)
Women’s Business Centers (WBC)
Veterans Business Outreach Centers (VBOC)

Small Business Resource Network (SBRN)
Business Codes

North American Industry Classification System (NAICS) Codes

Product and Service Codes (PSC)

*aka: Federal Supply Codes (FSC)*
D&B DUNS Registration (free)

https://fedgov.dnb.com/webform
SAM
System for Award Management
(free)
https://www.sam.gov
Help section
SBA Dynamic Small Business Search

(free)

SAM registration
Company profile
Search
Six Step Gateway

- Evaluate
- Plan
- Register
- Prepare
Marketing Tools
Cap Statement
Resume
Brief
Requested
Small Business Certifications

SBA
VA CVE
DOT
Third-Parties
Six Step Gateway

- Evaluate
- Plan
- Register
- Prepare
- Pursue
Procurement Sites

Beta.SAM.gov
DLA
GSA
SAP
Subcontracting

SBA SubNet
Beta.SAM.gov
SBA
Small Business Specialists
Submit Offers

ITB
RFQ
RFP
ITN
When Bidding, Meet All Pass/Fail Requirements
Compliant Accounting System

DCAA
DCMA
Accrual
iRAPT/WAWF
Three-Cs
Six Step Gateway

- Evaluate
- Plan
- Register
- Prepare
- Pursue
- Achieve
When Supporting Your Contract, Operate within the Rules

Executive Orders
Regulations
Supplements
Policies
FAR 9.104-1, General Standards.
A prospective contractor must...

Helping Businesses Grow & Succeed
Pre-Award Surveys
&
Contract Audits
Reporting Requirements
More Contract Compliance
Meet Contract Performance Requirements

Do the Work, Provide the Service, Deliver the Goods
Florida Procurement Technical Assistance Center Program

Our government contracting consulting, training, and information services are available at no cost to Florida businesses, large or small, that possess the interest and potential to perform work—as a prime contractor or a subcontractor—for federal, state or local government agencies.
Preparing for Your First Meeting with Your Local PTAC Specialist

www.fptac.org
Ready for Government Contracts?

Visit us online or contact your local office and get started on your path to success today.

fptac.org

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