



Helping Businesses Grow & Succeed

Florida Procurement Technical Assistance Center | PTAC

Overview of Contracting with the Federal Government

Proud Member of



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

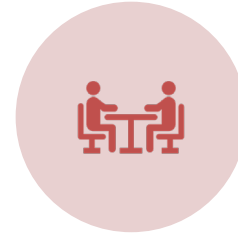
Federal, State, and Local Government Contracting Assistance



EDUCATIONAL
SERVICES



INFORMATION
SERVICES



CONSULTING
SERVICES

Six Step Gateway

 Evaluate

 Plan

 Register

 Prepare

 Pursue

 Achieve



Six Step Gateway



Look Ahead

Workshops

Orientations

Advisors

Review a Solicitation

ITBs

RFQs

RFPs

ITNs

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



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Plan



Register



Marketing Tools



Cap Statement

Resume

Brief

Requested

Small Business Certifications

SBA

VA CVE

DOT

Third-Parties

Six Step Gateway



Evaluate



Prepare



Plan



Pursue



Register



Procurement Sites

Beta.SAM.gov

DLA

GSA

SAP

Beta.SAM.Gov



Registration



Contract
Opportunities



Filters



Announcements



Location



Keywords



NAICS



Type of Posting



Set-Aside

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

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When Supporting Your Contract, Operate within the Rules

Executive Orders

Regulations

Supplements

Policies

FAR 9.104-1, General Standards.
A prospective contractor must...

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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