



Helping Businesses Grow & Succeed

Florida Procurement Technical Assistance Center | PTAC

Doing Business with State and Local Government Agencies

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

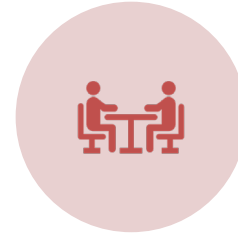
Federal, State, and Local Government Contracting Assistance



EDUCATIONAL
SERVICES



INFORMATION
SERVICES



CONSULTING
SERVICES

Six Step Gateway

 Evaluate

 Plan

 Register

 Prepare

 Pursue

 Achieve



Six Step Gateway



SLED Markets

State

Local

Educational

Start at the End

How to do business with _____

_____ purchasing or procurement
department

Review a Solicitation

ITBs

RFQs

RFPs

ITNs

Government Acquisition Regulations

Regulations

Statutes

Codes

Look Ahead

Workshops

Orientations

Advisors

Six Step Gateway

 Evaluate

 Plan



State & Local Purchases

Discretionary

Informal Purchases

Formal/Competitive

Identify Your Market

Sector

Location

Requirements

Piggybacking

Florida Statute § 189.053 (189.4221)

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)

The Basics

W-9

FEIN

Sunbiz.org

DBPR

Other registrations

Business Codes

United Nations Standard Products and Services
Classification (UNSPSC) Code

National Institute of Governmental Purchasing (NIGP)
Code

D&B DUNS Registration (free)

<https://fedgov.dnb.com/webform>

MFMP eProcurement System

<https://vendor.myfloridamarketplace.com>

Other Local Entity Registrations

50 States

Tens of thousands

SLED markets

Six Step Gateway



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Marketing Tools



Small Business Certifications

State

City

Agency

DOT

Six Step Gateway



Evaluate



Prepare



Plan



Pursue



Register



Procurement Sites

My Florida Marketplace

Cities, towns, and villages

Public utilities

Public institutions

Prime contractors

Other Procurement Sites

Submit Offers

ITB

RFQ

RFP

ITN

When Bidding, Meet All Pass/Fail Requirements

Three-Cs

Six Step Gateway

 Evaluate

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When Supporting Your Contract, Operate within the Rules

Regulations

Statutes

Codes

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

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