Helping Businesses Grow & Succeed

Florida Procurement Technical Assistance Center | PTAC

Doing Business with State and Local Government Agencies

Proud Member of aptac
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

Helping Businesses Grow & Succeed
Six Step Gateway

- Evaluate
- Plan
- Register
- Prepare
- Pursue
- Achieve
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

Statues

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)
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

- Evaluate
- Plan
- Register
- Prepare
Small Business Certifications

State
City
Agency
DOT
Six Step Gateway

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

Regulations

Statues

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

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