



**Helping Businesses Grow & Succeed**

**Florida Procurement Technical Assistance Center | PTAC**

# **Disaster Contracting Webinar: How to do business with FEMA and the State of Florida**

**Tuesday November 17<sup>th</sup> 2020 10:00am (eastern) / 9:00am (central)**

- Industry Liaison Program Representative, Office of the Chief Procurement Officer for FEMA
- Logistics Section Chief, Florida Division of Emergency Management
- Jane Dowgwillo, Florida PTAC Program Manager
- Emery Parker, Procurement Specialist for the Florida PTAC at FAMU





# PTAC: Government Contracting Assistance

- **Government contracting services** offered by the Florida Procurement Technical Assistance Center (Florida PTAC)
- **Consulting, training, and information** to help businesses, small or large, research and bid on government contracts from the Department of Defense, other federal, state & local agencies and prime contractors
- **Credentialed and experienced** procurement specialists strategically located across the state
- **Outreach and Networking Events**

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**aptac**



# Six Step Gateway



## **EVALUATE**

Is government contracting the right path for your business?



## **PLAN**

Develop your plan for entering into the government marketplace.



## **REGISTER**

Complete the required business registrations.



## **PREPARE**

Develop marketing tools and secure certifications.



## **PURSUE**

Find, select, and pursue government opportunities.



## **ACHIEVE**

Win, support, and operate contracts—and win more business.

# <http://fptac.org/locations/>



## Florida PTAC at UWF

(850) 474-2528

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Serving the following counties: Bay, Calhoun, Escambia, Gulf, Holmes, Jackson, Okaloosa, Santa Rosa, Walton, and Washington County

## Florida PTAC at FAMU

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Serving the following counties: Franklin, Gadsden, Jefferson, Leon, Liberty, Madison, Taylor, and Wakulla County

## Florida PTAC at UNF

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Serving the following counties: Alachua, Baker, Bradford, Citrus, Clay, Columbia, Dixie, Duval, Gilchrist, Hamilton, Lafayette, Levy, Marion, Nassau, Putnam, St. Johns, Suwannee, and Union County

## Florida PTAC at UCF

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Serving the following counties: Brevard, Flager, Lake, Orange, Osceola, Seminole, Sumter, and Volusia County

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Serving the following counties: DeSoto, Hardee, Hernando, Highlands, Hillsborough, Manatee, Pasco, Pinellas, Polk, and Sarasota County

## Florida PTAC at FGCU

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## Florida PTAC at IRSC

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Serving the following counties: Indian River, Martin, Okeechobee, and St. Lucie County

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Serving the following counties: Palm Beach and Broward County

## Florida PTAC at FIU

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Serving the following counties: Miami-Dade and Monroe County

## Florida PTAC Headquarters

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# Contact Details for Businesses in Other States



<https://www.aptac-us.org/>

Find a PTAC

Select a State

Find a Procurement Technical Assistance Center

Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.

[Find American Indian PTACs »](#)



## HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

 **Free Help with SAM Registration** – and other government contracting issues.

System for Award Management (SAM) registration *is FREE*, and your PTAC can help you with this *and everything else you need* to sell to federal, state and local government agencies at little or no charge

- ▶ **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to your specific needs – *always free* of charge!

[Find your PTAC now! »](#)


### Contracting Success

*In 2018, PTAC clients were awarded*

**\$26 BILLION IN CONTRACTS**

*with over*

*550,000 jobs created or retained.*

[Learn More](#) 

# 2019 Prosperity Report

## SERVICE SNAPSHOT

 **2,128**  
Entrepreneurs & small business owners consulted

 **11,059**  
Consulting hours delivered

 **117** Training events delivered to

### Veteran Status



**12.83%**  
Veterans

**21.48%**  
Service-Connected Disabled Veterans

**1,565** Attendees

## BUSINESS & ECONOMIC OUTCOMES

 **Jobs**  
created and saved

 **Gov't Contracts**  
acquired (#)

 **Gov't Contracts**  
acquired (\$)

Includes:

Small Disadvantaged-Owned\*

Women-Owned

Service Disabled Veteran-Owned

2019

5 Year

**7,798**

**34,187**

**5,215**

**25,311**

**\$496M**

**\$1.9B**

**\$76,911**

**\$145M**

**\$13.9M**

**\$331.3M**

**\$59.2M**

**\$422.5M**

\*Data captured for federal reporting purposes

**\$9.5 Billion**  
in contract awards

**208,146**  
jobs created/saved

Client businesses have won \$9.5B in contract awards since 1986, helping to create/save 208,146 jobs.



# Ready for Government Contracts?

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

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→ **fptac.org**

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