



Government Procurement Overview

Maryam Lynch-Tate, Business Outreach & Training Specialist

MLynchTate@WashingtonPTAC.org

October 2022

www.washingtonptac.org

Workshop Objectives

Introduction to PTAC

Overview of Government Contracting

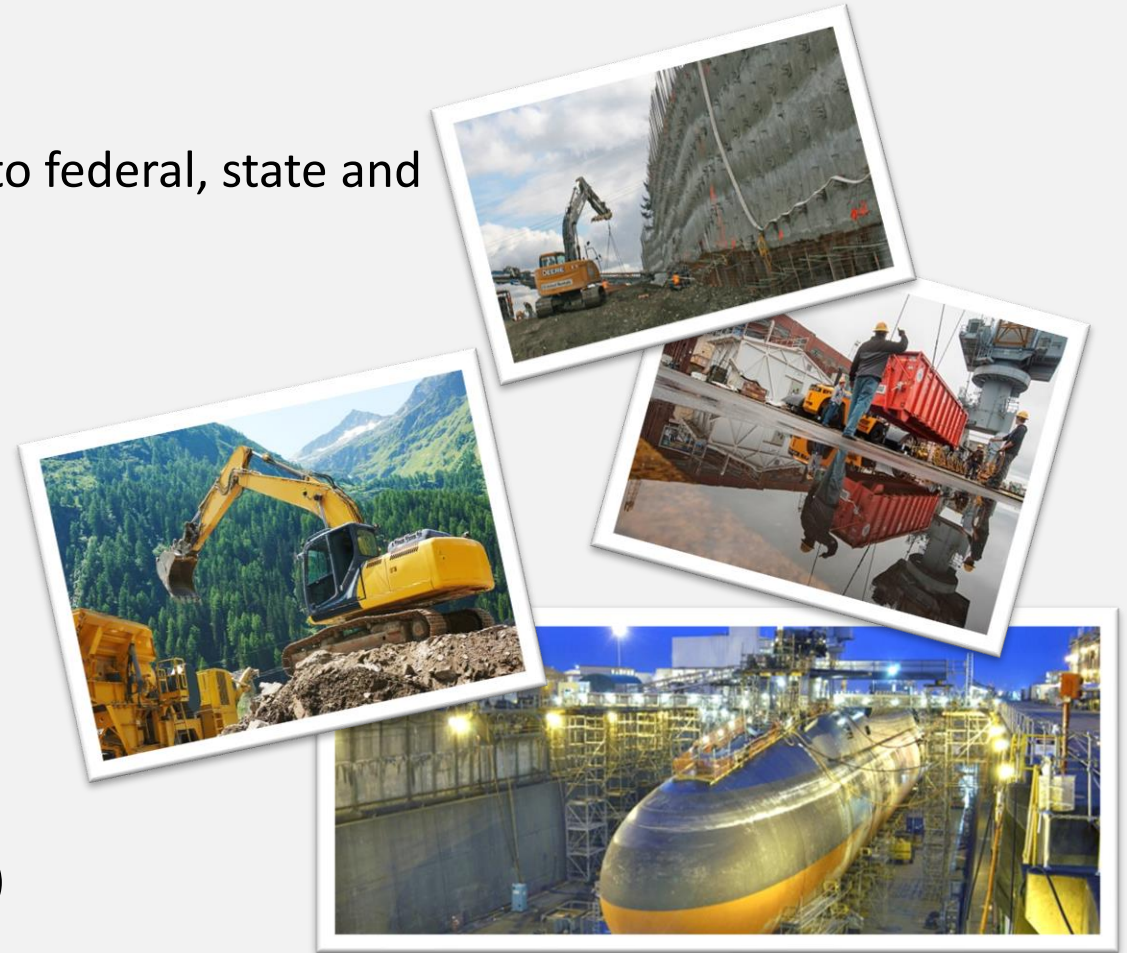
Top Questions to Get Answered

Resources & Next Steps

Q & A

Procurement Technical Assistance Center (PTAC)

- PTAC assists Washington State businesses in selling to federal, state and local governments.
 - Finding opportunities to bid
 - Interpreting solicitations and regulations
 - Certifications & registrations
 - Marketing to government buyers
- We provide these services through:
 - Workshops
 - One-on-one counseling sessions
 - Matchmaking events
 - Optional Bid Match service (fee-for service)



Funded, in part, through a cooperative agreement with the Department of Defense (DOD).

About PTAC

- Congress established the Procurement Technical Assistance Cooperative Agreement Program in 1985 as part of the Department of Defense (DoD) Authorization Act
- PTAC is designed to assist businesses (focusing on small businesses) with **federal, state and local government contracting**
- The program is funded by the federal government through the United States Department of Defense's (DoD) and locally by Thurston EDC, Green River College, Port of Seattle, and many others

- Annual Impacts:

1,400
Clients Served

4,300
Hours of Advising

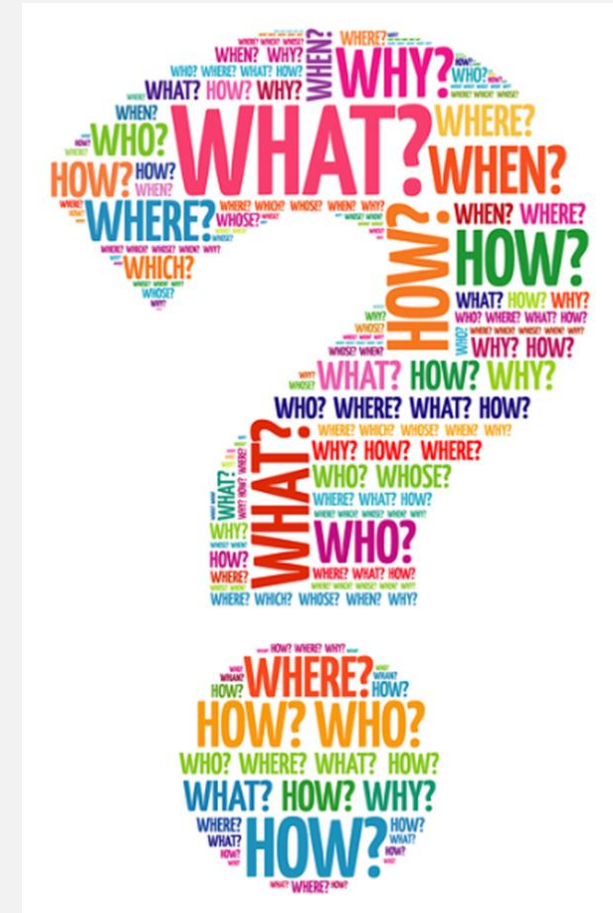
\$300m
Contracts Won

Where do I start? Top Questions

Who am I selling to?

What are they buying?

How are they buying it?





Government Marketplace is Big. VERY Big.

- Over 2,000 federal agencies
- 190 state agencies, departments, commissions
- 39 Counties
- 281 Cities & Towns
- Ports, Tribes, Schools, Colleges, Utilities, Transit & 49 other states!

What are they buying?

Specially Funded Projects

Consultants
Technology Expansion
Research
Wellness Programs
Online Training
Website Design
Wildlife Programs
Educational Videos

Construction & Related

Engineering
Architecture/Design
Surveying, Assessments
General Contractors
Project Management
Electrical/HVAC

Products

Repair/Maintenance Parts
Office Supplies
Promotional Items
Uniforms/badges
Furniture
Computers/Hardware

Day-to-day Services

Janitorial
Pest Control
Vehicles and Maintenance
Staffing
Food Services
Printer/copier
Laundry
IT Services
Landscaping

How are they buying it?

Governments post solicitations

Use Prime Contractors

Use long-term contracts with pre-approved vendors


Governments like competition (taxpayers do too!)

Governments also have goals to buy from small businesses and those small businesses owned by women, minorities, veterans, and small businesses in HUBZones.

Register w/ Procurement Databases

- [WEBS](#) – Washington Electronic Business Solutions (State/local solicitations only)
- [SAM](#) – System for Award Management (Federal advertised solicitations, award notices)

Title	Description	Organization	Contact	Reference #	Date Posted
WSDOT Eastern Region Winter Maintenance Sand	WSDOT Eastern Region is seeking bids for winter maintenance sand. Bids are due Tuesday, September 17, 2019 at 4:00 pm. Please see solicitation document for full details.	Transportation, Dept of	Gail Hudgins	ER61913	08/29/19
WSDOT Eastern Region Winter Maintenance Sand	WSDOT Eastern Region is seeking bids for winter maintenance sand. Bids are due Tuesday, September 17, 2019 at 4:00 pm. Please see solicitation document for full details.	Transportation, Dept of	Gail Hudgins	ER61914	08/29/19
Wireline Ethernet or Fixed Wireless Services	CTS is seeking Wireline Ethernet or Fixed Wireless Services. Please note, vendors must have an MSA and applicable addenda on file in order to bid. Please read the RFQ in its entirety. Additionally Amendment 1 is too large to post in WEBS but can be found at: https://watech.wa.gov/procurement-announcements	Consolidated Technology Services (CTS)	Susan Steele	N20-RFQ-006	08/29/19



USER NAME

PASSWORD

LOG IN

[Forgot Username?](#)
[Forgot Password?](#)

[Create an Account](#)

HOME

SEARCH RECORDS

DATA ACCESS

GENERAL INFO

HELP

CREATE USER ACCOUNT
 Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.

Create User Account

REGISTER/UPDATE ENTITY
 You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.

Register/Update Entity

SEARCH RECORDS
 All records from CCR/FedReg, ORCA, and EPLS, active or expired, were moved to SAM. You can search these records and filter your results. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.

Other Places to Find Opportunities & Historical Spend

[DES Website](#) –
Construction / Public
Works (advertised
projects, award info)

[USA Spending](#) –
Federal Award Data

Agency websites

Rosters ([MRSC](#))

Prime Contractors

[Unison Marketplace](#)

[Acquisition Gateway](#)
- Agency Forecasts

Bid Matching
Services

Small Business Certifications

Federal – [Small Business Administration \(SBA\)](#)

State – [Washington State Office of Minority and Women Business Enterprise \(OMWBE\)](#)

Local – [King County](#)

PTAC is here to help!

One-on-one Counseling on all things Government Contracting

Training

Bid Matching

Market Research



Next Steps: If you are...

- In the conceptual stages of business
- Have less than one year in business
- Are not financially secure

You may want to:

- Meet with a resource partner (SCORE, SBDC, etc.) in order to secure more commercial work before going into government contracting

Next Steps: If you are...

- A legally established business
- Experienced in the current business
- Ready to explore government contracting further

You may want to:

- Meet with a PTAC counselor to learn about your opportunities in government contracting

Next Steps: If you are...

- Already selling to the government or to prime contractors
- Ready to grow your sales into the government marketplace
- Ready to create a long-term marketing strategy

You may want to:

- Meet with a PTAC counselor who can help with contract review, locate new opportunities, introduce you to new resource partners in lending or bonding



Questions?

How to Find the PTAC Counselor Closest to You

Washington State

<https://washingtonptac.org/>

All States

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





#1

KITSAP ECONOMIC DEVELOPMENT ALLIANCE

Mary Jo Juarez, Kathy Cocus, Terry Homburg
360.377.9499 | kitsap@washingtonptac.org

Leslie Miller
360.377.9499 | olympic@washingtonptac.org



#2

THURSTON ECONOMIC DEVELOPMENT COUNCIL

Kate Hoy
360.754.6320 | thurston@washingtonptac.org



#3

COLUMBIA RIVER EDC

Jeannet Santiago
503.694.9403 | swwa@washingtonptac.org



#4

ECONOMIC ALLIANCE SNOHOMISH COUNTY

Cara Buckingham
425.248.4223 | snhomish@washingtonptac.org



#5

GREEN RIVER COLLEGE

Darrell Sundell
253.520.6267 | king@washingtonptac.org

Marnie Tyson
206.659.6532 | marnie@washingtonptac.org

Melinda Martirosian
253.520.6284 | mmartirosian@greenriver.edu



#6

PTAC IN PIERCE COUNTY

Trena Payton
253.964.1745 | pierce@washingtonptac.org

Maryam Lynch-Tate
253.257.5528 | mlynchtate@washingtonptac.org



#7

GREATER SPOKANE INCORPORATED

Aleesha Roedel
509.321.3646 | spokane@washingtonptac.org



#8

TRI-CITY REGIONAL CHAMBER OF COMMERCE

Jody O'Connor
509.491.3231 | tricity@washingtonptac.org



*Serving Businesses Throughout
Washington State*

washingtonptac.org

**Contact a Washington
PTAC Counselor
Near You Today!**



Find your local **PTAC** at **www.aptac-us.org**