

A scenic view of a cable car system over a river and bridge at sunset. The sky is a mix of blue and orange, with the sun low on the horizon. Two purple cable cars are suspended from cables, moving across the frame. Below them, a large stone bridge with multiple arches spans a river. The foreground is filled with green pine trees. The overall atmosphere is peaceful and picturesque.

Washington Procurement Technical Assistance Center (PTAC)

Washington PTAC Program

- About the PTAC
- Exploration of the Marketplace
- Market Research
- Next Steps



Attorney talks to businesses after a training on construction legal considerations.

Washington PTAC Program

The Procurement Technical Assistance Center increases the number of government contracts & subcontracts won by Washington firms.

- Find
- Bid
- Win

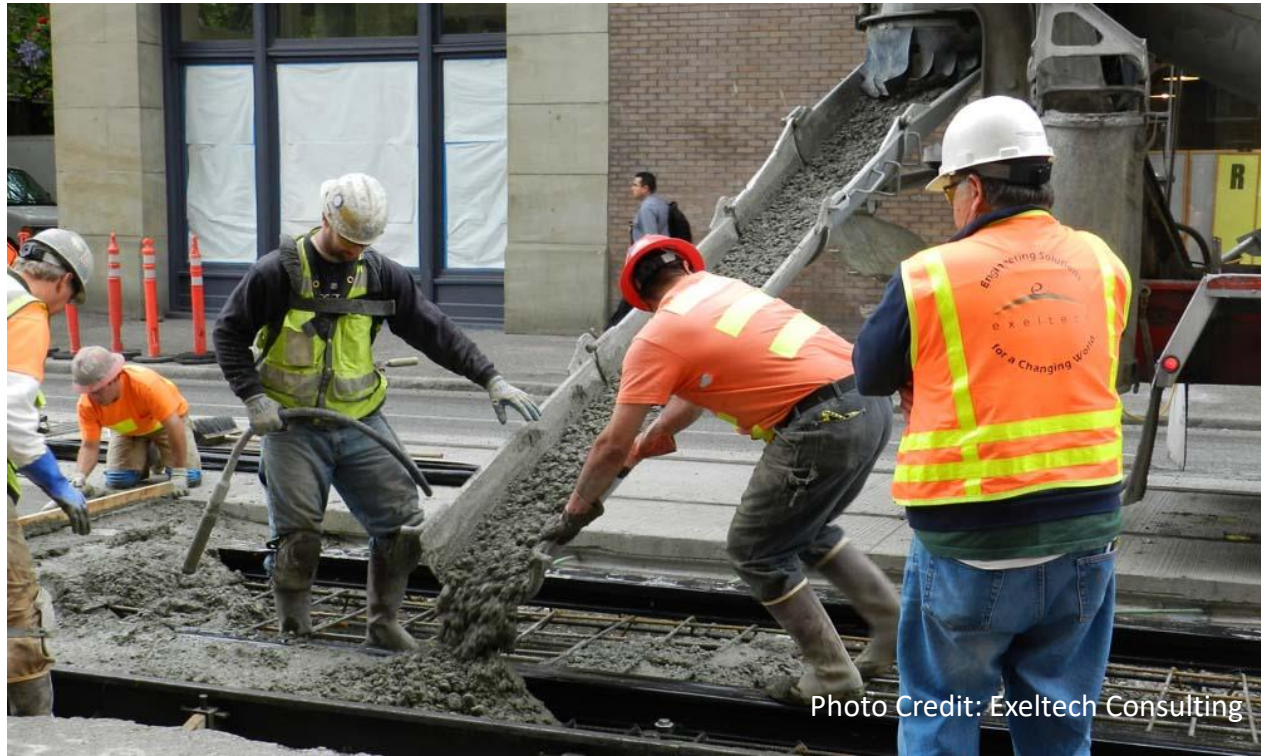


Photo Credit: Exeltech Consulting

PTAC's Technical Assistance includes one-on-one assistance on:

- How to respond to an RFQ, RFP, etc
- How to find government solicitations, register in systems
- How to get certified or registered as a WMBE, veteran, etc.
- How to develop a marketing strategy for government and prime customers
- Understanding terms and conditions in government solicitations
- Making go/no-go decisions when exploring government work
- & much more.

Washington PTAC Program

We provide these **NO COST** services through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events
- Bid Match service

There is a PTAC in nearly every state in the Union + US Territories. Find your PTAC at www.aptac-us.org.



Hot Topics

- Federal Spending = More Opportunities
- Contract Size
- Focus on Equity

How Does Government Buy What I Sell?

Market Research

- PTACs are super sleuths!
- Search public databases (we can show you how)
 - Sam.gov & usaspending.gov
- Talk to existing customers
- Review old/archived solicitations



**Super
Sleuthers**

UNCOVERING GOVERNMENT CONTRACTS
FOR SMALL BUSINESSES

CAPABILITY STATEMENT



Washington PTAC Technical Assistance Center

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Website: www.WashingtonPTAC.org

CORE COMPETENCIES

We are a provider of one-on-one confidential evaluation and guidance services for small businesses who wish to contract with the government.

- 8(a) Applications
- Market Feasibility and Research
- Local government registrations
- SAM Registration Guidance
- HUBZone Certification
- State Procurement Assistance
- Proposal Reviews
- Strategy Development

PAST PERFORMANCE

Thurston Economic Development Council

Lacey, Washington

Length of Contract: 2010 – Present

Scope of Work: To provide assistance as needed to help clients navigate the government procurement process.

Department of Defense

Washington DC

Length of Contract: 2003 – Present

Scope of Work: To provide assistance as needed to help clients navigate the government procurement process

DIFFERENTIATORS

As the premiere go-to source for government procurement assistance in Washington State for over 14 years, we offer free services to small business owners.

- 3 Certified CVE counselors
- Counselors average 13 years experience
- Continuous training
- Dept. of Defense Award Winner 2016



COMPANY DATA

The Washington Procurement Technical Center was founded in 2002, and has grown to include 8 locations

PERTINENT CODES

DUNS: 1234567a



<https://alliancennorthwest.org>

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Where government and business connect

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Alliance Northwest - March 10, 2022

A virtual government-to-business connection event based in the Pacific Northwest.

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Jim Niles
Naval Facilities Engineering
Command Northwest
NW1



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