

Washington PTAC

Top Tips for Finding Government Solicitations

Presented by

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WASHINGTON
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A program of the Thurston EDC

Washington PTAC Program

We offer assistance to small businesses who wish to sell to federal, state and local governments.

- Finding opportunities to bid
- Interpreting solicitations and regulations
- Certifications & registrations
- Marketing to government buyers
...and much more



We provide these services through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events
- Optional Bid Match service (*fee-for service*)



➤ Government Contracting Overview



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Tip #1 - Start Asking Questions

- Who are you selling to?
- What are they buying?
- How do they buy it?





Tip #2 – Be you. Consistently.

- What story do your public profiles tell?
 - SAM – System for Award Management
 - DSBS – Dynamic Small Business Search
 - OMWBE/DBE Directory
 - Your Website
 - Capabilities Statements, 30 Second Intros, Other Marketing Material
 - Other

CAPABILITY STATEMENT



Washington PTAC Technical Assistance Center

Kate Hoy, Procurement Specialist

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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



Tip #3 – Be Responsive

- No time to bid? Need more bonding? Use that “not this time” to build the relationship.
- Strong proposals win more work.



Are you registered in the right spots?

- Manage your Rosters well
- Are you receiving WEBS notices?
 - Are your commodity codes correct?
- Consider a bid-matching service



Build Relationships

Alliance Northwest, March 5, www.alliancenorthwest.org

Regional Contracting Forum, April 8, www.rcfwashington.org

Bridging Partnerships, April 8-9, www.bridgingpartnerships.com

Other events:

www.washingtonptac.org/calendar

<https://omwbe.wa.gov/resources/calendar>

Most Local agencies – Supplier/Contractor Intro Events

Some networking etiquette

- Get familiar with the solicitation process **before** you reach out to contracting officers
- Do **not** ask questions about open solicitations
- Understand the vendor registration process BEFORE meeting with contracting officers or agency reps!
- Do **not** *sell. Inform.*





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