



Virginia Procurement Technical Assistance Program

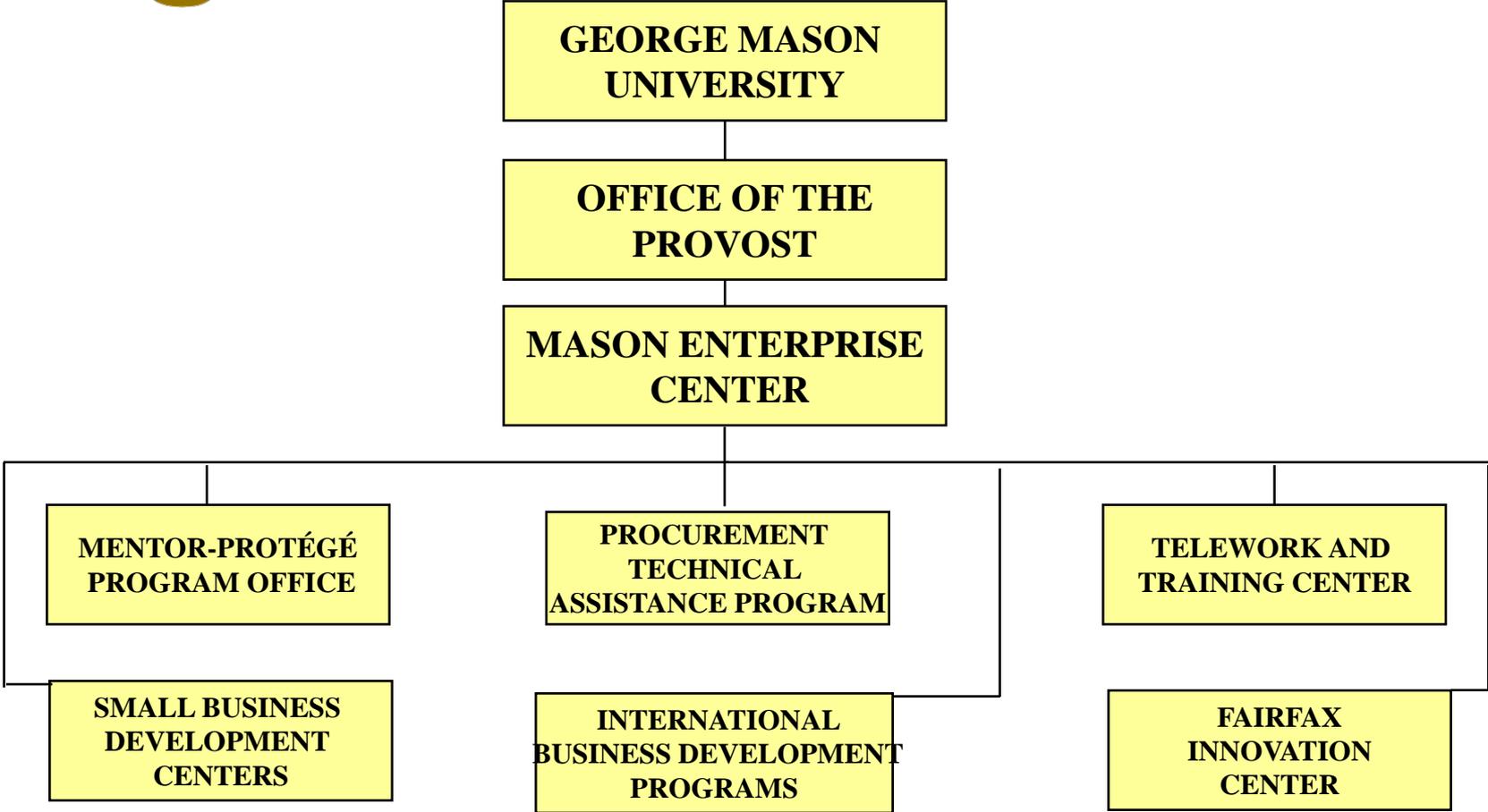
Mason Enterprise Center

Defense Logistics Agency

Strategic Materials Industry Day

23 August 2012

THE MASON ENTERPRISE CENTER



Procurement Technical Assistance Centers



PTAC

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments*
- Association of Procurement Technical Assistance Centers (APTAC) www.aptac-us.org*
- Apply APTAC members resources to improve business and economic climate in Local Communities*



PTAP Background

PTAP

- *Defense Logistics Agency SCAA*
- *Began mid 80's - PTAP early 90's*
- *Originally DoD oriented*
- *Mid 90's extended to other Federal*
- *Now includes State and Local*
- *One stop shop - pre and post award*

Procurement Technical Assistance Program

<http://www.VAPTAP.org>

GEORGE MASON UNIVERSITY VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Welcome to Virginia Procurement Technical Assistance Program!!

[Our Mission](#) | [Our Services](#) | [VA PTAP Events Calendar](#) | [Find Your PTAC](#) | [Contact VA PTAP](#)

The Virginia statewide PTAP at George Mason University Mason Enterprise Center is a non-profit program funded by the university and a Federal Government Cooperative Agreement.

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Williamsburg, Virginia.

All centers provide services that help business do business with government at the Federal, State, and Local level.

Virginia PTAP Satellite Offices | **Other Regional PTAC's** | **Last Updated: July 26, 2012**

Central VA PTAC |
 Northern VA PTAC |
 Hampton VA PTAC

CRATER
 Procurement Assistance Center

GEORGE MASON UNIVERSITY
MASON ENTERPRISE CENTER
 4031 UNIVERSITY DR, SUITE 200, FAIRFAX, VA 22030
 Point of Contact: Operations Manager
 Phone: 703-277-7757
 Some photos provided by the Virginia Tourism Corporation

Procurement Technical Assistance Program

<http://www.VAPTAP.org>





VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

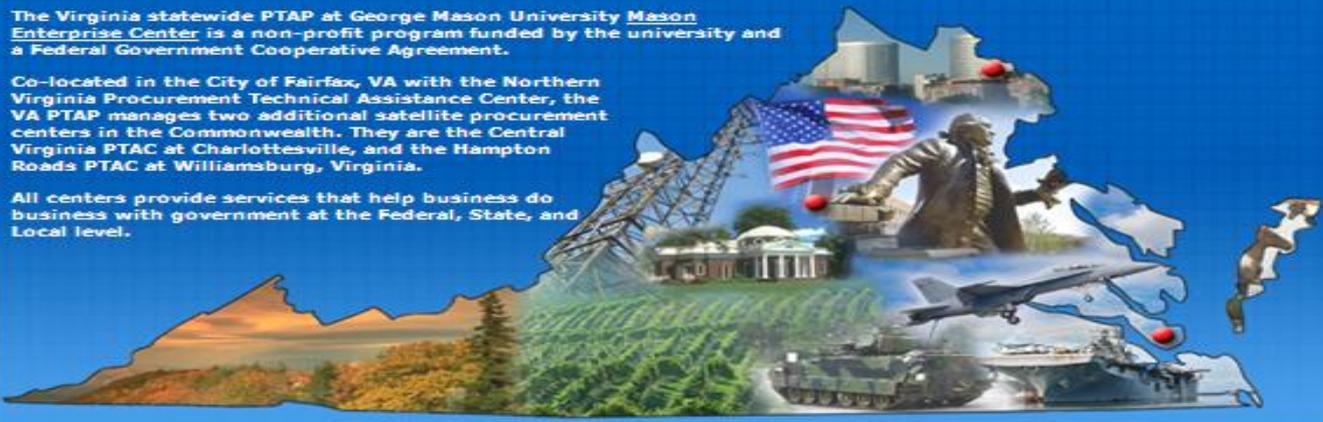
Welcome to Virginia Procurement Technical Assistance Program!!

Our Mission
Our Services
VA PTAP Events Calendar
Find Your PTAC
Contact Us

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All centers provide services that help business do business with government at the Federal, State, and Local level.



Virginia PTAP Satellite Offices



Central VA
PTAC



Northern VA
PTAC



Hampton VA
PTAC

Other Regional PTAC's




Last Updated: July 26, 2012

**GEORGE MASON UNIVERSITY
MASON ENTERPRISE CENTER**
4031 UNIVERSITY DR., SUITE 200, FAIRFAX, VA
22030

Point of Contact: Operations Manager
Phone: 703-277-7757

Some photos provided by the Virginia Tourism Corporation

Virginia PTAC
Areas of Responsibility



GMU PTAP Organization

GEORGE MASON UNIVERSITY
VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Welcome to Virginia Procurement Technical Assistance Program!

Our Mission | Our Services | VA PTAP Events Calendar | Find Your PTAP | Contact VA PTAP

The Virginia statewide PTAP at George Mason University Mason Enterprise Center is a non-profit organization funded by the university and a Federal Government Contract. It is located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP regional headquarter of separate procurement Virginia PTAP at Charlottesville, and the Hampton Roads PTAP at Williamsburg, Virginia.

All centers provide services that help business do business with government at the Federal, State, and Local level.

Virginia PTAP Satellite Offices: Central VA PTAP, Northern VA PTAP, Hampton VA PTAP. Other Regional PTAP's: CRATER. Last Modified: July 06, 2012.

GEORGE MASON UNIVERSITY
THE PTAC OF CENTRAL VIRGINIA
 A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Central Virginia Procurement Technical Assistance Program!

Our Mission | Our Services | Events Calendar | Helpful Links | Contact Us

The Central Virginia PTAC is an affiliate of the Virginia George Mason University Procurement Technical Assistance Program at the Mason Enterprise Center.

Centrally located in Charlottesville, the CV PTAC covers cities and counties from Danville to Highland and Shenandoah counties on the northwestern border across to the Eastern Shore. The center provides assistance to businesses interested in doing business with Federal, State and Local government. We teach seminars, conduct conferences and individual consulting sessions on the procedures to follow for a company to enter this dynamic, rewarding marketplace.

Virginia PTAP Satellite Offices: Click here for information on How to Become a PTAP Client / Register for BMS

Central Virginia PTAC: 2233 Hydraulic Road, Suite 203, Charlottesville, VA 22901-2705. Tom Niglas, Point of Contact. Phone: 434-292-2336. Email: tsniglas@gmu.edu. Click here to the Central Virginia PTAC Office.

*Tom Miglas
 Helen McMullin
 Richard Rosanelli*

GEORGE MASON UNIVERSITY
THE PTAC OF NORTHERN VIRGINIA
 A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Northern Virginia Procurement Technical Assistance Program!

Our Mission | Our Services | Events Calendar | Helpful Links | Contact Us

The Northern Virginia PTAC is an affiliate of the Virginia George Mason University Procurement Technical Assistance Program at the Mason Enterprise Center.

The NV PTAC is located at the Virginia Statewide PTAP headquarters in historic Fairfax City, less than one mile from the GMU campus. The center services nine counties in Northern Virginia and the cities they contain. The NV PTAC's goal is "Helping Business do business with government" by providing procurement assistance to businesses within the local area.

Our services include: counseling, market research, educational seminars, and a Bid-Matching Program.

Virginia PTAP Offices: Click here for information on How to Become a PTAP Client / Register for BMS

GEORGE MASON UNIVERSITY MASON ENTERPRISE CENTER: 6015 UNIVERSITY DR. SUITE 200, FAIRFAX, VA 22030. Point of Contact: Operations Manager. Phone: 703-277-7797. Fax: 703-262-8199. E-mail: atpac@gmuc.edu. Click here to the Northern Virginia PTAC Office.

*Jim Regan
 Wally Johnson
 Mary McGuire
 Robert Gahagan
 Frank Toth*

GEORGE MASON UNIVERSITY
THE PTAC OF HAMPTON VIRGINIA
 A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Hampton Roads Procurement Technical Assistance Program!

Our Mission | Our Services | Events Calendar | Helpful Links | Contact Us

The Hampton Roads PTAC is an affiliate of the Virginia George Mason University Procurement Technical Assistance Program at the Mason Enterprise Center.

The center is located at 5300 Palmer Lane Suite 2A in Williamsburg, Virginia. We serve the Tidewater, Hampton Roads area in helping business do business with government at Federal, state and local levels. Services include seminars, conferences and individual consulting on procurement matters, for companies involved, or seeking to become involved in this exciting market environment.

Virginia PTAP Satellite Offices: Click here for information on How to Become a PTAP Client / Register for BMS

Hampton Roads Virginia PTAC: 5300 Palmer Lane, Suite 2A, Williamsburg, VA, 23188. IT IS REQUESTED THAT APPOINTMENT BE SCHEDULED BY EMAIL OR PHONE REQUEST.

*Cecilia Cotton
 Linda Owen
 Jim Henry
 Frank Jackson*

Commonwealth of Virginia

PTAC's



- *State-wide Program- George Mason University*
 - *Northern Virginia - City of Fairfax*
 - *Central Virginia - Charlottesville*
 - *Hampton Roads – Newport News*
- *Other Virginia Regional PTAC's*
 - *Southwest VA Comm. College – Richlands*
 - *Crater Procurement Assistance Center - Petersburg*

Other PTAC's

[http://www.dla.mil/SmallBusiness/Pages/Procurement
TechnicalAssistanceCenters.aspx](http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenters.aspx)

The screenshot shows the Defense Logistics Agency (DLA) website. The header includes the DLA logo, the text "DEFENSE LOGISTICS AGENCY AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY", and a "Revised DIRECTOR'S GUIDANCE 2012" badge. The date "Thursday, August 16, 2012" is displayed. A navigation menu contains links for Home, News, Team DLA, Customer Support, Business Operations, Careers, Directory, and FOIA-Privacy. The breadcrumb trail reads "DLA Home > Small Business > Procurement Technical Assistance Centers".

The main content area features a paragraph: "The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). **PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .**"

Below this is the heading "CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS" and instructions: "Click on a State or U.S. Territory below for the location of the nearest PTAC." and "Click [here](#) for the location of the nearest Native American PTAC."

A table lists 50 states and territories with hyperlinks to their respective PTAC pages:

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	GUAM	HAWAII	IDAHO	ILLINOIS
INDIANA	IOWA	KANSAS	KENTUCKY	LOUISIANA
MAINE	MARYLAND	MASSACHUSETTS	MICHIGAN	MINNESOTA
MISSISSIPPI	MISSOURI	MONTANA	NEBRASKA	NEVADA
NEW HAMPSHIRE	NEW JERSEY	NEW MEXICO	NEW YORK	NORTH CAROLINA
NORTH DAKOTA	OHIO	OKLAHOMA	OREGON	PENNSYLVANIA
PUERTO RICO	RHODE ISLAND	SOUTH CAROLINA	SOUTH DAKOTA	TENNESSEE
TEXAS	UTAH	VERMONT	VIRGINIA	WASHINGTON

Association of PTACs



<http://www.aptac-us.org/new/>

A | PTAC Association of Procurement Technical Assistance Centers

Home PTAC Contracting Assistance News & Events APTAC Info APTAC Conference Contact Us

Find a PTAC Member Login

Want to sell to the government?

[Call a PTAC - They can help!](#)

Congress created the Procurement Technical Assistance Program (PTAP) to help businesses seeking to compete successfully in federal, state and local government contracting. Funded through Cooperative agreements between DoD and state/local entities, PTACs provide a range of expert services at little or no charge. [Connect to a Center near you](#) to get the help you need. See:

- ["Procurement Training"](#) for services that PTACs provide,
- ["Training Events Calendar"](#) for classes, seminars, and matchmaking events, or
- ["Find-a-PTAC"](#) to connect to the Center nearest you.

Veterans See: [Federal Contractor Certification Program List of FCC Trainers](#)

APTAC is the professional organization of the Procurement Technical Assistance Centers. [Learn more about the PTACs and APTAC.](#)

Fast, Reliable, Cost-Effective Service for Government

"Our ability to secure this work was in no small part, a direct result of the tremendous assistance we received from the PTAC." - Margarita U. Howard, President of HX5, on the award of their first 8(a) contract for \$3.5 million.



How PTACs Serve America's Small Businesses

- *92 Procurement Technical Assistance Centers (PTACs) form a nationwide network (245 locations) of dedicated procurement professionals providing critical assistance to small businesses seeking to participate in Defense and other government agency procurement contracts.*
- *PTACs offer a wide array of services – most at no charge – through one-on-one counseling sessions, classes, seminars, and matchmaking events.*
- *PTACs assisted more than 69,000 businesses with > 194,000 counseling sessions on various procurement matters.*
- *In the last year APTAC surveyed, PTAC clients were awarded more than 87,000 government contracts and subcontracts worth over \$15.168 Billion dollars. These federal contracts created or retained over 303,000 jobs.*



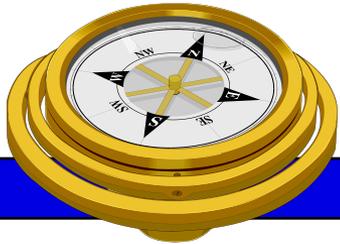
PTAC Services

- Outreach
 - Seminars & Conferences (sponsor and participant)
 - Associations (networking and participation)
- Education
- Counseling



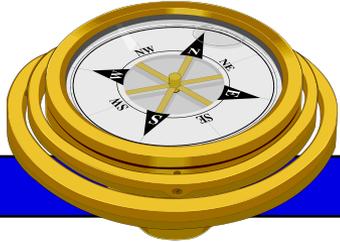
PTAC Services (Cont'd)

- Marketing
 - Research
 - Strategic partnering
- Teaming & Joint Venture Networking
- Proposal Development Assistance
- Bid Matching System



Virginia PTAP Seminars

- Introduction to Contracting with the Federal Government
- Marketing to the Federal Government
- Small Business Programs
- Selling to State and Local Government
- Developing Government Cost/Price Proposals
- Responding to Government RFP's
- Legal Issues Facing Government Contractors
- Successful Teaming and Subcontracts

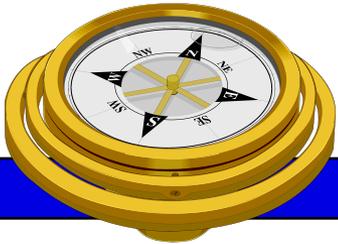


Virginia PTAP Seminars (Cont'd)

- Introduction to the General Services Administration
- Marketing Federal Supply Schedules
- SBIR Proposal Preparation
- Developing a MOBIS GSA FSS
- How to Develop and Negotiate a Successful GSA IT MAS
- ISO 9000 – Is It Right for You?
- Best Accounting Practices for Government Contractors

Recent Developments

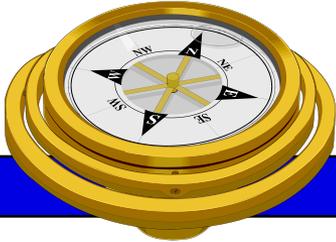
Items of Interest



- System for Award Management
 - CCR
 - ORCA
 - FEDREG
 - EPLS
 - PPIRS & CFDA next
- Federal Funding & Transparency Act
- e-Verify



System for Award Management (SAM)



GSA

What Is Our Improvement Approach?

Today

- ▶ **Siloed** – Separate systems, each with a separate login
- ▶ **Redundant** – Overlapping data creates opportunity for error and complicates changes
- ▶ **Separate** – Multiple vendors at many hosting locations, managed separately with varying levels of service

★ FEDBIZOPPS.GOV

PPARS
PERFORMANCE PARTNERSHIP

eSRS

CENTRAL CONTRACTOR REGISTRATION
Includes FedReg

ORCA

FPDS
Next Generation

EPLS
Excluded Parties List System

Wage Determinations OnLine.gov

Office of Federal Domestic Assistance

Future

- ▶ **1 Login!** – Functionality accessible at one online location to streamline the process
- ▶ **1 Data Source!** – Centralized, normalized data to eliminate potential for conflicting values and improves agility to deal with future changes
- ▶ **1 Host!** – Consolidated hosting to reduce O&M costs

Existing capabilities, streamlined for efficiency.

4



System for Award Management (SAM)

<https://www.sam.gov>



USERNAME PASSWORD [LOG IN](#)

[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME SEARCH REPORTS HELP

WHAT IS SAM?

The **System for Award Management (SAM)** is a free web-site which consolidates Federal procurement systems and the Catalog of Federal Domestic Assistance. Currently CCR, FedReg, ORCA and EPLS have been migrated into SAM. Over the coming years, additional system migrations will be completed.

REGISTER WITH SAM

Why Register? Registering with SAM will allow you to access the full functionality of the system.

What will you need? You only need your personal information to create an account on SAM.

[Create an Account](#)

SEARCH SAM

Even if you do not wish to register at this time, you can still Search SAM.

Please enter your search criteria above to view registered vendors.

NEWS AND ANNOUNCEMENTS

SAM is still experiencing some performance issues, which may result in a slowness of page loading or maybe even a web page error. We are working to improve these issues as quickly as possible. We appreciate your patience. SAM has the most users

USER GUIDES AND HELPFUL HINTS

Additional information, such as a full User Guide, Quick Start Guides, Helpful Hints, and Webinars are available on the Help tab. Click [here](#) for answers to your top user questions.

Service Desk

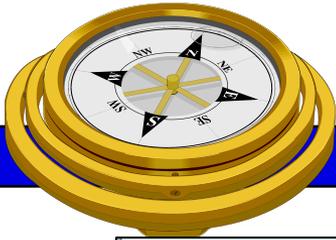
FORMER CCR REGISTRANTS

If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires a change in SAM in order for you to be paid or to receive an award. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the record. You can search for registered entities in SAM by typing the DUNS number or business name into the search box.

\\public\SAM/ from 11 am to 4 pm Eastern

System for Award Management (SAM)

SAM Help – User Guides



HOME SEARCH REPORTS SAM HELP

SAM Help

About SAM

News

User Help

FAQs

User Guides

Demonstration Videos

Agency Information

Interface and Data Access

Contact Us

External Resources

SAM User Help

User Guides

User Guides

Here you can find training materials to help you familiarize with SAM.

SAM User Guide

Description: This guide provides comprehensive information on how to use SAM.

DOWNLOAD PDF VIEW ONLINE

Quick Start Guides for Contract Registrations

Description: A short reference guide on what you must know to register your entity for contracts in SAM.

DOWNLOAD PDF

Quick Start Guides for Grant Registrations

Description: A short reference guide on what you must know to register your entity for grants and federal assistance in SAM.

DOWNLOAD PDF

System for Award Management (SAM) New Entity Registration



Register a New Entity in SAM to be Eligible for Government Contracts

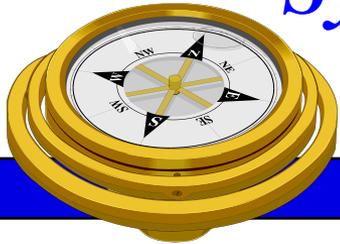


Description: Learn how to create an Entity Management registration so that your entity is eligible for Government contracts.

If you are unable to view the Youtube video to the left, please use the "View Webinar" button below to view the video on the SAM server.

[VIEW WEBINAR](#)

[VIEW TRANSCRIPT](#)



System for Award Management (SAM) Legacy System Data Migration

Migrating Your Legacy System Roles



Description: Learn how to migrate your permissions from your legacy system account to your new SAM account.

If you are unable to view the Youtube video to the left, please use the "View Webinar" button below to view the video on the SAM server.

[VIEW WEBINAR](#)

[VIEW TRANSCRIPT](#)



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www.VAPTAP.org

**“Helping business do business with
government”**