



DLA
DEFENSE LOGISTICS AGENCY



The Nation's Combat Support Logistics Agency

**The Procurement Technical
Assistance Program:**

**How Businesses Can Access
Training to Help Them Contract with
DoD**

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WARFIGHTER ALWAYS



How Businesses Can Access Training to Help Them Contract with DoD

- PTAP Overview
- PTAC Primary Locations
- PTAC Services
- Government Can Help PTACs



How Businesses Can Access Training to Help Them Contract with DoD

Procurement Technical Assistance Program (PTAP)

- Established in 1985 to expand the number of large and small businesses capable of participating in government contracts
 - Title 10 Chapter 142 §2412. Purposes
 - The purposes of the program authorized by this chapter are—
 - (1) to increase assistance by the Department of Defense to eligible entities furnishing procurement technical assistance to business entities; and
 - (2) to assist eligible entities in the payment of the costs of establishing and carrying out new procurement technical assistance programs and maintaining existing procurement technical assistance programs.



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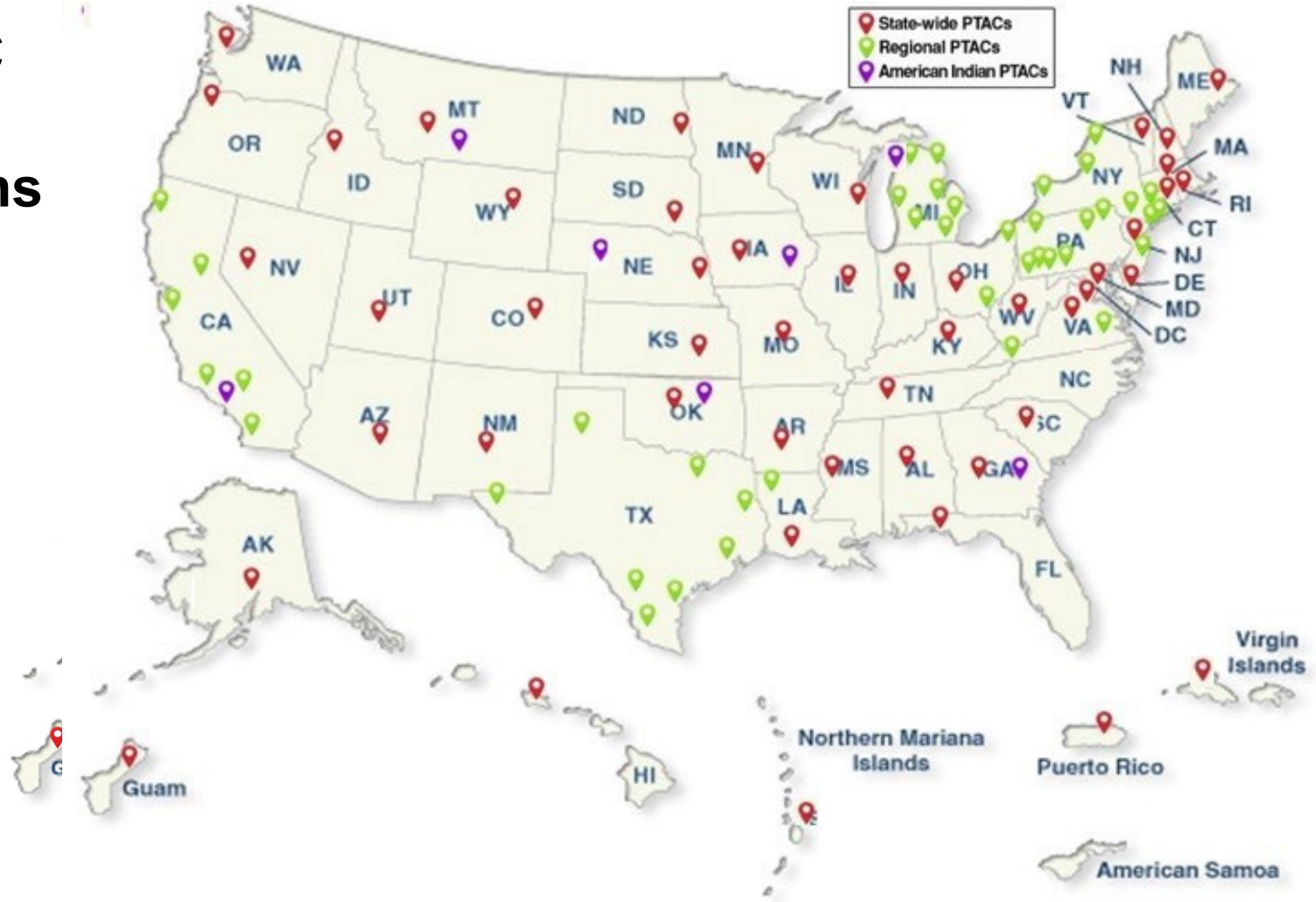
Procurement Technical Assistance Program (PTAP)

- DLA awards cost reimbursable, cost sharing agreements with states, local governments, nonprofit organizations and tribal entities
 - Awardees pay to operate a Procurement Technical Assistance Center:
 - Share rate is Federal/Recipient 65%/35% or 80%/20%
 - Distressed areas, those with high unemployment or low per capita income are eligible to receive 80%/20% share rate
 - Non-distressed areas are eligible to receive 65%/35% share rate
 - Maximum federal share:
 - \$1M for statewide PTACs (80% of state coverage)
 - \$600K for regional PTACs (one or more counties covered)



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96 PTAC Primary Locations





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PTACs are the Bridge

- The government has a need, the business has a service or product, and the local PTAC exists in the middle to bring everyone together
- PTACs are the bridge between buyer and supplier





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What PTACs Provide at No Cost:

- Training related to contracts with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Prime specific subcontractor training
- Understanding procedures, requirements, rules, statutes, clauses and regulations
- Registrations: SAM, DSBS, DLA's DIBBS, WAWF etc.
- Preparing and submitting bids & proposals
- Assist with cybersecurity self-assessment and CMMC
- Facilitate introductions, collaboration opportunities



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A Government Partner

- Knowledge of local small business communities and their capabilities for effective market research
- Collaborate with government for outreach to industry
- Refer a business for one-on-one assistance
- Team for specific assistance, e.g., matchmaking events for certain commodities or procurements, agency-specific requirements training, pre-solicitation conferences, pitch days, identify and train subcontractors



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A Few Things PTACs Cannot Do

- Do the work for a business
- Train the government
- Perform any task that does not contribute to their mission to assist U.S. businesses in obtaining or performing on government contracts.



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How Government Can Help

- Encourage the acquisition community to share publicly releasable information with PTACs (forecasts, procedures, needs)
- Encourage the acquisition workforce to speak at PTAC events and to reach out to PTACs to host joint events
- Offer to provide training to PTAC employees. Training can be on acquisition regulations, your agency needs, processes, or trends
- Reach out to PTACs to ask them communicate Government needs to industry, they can help reverse negative trends such as disinterest in response to sources sought, mistakes in bid documents, misunderstandings about documentation expectations, completion of forms, etc.



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<https://www.dla.mil/SmallBusiness/PTAP/>

For more information:

DLA Small Business Programs, Procurement Technical Assistance Program

ptap@dla.mil

YouTube:

https://youtu.be/_mX88Sr18x8

The screenshot shows the DLA Small Business website. The header includes the Defense Logistics Agency logo and the tagline "THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY". A search bar is located in the top right corner. The main navigation menu includes "HOME", "WHAT DLA OFFERS", "DOING BUSINESS WITH DLA", "ABOUT DLA", and "CAREERS". The page title is "DLA Small Business".

The main content area is titled "DLA Small Business Home" and includes a sidebar with links: "What DLA Small Business Offers", "Doing Business with DLA Small Business", "About DLA Small Business", "Procurement Technical Assistance", "DLA Offices of Small Business Programs", "Contact DLA Small Business", "Outreach Calendar", and "ASBIST- Specifications and Standards".

The main content area features the "The Procurement Technical Assistance Program (PTAP)" section. It includes a video thumbnail and text explaining the program's purpose: "The Procurement Technical Assistance Program was established to expand the number of business capable of participating in government contracts. The program is administered by DLA's Office of Small Business in cooperation with states, local governments and nonprofit organizations." It also mentions that PTACs help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance the PTACs provide is free.

Below this, it states: "PTAC support to businesses includes registration in systems such as the System for Award Management (SAM), identification of contract opportunities, help in understanding requirements and in preparing and submitting bids. Read reviews from businesses about the support they received from the PTACs."

Further down, it notes: "The PTACs have a local presence in all 50 states, Washington, D.C., Puerto Rico and Guam. Other PTACs specialize in assistance to federally recognized Indian Tribes and Alaska Native entities, their members and reservations throughout the country."

A map of the United States is shown with a callout: "Click on the map to find your local PTAC."

It then states: "The PTACs are funded through cost sharing cooperative agreements between DLA and eligible program participants, including states, local governments and nonprofit organizations."

At the bottom of the main content area, it says: "Watch the following video on the PTAP: Connecting Business To Government" and includes a video thumbnail with the URL https://youtu.be/_mX88Sr18x8.

The footer contains a grid of links: "Contact Us", "Site Index", "Websites", "Plain Writing Act", "Webmaster", "DLA Public Affairs", "No FEAR Act", "EEO", "USA.gov", "DLA IG Hotline", "Military/DoD", "FOIA", "DLA IG Hotline", "Web Policy", "Privacy & Security", "Accessibility/Section 508", "Images", "Link Disclaimer", and social media icons for Facebook, Twitter, YouTube, LinkedIn, and a blue circular icon.



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