



GUAM INDUSTRY FORUM III

April 28-29, 2009

**GUAM PROCUREMENT TECHNICAL
ASSISTANCE CENTER**

**SCHOOL OF BUSINESS & PUBLIC ADMINISTRATION
UNIVERSITY OF GUAM**

ROLE OF THE PTACs

Authority: 10 U.S.C., Chapter 142 and E.O. 12372

Purpose: Increase Competition

Governing Regulations:

DoDGAR (Title 32, CFR Parts 21-34)

OMB Circular

PTAC

- Administered by Defense Logistics Agency, Office of Small Business Programs
- Cooperative Agreement with the University of Guam
- Funding
 - DOD
 - Hosts

Oversight

- **DLA – Grants Officer**
- **Administrative Grants Officer:**
 - Office of Naval Research – Universities
 - Defense Contract Management Agency – All others

PTAC's MISSION

The PTACs' mission is to maximize the number of capable Guam companies participating in the government marketplace by...

providing businesses with an understanding of the requirements of government contracting and the marketing know-how they need to obtain and successfully perform on federal and local contracts

providing a venue to connect small business resources with government needs

Menu of Services

- Completing federal and state registrations and certifications
- Understanding the language and basics of government contracting
- Identifying appropriate government buying offices
- Matching firms' products and/or services with open bids for proposals
- Identifying sub-contracting leads and opportunities
- Obtaining buying histories
- Developing and writing bids and proposals
- Providing post award assistance

UNDERSTANDING THE LANGUAGES AND BASICS OF GOVERNMENT CONTRACTING

- **SOLICITATIONS:**

 - Pre-Solicitation

 - Solicitation

- **REGULATIONS:**

 - Federal Acquisition Regulations (FAR)

 - Defense Acquisition Regulations (DFAR)

 - General Services Administration Regulations (GSAR)

 - 5 GCA

IDENTIFYING APPROPRIATE GOVERNMENT BUYING OFFICES

- NAVFAC
- 36 CONTRACTING
- GSA
- DLA
- NAVY EXCHANGE (NEX)
- ARMY AIRFORCE EXCHANGE SERVICE (AAFES)
- DEFENSE COMMISARY AGENCY

IDENTIFYING APPROPRIATE GOVERNMENT BUYING OFFICES

- GSA (GovGuam)
- GWA
- GPA
- GEPA
- GIAA
- PORT AUTHORITY



MATCHING A FIRMS PRODUCTS/SERVICES WITH OPEN BIDS OR PROPOSALS

BID MATCHING

MATCH MAKING EVENTS



IDENTIFYING SUBCONTRACTING LEADS AND OPPORTUNITIES

PRIME CONTRACTOR
SUBCONTRACTING PLANS

CREATE PORTFOLIO
FACE TO FACE MARKETING

Identifying Procurement Histories

FEDERAL CONTRACTS AWARDED

- 2006
 - \$ 421,098,944.00
- 2007
 - \$ 504,770,747.00
- 2008
 - \$ 414,056,691.00

Statistics from www.usaspending.gov

BIDS/PROPOSALS

Assistance in understanding Bid/Proposal requirements:

- Cost/Price Proposal

- Technical Proposal

- Past Performance

- DoD Requirements

- FAR Requirements

- Emphasis on strengths and overcoming perceived weakness.



POST AWARD CONTRACT PERFORMANCE

Providing post award assistance

Establish and maintain all avenues of communication.

WHO IS ELIGIBLE?

Any business, located in Guam, may receive PTAC services provided it has a product, service, solution or process that has reasonable expectations of being procured under Federal or Local government contract.

WORKING FOR GUAM JOBS

- During 2009, the Guam PTAC is expected to at least hold 800 counseling sessions with clients and sponsor at least 20 training and outreach events.
- Within 1 year, PTACs goal is to report the number of clients and dollars of contract & subcontract awards as a result of PTAC counseling
- Expected to support an increase in the number of job openings

PTAC's ROI

These contract awards represent an increased number of suppliers for the Department of Defense and GovGuam agencies, resulting in

- greater competition, increases the number of qualified small, woman-owned, veteran-owned contractors and others
- higher quality goods and services and a more prudent expenditure of taxpayer dollars.
- The increase of the return on investment of Guam taxpayer dollars to Guam businesses.

PTAC as Economic Development

The Procurement Technical Assistance Program will play a vital role in assuring the growth in sales by Guam businesses to the government thus supporting both the creation of high wage jobs and promoting further technology innovation.

As a Workforce Development tool, the PTAC program is a pragmatic approach to helping Guam businesses build technological capacity, transition to high wage jobs, and help make Guam a contributor to the defense and local industrial/service base of the future.

2009 Training Menu

Federal Contracting Forum

GSA Federal Schedules

SBA - Small Business

Opportunities in Government Sub-Contracting

Understanding solicitations

Preparing a Proposal

FAR/DFARS clauses

The Guam PTAC Professionals

- **Vera Topasna, Program Manager**

Main Office, School of Business & Public Administration
University of Guam

- **Lester Lung, Procurement Counselor**

Bank of Guam Satellite Office
Inside the Bank of Guam –East West Business Center, Upper
Tumon

- **Lourdes Leon Guerrero, Procurement Counselor**

Guam Economic Development Authority (GEDA) Satellite
5TH Floor, ITC Building, Tamuning

Contact Us

Visit us on line at

www.guamptac.com

Contact us

BOG: 647-2895

UOG: 735-2552

GEDA: 647-4332