PTAC
PROCUREMENT TECHNICAL ASSISTANCE CENTER
UNIVERSITY OF HOUSTON | BAUER

How We Help Individuals Sell To Government

University of Houston
Procurement Technical Assistance Center
(UH PTAC)

Tim Scarborough, Program Advisor

This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency.

Program Information

Our center is part of the nationwide Procurement Technical Assistance Program (PTAP) to educate and guide individuals in selling to federal, state, and local government

- ✓ **Department of Defense program**

Funded by DoD and the state of TX through the University of Houston (Bauer College of Business Program) (UH PTAC since 1986)

At least one PTAC in every state – seven in TX

- ✓ **Provide services based on principle location of your business**
- ✓ **To locate your PTAC visit: https://www.aptac-us.org/ (and search by state)**

Our team – four advisors, Program Coordinator, and Program Director

How we help you grow your business

Client-Advising Services

No-Cost education and guidance to individuals on federal, state, and local government procurement *(for-profit businesses only)*

(Includes Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) contracts and grants)

We primarily assist with contracts, SBIR/STTR is an exception for grant assistance

We require an online application before can meet with you

Training

No-Cost webinars and workshops - *(variety of government procurement subjects)*

Application not required – anyone can register to attend

Client-advising services provided

Registrations *(SAM, SBA DSBS, CMBL etc.)*

Certifications *(SBA 8(a), HUBZone, ED/WOSB, SD/VOSB, MBE, WBE, SBE, PDBE)*

Locating Opportunities *(Where to Find Solicitations)*

Market Research *(How and Who to Market Your Business)*

Solicitation Review *(Bid / No Bid Decision, How to Prepare Your Offer)*

Quote / Bid / Proposal Review *(Review for Solicitation Compliance)*

Contract Pricing *(How to Develop a Contract Price)*

…and more

How do we put it all together for you

Our program – The Three R's of Government Contracting

Register

Required for most government agencies

Apply for certifications

Research

Knowing where to locate the opportunities

(SAM.gov, ESBD, etc.)

Developing a Government Marketing Plan

Benefits

- ✓ *Applies to federal, state, & local government*
- ✓ *You can start at any step based on your experience*

Respond

How to submit a compliant offer

Our goal is to have individuals receiving opportunity notices within two – three meetings!

Program Eligibility

Must be a legally-formed for-profit business (SP, LLC, Corp, Partnership)

Your TX Comptroller Franchise Tax status must be active

Your principal place of business must be in our service area

32 counties surrounding Houston – Visit www.ptac.uh.edu to see the list of counties

Must sell a good or service that is purchased by government

Have a minimum of $10,000 in sales within the last two years

Exception to minimum sales: Individuals pursuing active SBIR / STTR solicitations (www.sbir.gov) ***and*** *individuals whose principal business address is in a Historically Underutilized Business Zone (HUBZone). Visit (https://maps.certify.sba.gov/hubzone/map) and enter your business address to determine if you are in a HUBZone.*

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How to Become a UH PTAC Client

Visit www.ptac.uh.edu

Select the "Application" link to complete the online application

An advisor will contact you to schedule an initial meeting

Questions

Follow us on Facebook

Follow us on Facebook! The UH PTAC Facebook page is the place for you to keep up on what's going on in government procurement. We will post:

- ✓ Opportunities
- ✓ Upcoming workshops and events

Please feel free to share our Facebook page with any of your friends and colleagues.

Search for "UH PTAC" on Facebook

Thank you!