

PTAC SERVICE AREA

Our primary Service area is Monterey County, but we welcome prospective clients from other geographic regions within Central and Northern California.



HOW TO GET STARTED

Sign up to become a Monterey Bay PTAC Client at montereybayptac.com



Once you register to become a PTAC Client, we will contact you for your initial client assessment.

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Disclaimer: The Monterey Bay PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). Funding is also provided by the Monterey County Business Council, the City of Salinas, and in-kind support. The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DoD or DLA.

MONTEREY BAY PTAC

Procurement Technical Assistance Center

*“Helping Monterey County
Businesses*

Contract with Government”

Does your Business

Want to Sell to the Government?

Need to Diversify its Customer Base?

Want to make New Contacts?

Are you Overwhelmed by

Government Registrations?

Certifications & Solicitations?

Paper, Paper & More Paper?

MONTEREY BAY PTAC Can Help!

Contact Brooks Merritt or Jeff Cuskey
Phone: (831) 582-3234
Email: ptac@mcbc.biz
www.montereybayptac.com

MONTEREY BAY PTAC

The Monterey Bay Procurement Technical Assistance Center (PTAC) is one of over one-hundred PTACs from a nationwide network of dedicated procurement professionals working to **help local businesses compete successfully in the government marketplace.**



The Monterey Bay PTAC was established in 2012 as a program under the **Monterey County Business Council (MCBC)** with funding from the MCBC, Defense Logistics Agency, City of Salinas, and in-kind support from Five-Three Enterprises, City of Gonzalez and the Monterey Regional Airport.

BUYER - SUPPLIER INTERFACE

PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both government contracting and the capabilities of contractors to maximize fast, reliable service and products to our government with better quality, lower prices and better value.

PTAC MISSION

The mission of the Monterey Bay PTAC is to generate employment and improve the general economic condition of the Monterey Bay region by assisting small businesses in obtaining and performing under local, state, and federal government contracts.

We accomplish our mission by providing procurement technical assistance to help companies in the selling of their products or services to the appropriate government agency by **offering confidential counseling at no cost.**

The core of our procurement assistance program is counseling and education.

PTAC STAFF

The Monterey Bay PTAC is staffed with counselors experienced in government contracting who provide a wide range of services, including classes and seminars, individual counseling and easy access to bid opportunities, contract specifications, procurement histories, and other information necessary to successfully compete for government contracts.

PTAC SERVICES

The Monterey Bay PTAC provides a wide range of assistance, most free of charge, to businesses through one-on-one counseling sessions, classes, seminars and networking events. The following provides a sampling of the assistance we can provide your business:

- Determining Suitability for Contracting
- Securing Necessary Registrations
- SDB, 8(a) HUBzone Certifications
- Researching Procurement Histories
- Networking
- Identifying Bid Opportunities
- Automated Bid Matching Services
- Proposal Advice & Reviews
- Securing Specifications & Drawings
- Post Award Contract Management
- Government Policies & Regulations
- Specialized Training & Workshops
- Contract Performance Issues
 - Agency Interface
 - Bonding
 - Preparing for Audits, etc.