



*This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency.*

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# Massachusetts Procurement Technical Assistance Center (PTAC)

<https://www.massptac.org/>



# What is PTAC?

Procurement Technical Assistance Center

Our Mission:

*Provide assistance to qualified Massachusetts-based firms that are selling to – or have the capability and desire to sell to – federal, state, and local-government buying authorities.*



- Created by the U.S. Congress in 1985
- PTACs are funded through Cooperative Agreements between the U.S. Defense Logistics Agency (DLA, an agency of the Department of Defense) and state/local entities.
- PTACs (regional & statewide) provide a range of services at little or no-cost across the U.S.A.
- Here in the Bay State, PTAC provides free, confidential, one-to-one counseling - as well as free or low-cost educational training programs - to all qualified clients.

## Client Pre-Requisites

- Place of business in Massachusetts
- Two or more years of successful business
- Owner commitment and resources
- Internet access, valid email address, and adequate computer skills / knowledge
- “Potential to sell to the government”: products and / or services that the government needs and (preferably) buys
- “The Paperwork”
  - Business Plan
  - Sales & Marketing Strategy
  - Capability Statement

# Examples of PTAC Government Business Sources

- Defense Logistics Agency (DLA)
- Department of Agriculture (USDA)
- Department of Defense Centers, Commands, and Installations
- Department of Homeland Security (DHS)
- Department of Veteran's Affairs (VA)
- Environmental Protection Agency (EPA)
- General Services Administration (GSA)
- State Governments
- Local Government Buying Authorities



# PTAC Support for Manufacturers

## Advisory Assistance

- (1) System for Award Management (SAM)*
- (2) Dynamic Small Business Search (DSBS) Database*



# PTAC Support for Manufacturers

## Advisory Assistance

*(3) Contracting Assistance Programs: 8a, etc.*

*(4) Marketing Capability Statements – Matchmaker  
Events*



# PTAC Support for Manufacturers

## Advisory Assistance

*(5) RFP and RFQ Assistance*

*(6) Pre and Post-Award Contracting Issues*

FARs (Federal Acquisition Regulations)

DFARs (Defense Federal Acquisition Regulations)

# PTAC Support for Manufacturers

## Target Acquisition

*(1) GSA (General Services Administration)*

*(2) COMMBUYS*

*(3) Bid Match*

# PTAC Support for Manufacturers

## Target Acquisition: the Bid Match Process

*PTAC will ask you for a set of keywords / keyphrases which accurately characterize your business, its capabilities, and its target market(s).*

*Bid Match will utilize the keywords which you provided to search Federal, state, and local- government procurement registers to find appropriate opportunities.*

*Opportunity output goes to you for your review and action.*

# PTAC Support for Manufacturers

## Target Acquisition

New and Build-to-Print Opportunities via DLA's Internet Bid Board System (DIBBS)



DLA Aviation  
Richmond, VA



DLA Land & Maritime  
Columbus, OH

# PTAC Support for Manufacturers

## Target Acquisition

DLA's **RPPOB** (Replenishment Parts Purchase or Borrow) **SAR** (Source Approval Request) Process





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Stan Grip  
sgrip@umass.edu (413) 404-3670