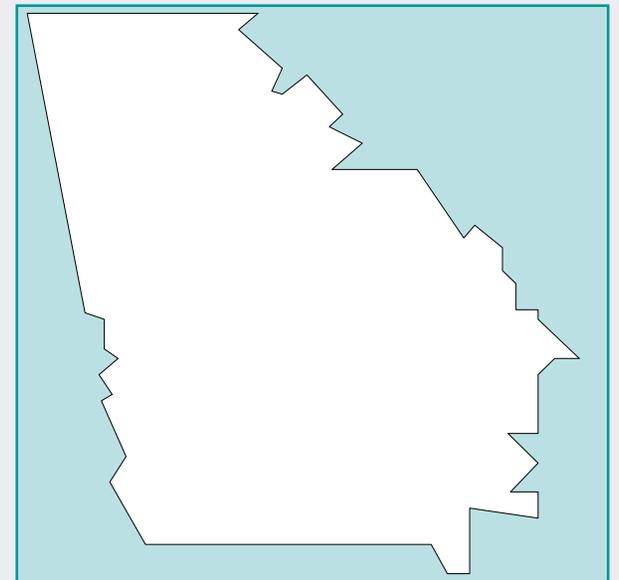


***OVERVIEW:***

# ***Georgia Tech Procurement Assistance Center***



# ***GTPAC Mission***

- GTPAC's mission is to provide marketing and procurement technical assistance to Georgia businesses, large and small, operating in the government procurement markets at the federal, state, and local levels as a prime contractor or subcontractor.
- Goal: Business growth and the creation or retention of jobs resulting from government contract awards.

# Background

- Statewide program, sponsored by Georgia Tech's Economic Development Institute and DoD's Defense Logistics Agency since 1985.
- One of 93 PTAC programs administered by DLA nationally.
- Our personnel possess 270+ years of procurement-related experience in 48 procurement technical disciplines.
- Trained hundreds of Georgia companies compete for and win government contracts worth over \$2.4 billion.
- Last year, 267 of GTPAC's 1,490 clients received government contracts worth a total of nearly \$650 million.

# ***GTPAC Business Assistance***



- Train business owners at procurement workshops, seminars, and classes.
- Counsel businesses on the procurement process and on marketing their products and services to government organizations.
- Notify businesses of bidding opportunities.
- Provide opportunities for businesses to network with government agencies and prime contractors.

# *Specific Assistance*

Provide counseling and assistance:

- *Solicitation analysis*
- *Bid/proposal preparation*
- *Specifications/Standards/Technical data*
- *Cost accounting/Quality systems*
- *Electronic Commerce/Electronic Data Interchange*
- *Pre-award & Post-award support*
- *Procurement history/Past pricing*
- *New developments/Requirements*

## *We help businesses figure out ...*

- Who's buying what you're selling.
- How frequently.
- In what quantity.
- How to effectively compete.

# Accessing GTPAC Resources

# www.gtpac.org

- GTPAC services are provided at *no charge*.

# ***GTPAC Requirements***

***To become a client, we require ...***

- Be a Georgia-based company.
- Want to sell to the government.
- Have the potential to sell to the government.
- Attend “Introduction to Government Contracting” class.

*and ...*

# ***GTPAC Requirements*** (continued)

- Fill-out a client application (distributed at “Intro” class).
- Have a working e-mail address.
- Agree to provide a brief activity status report once a quarter.
- Agree to complete annual quality of services survey.

## Wrapping Up ...

- We teach Georgia firms to be more competitive in the federal, state, and local government markets.
- Conveniently located throughout the state – Atlanta, Albany, Augusta, Columbus, Gainesville, Rockmart, Savannah, and Warner Robins.
- If you are not located in Georgia, consult [www.aptac-us.org/new](http://www.aptac-us.org/new) to locate the nearest PTAC.
- To get started, visit our new website – [www.gtpac.org](http://www.gtpac.org) – register for our “Intro” class, and enroll as a client.