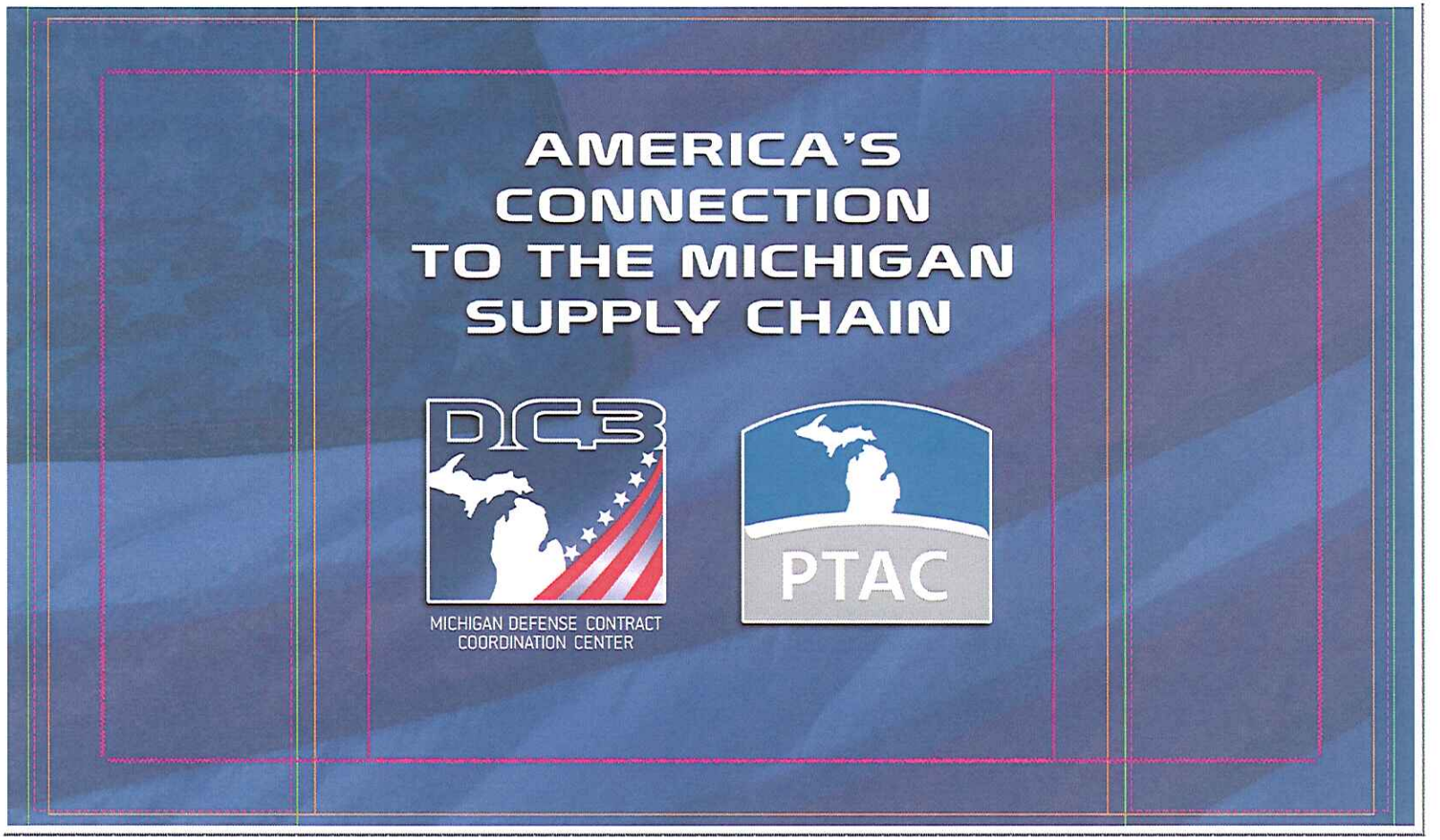
Defense Overview And Opportunities



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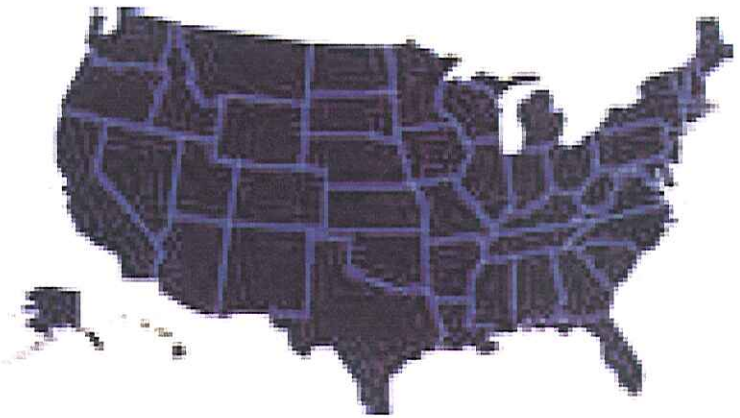
What's a PTAC?

Procurement Technical Assistance Centers

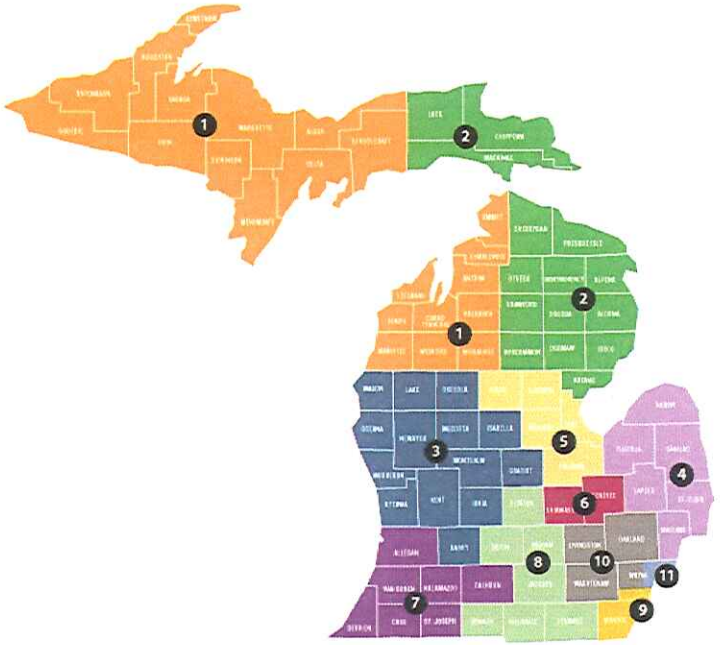
- ★ **Eighty-nine PTACs - with over 250 local offices Nationally**
- ★ **Extending DLA's mission of providing the best value goods and services to America's Armed Forces and other government agencies.**
- ★ **Bridge between buyer and supplier**
- ★ **Low Cost**



PTACs of Michigan

12 Centers located throughout Michigan "Our Government Contracting Expertise is your Competitve Edge"

- ★ One-on-One Counseling
- ★ Troubleshooting
- ★ Price History Reports
- ★ Specifications & Standards
- ★ Training Events & Seminars
- ★ Bid Match
- ★ Agency Matches

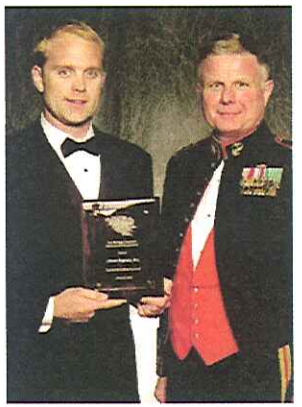


PTAC

http://www.ptacsofmichigan.org

A Lesson in History…

- ★ The 21st Century Jobs Fund directing resources to the growth of the targeted sectors to include homeland security/defense.
- ★ Senator Valde Garcia sponsored legislation for the Defense Contract Coordination Center (DC3) to work in conjunction with Michigan PTACs
- ★ Announced July, 2007, U.S. Marine Corps Major General Bradley M. Lott (ret.) will head Michigan's new Defense Contract Coordination Center



What is the DC3?

- ★ **Providing solutions for your requirements and acquisition problems**
- ★ **Connecting you to supply chains of capable Michigan companies**
- ★ **Promote Michigan Manufacturing capacity and capability**
- ★ **Streamlining the process**

DC3

MICHIGAN DEFENSE CONTRACT COORDINATION CENTER

DC3 and Michigan PTACs

Making the Process Painless and Profitable

- ★ **DC3 Value Chain enables companies to combine and compete for business that they could not individually**
- ★ **Leveraging Strategic partnerships such as MEDCs 21st Century team, SBTDC Technology team, TARDEC, University Technology Transfer Offices**
- ★ **The DC3 Capability and Capacity Directory www.arsenalofdemocracy.com**

DC3
MICHIGAN DEFENSE CONTRACT COORDINATION CENTER
PTAC

Initial Considerations

Why Sell to the Federal Government?

Statistics FY 2006/2007

- ★ $417 Billion Total federal purchases of goods/services
- ★ $315 Million in government contracts were awarded to DC3 and PTAC clients in 2007
- ★ $90.5 billion Total Federal purchases of goods/services to small businesses

Statistics FY 2007/2008

- ★ $755 Million in government contracts were awarded to DC3 and PTAC clients in 2008

Information obtained from:
http://www.usaspending.gov and http://www.fedspending.org

Initial Considerations

Who Should Sell to the Government?

- ★ Have an identifiable product/service
- ★ Successful/stable company
- ★ Looking for market expansion
- ★ Willing to dedicate time and effort

Small Business Programs

What Defines a Small Business?

- ★ **Organized for profit, with a place of business in the U.S.**
- ★ **Operates primarily within the U.S. or makes a significant contribution to the U.S. economy** (taxes or use of American products, materials or labor)
- ★ **Falls within the size standard for small business in its industry: http://www.sba.gov/size/indextableofsize.html**
  (click "Table of Size Standards" on the right hand side)

500 employees for most manufacturing and mining industries
100 employees for all wholesale trade industries
$6.5 million for most retail and service industries
$31 million for most general & heavy construction industries
$13 million for all special trade contractors
$0.75 million for most agricultural industries

23% set-aside goal for federal agencies

Small Business Programs

Set-Asides and Goals

Federal Agency goals and requirements concerning contracting with small businesses

Set asides

23%	Small Businesses
3%	8(a) Set-asides
3%	Service Disabled Veteran-Owned Small Businesses (SDVOB)
3%	HUB Zone Businesses

Goals (Encouraged)

5%	Small Disadvantaged Businesses (SDB)
5%	Women-Owned Small Businesses

Best Effort

Veteran Owned

To monitor agency's achievements Toward their goals, go to:
http://www.sba.gov/aboutsba/sbaprograms/goals/index.html

Contact Your PTAC

QUESTIONS???

http://www.ptacsofmichigan.org

PTAC

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Small Business Programs

8(a) and SDB

The SBA has two business assistance/certification programs for companies owned and controlled by socially and economically disadvantaged individuals:

- ★ **8(a) Business Development Program (3% set-aside goal)**
- ★ **Small Disadvantaged Business Certification program (5% goal)**

<u>8 (a) and SDB workshops</u>: Sponsored by SBA in Detroit.

The first Wednesday of every month - 9:00 am to 11:00 am

515 McNamara Building, 477 Michigan Avenue, Detroit, MI 48226

Room 895 (8th floor)

Questions? Call (313) 226-6075
x253 Tom Vargo or x256 Conrad Valle

Small Business Programs

HUBZone

Historically Underutilized Business Zones (HUBZone).

A federal program focusing on communities with low income or high unemployment.

- ★ Principal office located in a HUBZone
- ★ Company owned and controlled by one or more U.S. citizens
- ★ At least 35% of the company's employees must be HUBZone residents
- ★ Formal certification completed

http://www.sba.gov/hubzone

3% set-aside goal for federal agencies

Small Business Programs

Women Owned

A small business concern which is at least 51% owned by one or more women

- ★ No formal certification required by federal government, however one is coming
- ★ Self-certify in CCR
- ★ Woman-owned small businesses in four industries would be eligible for set-aside contracts under a proposed rule issued January 2, 2008 by the Small Business Administration:
  - NAICS 9281 - National Security and International Affairs
  - NAICS 3328 - Coating, Engraving, Heat Treating, and Allied Activities
  - NAICS 3371 - Household and Institutional Furniture and Kitchen Cabinet Manufacturing
  - NAICS 4412 - Other Motor Vehicle Dealers

5% goals for federal agencies

Small Business Programs

Service-Disabled Veteran-Owned

Veterans with a service connected disability are eligible to self-represent as a Service Disabled Veteran.

3% set-aside goal and sole source opportunities with federal agencies

SDV's must meet the eligibility requirements for submitting an offer on a SDBO SBC contract in accordance with Title 13 of the United States Code of Federal Regulations, Section 125.15(a) and they must have their DD-214 or Letter of Adjucation from the VA prior to submitting their initial offer on a procurement.

To obtain a copy of military records (DD 214), go to:
http://www.archives.gov/veterans/military-service-records/get-service-records.html

Center for Veterans Enterprise
http://www.vip.vetbiz.gov/

***Veteran-owned and service-disabled veteran-owned business are encouraged to registered here since federal agencies search the database for qualified veteran-owned and service-disabled veteran-owned companies.**