



NM Procurement Technical Assistance Program

New Program helps small businesses better compete for government contracts

- ▶ Located within the NM Small Business Development Centers in **7** locations statewide.
- ▶ Funded by the Department of Defense and the State of New Mexico.
- ▶ One-On-One Counseling with experienced PTAP Advisors *free of charge*.
- ▶ Workshops free of charge or a minimal fee.
- ▶ Bid Match Program – automatically matches a company's products and/or services against a database of federal, state, and local government bid opportunities.



NM Procurement Technical Assistance Program

- **PTAC or PTAP**
- 93 PTAP's with over 250 local offices nationwide
- **Defense Logistics Agency (DLA) Program**
- DLA's Mission:
To provide the best value goods and services to America's Armed Forces and other government agencies
- **PTAP counselors have backgrounds in government acquisitions and all receive ongoing training to keep pace with continually evolving acquisitions procedures and policies**



NM Procurement Technical Assistance Program

Vision Statement

To be the driving force in New Mexico's economic development by providing the highest standard of excellence in service and dedication to our clients, and by promoting a spirit of collaboration within the community.



NM Procurement Technical Assistance Program

We will achieve our Vision by:

Advancing entrepreneurship and economic growth in New Mexico by providing comprehensive government procurement counseling, training and assistance.



NM Procurement Technical Assistance Program

Who Do We Serve?

The focus is on:

- HUBZone
- Woman Owned Small Business
- Service Disabled Veteran Small Business
- Small Disadvantaged Business (SDB)

However,

We will provide service to all small business owners.



Procurement Technical Assistance Program

Advisory Council

Members:

Don Devoti – Sandia National Lab.

Joan Fulkerson – Kirtland AFB

Geri Garcia – Federal General Services Admin. (GSA)

Dennis Roybal – Los Alamos National Lab.

Lloyd Calderon – Veteran Services

Margo Covington – Small Business Owner

Dep. Sec. Pamelya Herndon – St. of NM Gen. Services

Horace Bates – Cannon AFB

Ron Taft – White Sands MR

Anthony Overbay – Holloman AFB

Bill Fulginiti – NM Municipal League



Procurement Technical Assistance Program

Advisory Council Objectives:

- ▶ To nurture and promote the NM PTAP
- ▶ To develop and implement programs on a statewide basis that serve the small business community



Procurement Technical Assistance Program

PTAP Certification Program

“Build A Better Vendor”

Program Requirements:

- 4 Hours of One-On-One Counseling



Procurement Technical Assistance Program

PTAP Certification Program

- 8 Mandatory Workshops:
 - How to respond effectively to RFP's/RFQ's/SSN's
 - How to market to the government
 - Navigating the FAR's
 - Creating and delivering a winning presentation
 - Wide Area Work Flow (WAWF)
 - Federal Accounting Regulations & Practices
 - Servicing and types of government contracts
 - Understanding government regulations
 - Federal and State of New Mexico
 - Bonding
 - Insurance
 - Safety



Procurement Technical Assistance Program

PTAP Certification Program

Large (Prime) and Small Business Networking Circles

- Scheduled matchmaking events for selected large (prime) contractors with small business owners
- Segmented by industry



Procurement Technical Assistance Program

How Can We Better Serve?

Suggestions or Ideas?

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