

“Building Better Vendors”



PTAP New Mexico

- ▶ Started May 2009
- ▶ Hired first advisor August 2009
- ▶ PTAP has to date:
 - 900+ clients
 - Obtaining in excess of \$80 million in government contracts



Procurement Technical Assistance Programs

- ▶ National program – 25 years old
- ▶ 93 PTAP's with over 250 local offices nationwide
- ▶ NM SBDC/PTAP is Federal and State funded



NM Program helps small businesses better compete for government contracts

- ▶ Located within the NM Small Business Development Centers in 7 locations statewide
- ▶ Funded by the Federal government 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 *free of charge*



PTAP Advisors

- ▶ Have varied backgrounds in business, procurement and government contracting
- ▶ Receive ongoing training to keep pace with continually evolving acquisitions procedures and policies
- ▶ Include Veteran-specific and Native American specific advisors



Map of PTAP centers



PTAP Advisors

- **William Hett-Dobricky**
PTAP Senior Advisor
Las Cruces
- **Elaine Palin**
Santa Fe
- **Richard Asenap**
Albuquerque
- **Adolfo Vasquez**
Vet Specific/Abq
- **Lenny Bean**
Abq South Valley
- **Elke Mosholder**
Alamogordo
- **Jonnie Loadwick**
Clovis



Mission Statement

Our Mission is to counsel, train and assist New Mexico business owners to obtain government contracts, thereby advancing both entrepreneurship and economic growth in New Mexico.



Who Do We Serve?

We provide service to all small business owners.

With a focus on:

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



NM SBDC/PTAP Advisory Council

Organization	Representative
• Sandia National Laboratories	• Don Devoti
• BroCon, Inc.	• Daniel Osborn
• General Services Administration (GSA)	• Geri Garcia
• Los Alamos National Laboratory	• Dennis Roybal
• NM Veteran's Services	• Lloyd Calderon
• State of NM Purchasing	• Larry Maxwell
• Cannon Air Force Base	• Horace Bates



NM SBDC/PTAP Advisory Council

Organization	Representative
• White Sands Missile Range	• Ron Taft
• Holloman Air Force Base	• Anthony Overbay
• Kirtland Air Force Base	• Francisco Tapia (AFRL) and Katherine Shaw (AFOTEC)
• City of Albuquerque	• Viola Cunningham
• County of Bernalillo	• Lisa Sedillo-White
• U.S. Army Corps of Eng.	• Daniel Curado
• National Nuclear Security Administration	• Gregory Gonzales



Advisory Council Objectives:

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



PTAP Certification Program

“Build A Better Vendor”

Program Requirements:

- ▶ 4 Hours of One-On-One Counseling
- ▶ 5 Certification Workshops



PTAP Certification Program

5 Mandatory Workshops:

- ▶ Responding effectively to RFP's/RFQ's /SSN's
- ▶ Government Marketing
- ▶ Wide Area Work Flow (WAWF)
- ▶ Federal Accounting & Invoicing Practices
- ▶ Federal and State regulations



PTAP Workshops/Training

- ▶ Contracting 101
- ▶ How to Respond Effectively to RFP's, RFQ's and SSN's
- ▶ Federal Certifications
- ▶ Wide Area Work Flow (WAWF)
- ▶ GSA
- ▶ Federal Accounting Practices
- ▶ Federal Data Base Registration
- ▶ Government Marketing (under development)
- ▶ Federal and State Procurement Regulations (under development)
- ▶ Joint Ventures, Teaming Agreements, and Mentor/Protégé Programs (under development)



How Can We Better Serve?

Suggestions or Ideas?

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