



October 10, 2014

Ms. Amy Sajda  
Acting Director  
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Ms, Sajda,

The U.S. General Services Administration, Office of Small Business Utilization would like to express our appreciation for the consistent and valuable hard work of the Association of Procurement Technical Assistance Centers (APTAC).

APTAC has a vital role in ensuring the success of small business and their work with the federal government. For example, the individual Procurement Technical Assistance Centers (PTAC) that are members of APTAC help to provide free and low cost training and counseling to small business regarding procurement development. They are also an invaluable source for vendors to have preliminary reviews of proposals prior to agency submission. PTACs go the extra mile in assisting vendors, who are awarded a GSA Schedule, to market their capabilities to buyers. PTACs host a variety of webinars educating small businesses, and also encourage GSA to participate in their educational opportunities for small business. One very valuable area of assistance is with the GSA, Real Property Division; APTAC has provided a large amount of assistance to property owners and their agents who lease real estate to GSA's Public Building Service. Often, these businesses have little, if any, other business with the federal government. Therefore, this continued support continues to be very important.

In addition to these services, GSA is very grateful that APTAC offers a platform for GSA's national outreach through APTAC and PTAC outreach events and provides a source of speakers and counselors for GSA hosted events that include small business engagements. For example, the APTAC staff served in an advisory role to Six Sigma team on GSA's Federal Supply Schedule training development for vendors, APTAC is assisting GSA on the Professional Services Category Users Group and APTAC is currently working with GSA on the development of [FBOpen.gsa.gov](http://FBOpen.gsa.gov).

Not only has APTAC proven themselves as an asset to the small business community but also to GSA in support of the System for Award Management (SAM) program development. For example, APTAC provided assistance to GSA in development of the Systems for Award Management through beta testing, implementation, enhancement, providing user feedback, and training vendors

APTAC's role in promoting and supporting small businesses assists GSA to ensure we maintain a superior small business program. APTAC serves as a resource for the GSA Acquisition Workforce in small business market research. GSA is fortunate to have resources such as APTAC to ensure the strength of the small business community in America.

I express my most sincere appreciation to APTAC for the vital role they play in GSA's continued small business successes.

Sincerely,



Karen Poole  
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U.S. General Services Administration  
Office of Small Business Utilization

Cc:

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