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**SMALL  
BUSINESS  
IN ACQUISITION EXCELLENCE**

# PTACs Help Deliver Success for Small Businesses

Procurement Technical Assistance Centers Connecting Small Businesses to the Air Force

By Tim Dzyacky, Contributing Feature Writer

More than 90 Procurement Technical Assistance Centers (PTACs) across the nation are available to assist small businesses in better understanding how to locate and successfully secure subcontracting opportunities. Most of the assistance is free of charge and includes formal training sessions, one-on-one counseling sessions, seminars, business matchmaking events and other activities.

When small businesses approach Small Business Specialists about subcontracting opportunities, it is important to encourage those small business firms to seek government procurement training opportunities. Congress authorized the development of the Procurement Technical Assistance Program (PTAP) in 1985. Today, the program has a staff of more than 500 procurement professionals who work in more than 300 offices. The program, which is administered by the Defense Logistics Agency (DLA), is dedicated to expanding the number of businesses participating in the government marketplace.

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**Most PTACs regularly sponsor matchmaking events that connect small businesses with other companies that offer teaming or subcontracting opportunities.**

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Most PTACs regularly sponsor matchmaking events that connect small businesses with other companies that offer teaming or subcontracting opportunities. These matchmaking events also enable businesses to meet directly with prime contractors and government agency buying officers.

PTACs can also ensure that small businesses are notified on a daily basis of all appropriate government contract opportunities. They can even help small businesses address complicated

solicitation packages by securing any required specifications and drawings, and they can also assist with pricing.

Nearly all of the personnel who staff the PTACs receive ongoing training to keep informed about the government's constantly changing acquisition policies and procedures. Additionally, every counselor has virtually immediate access to the expertise and experience of the more than 500 professionals on staff across the country.

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**More than 90 Procurement Technical Assistance Centers (PTACs) across the nation are available to assist small businesses by providing:**

- Formal training sessions
  - One-on-one counseling sessions
  - Seminars
  - Business matchmaking events
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After a small business is awarded a contract, PTACs also may be able to help small businesses with activities such as bonding and interim financing, negotiating and interfacing with an agency, or even developing a cost-accounting system.

When small businesses need assistance in identifying subcontracting opportunities or in any other matter related to government contracting, their local PTAC is one of the most valuable resources available. Small businesses can find their local PTAC by visiting [www.aptac-us.org](http://www.aptac-us.org). The web site also features easy-to-use tools that will help businesses view training opportunities in their area, as well as helpful links to other resources and a compilation of the latest contracting news.

**Small businesses can find their local PTAC by visiting [www.aptac-us.org](http://www.aptac-us.org).**