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## *What Went Wrong?*

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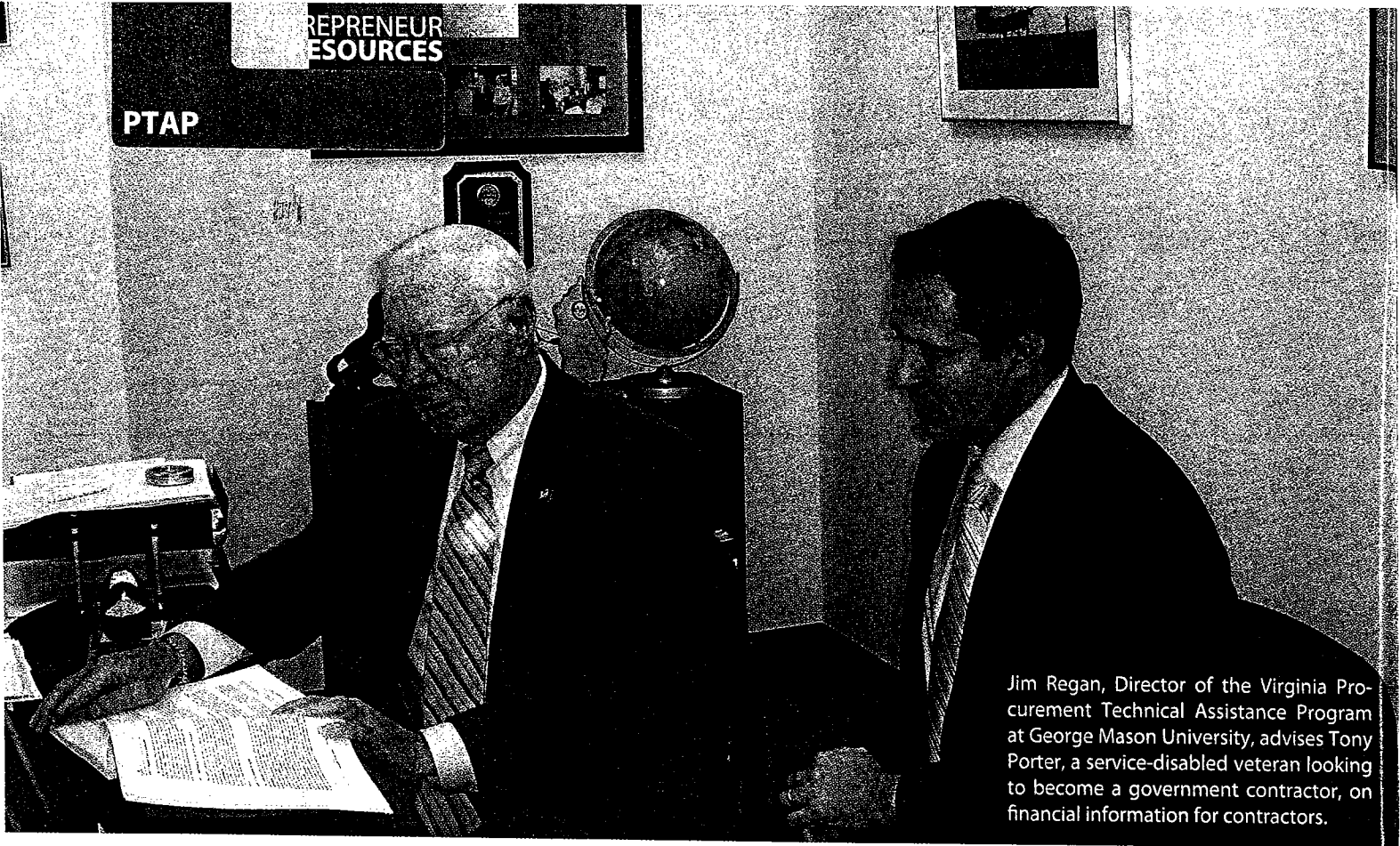
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Jim Regan, Director of the Virginia Procurement Technical Assistance Program at George Mason University, advises Tony Porter, a service-disabled veteran looking to become a government contractor, on financial information for contractors.

## LOOKING TO SELL TO THE GOVERNMENT?

The Procurement Technical Assistance Program (PTAP) is there to help.

by Kathleen Ganster

**N**avigating the complicated world of government contracting is a time-consuming process that can be overwhelming – especially when you’ve never gone through it before. Fortunately, there are resources out there to help.

The Procurement Technical Assistance Program (PTAP) offers assistance and services, making the whole process a whole lot simpler. There are 94 PTA centers across the country that offer a local resource available at no or nominal cost provide assistance to business firms in marketing products and services to the federal, state and local governments.

“PTAP was established to assist businesses on how to do business with the government,” said Jim Regan, director of the Virginia PTAP, “And not just the federal level and state level, which is what many people assume, but also the local level.”

### WHERE TO START

Landing a government contract involves many steps, including registration and additional paperwork, reviewing and understanding bidding guidelines, and most importantly, how to get paid, Regan said. “We can help you understand what it is that is needed and how to do it,” he said.

Business owners interested in working with the government should set up a face-to-face session with one of the PTA advisors to identify how the business should be certified and registered. “If the business owner is a dis-

abled veteran or a woman, we can help them register as a disabled, veteran-owned business or a women-owned business,” Regan explained. “We help them know what and who they are eligible to be certified for.”

### TYPES OF SERVICES

PTA centers also offer seminars, workshops, market research, bid matching services, resource and reference libraries and database accessibility. “For example, the Federal Procurement Data System provides a great deal of research so business owners can learn what types of contracts are out there and what they are eligible to apply for,” Regan said.

### SUCCESS STORIES

Joe Simpson, owner of Simpson Burke Construction and a U.S. Army veteran, has attended several seminars to help his business grow.

“The PTAP has basically given us guidance on how to position our company to obtain contracts,” he said. “We have also gone to seminars including one ‘Teaming to win contracts and sub-contracting.’”

A commercial concrete company, Simpson estimates that 50 percent of its business is government contact work. “They helped us with strategies so that we know how to go after government contracts,” he said.

Other seminar topics include Introduction to Contracting with the Federal Government, Responding to RFPs (requests for proposals), and Accounting for Government Contracts, just to name a few.

## INVALUABLE ADVICE

U.S. Army veteran Salvatore Guardino, owner of Alco Exterior and Interior Construction, Inc., credits the services through PTAP with assisting him with certifying and registering for disabled-veteran business status.

"I was a career veteran and really didn't know how to begin," he said, "They also helped me figure out how to bid on contracts, things like that."

Since 100 percent of his business is work through government contracts, Guardino has nothing but praise for the assistance. He said, "I've been in business for 14 years and wouldn't have been able to do it without them."

For more information on the Northern Virginia Procurement Technical Center, including a link to the 94 other PTAP locations, visit [www.novaptac.org](http://www.novaptac.org), call (703) 277-7757 or send an e-mail to [novaptac@gmu.edu](mailto:novaptac@gmu.edu). For more information on the Association of Procurement Technical Assistance Centers (APTAC) visit [www.aptac-us.org](http://www.aptac-us.org) or call (615) 268-6644. ■

FOR MORE INFO



TO FIND YOUR LOCAL PTA CENTER go to:  
[www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)

## PTAC OVERVIEW

Ninety-four Procurement Technical Assistance Centers (PTACs) - with over 300 local offices - form a nationwide network of dedicated procurement professionals working to support and extend DLA's mission of providing the best value goods and services to America's Armed Forces and other government agencies. PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both government contracting and the capabilities of contractors to maximize fast, reliable service to our government with better quality and at lower costs.

The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace. Administered by the Department of Defense, Defense Logistics Agency (DLA), the program provides matching funds through cooperative agreements with state and local governments and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs) to provide procurement assistance.

Source: [www.aptac-us.org/new/Govt\\_Contracting/overview.php](http://www.aptac-us.org/new/Govt_Contracting/overview.php)



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