

What companies say about PTAC...

“PTAC has provided training and solutions for our company since 1996. The staff is excellent and responsive, and their entire team is such a good group to work with. I can call any time for assistance. If they are unable to provide answers, they are always able to put me in contact with someone who can. During our relationship with PTAC, we’ve obtained and continue to hold a GSA schedule, we became HUBZone certified, and we became ISO 9001 certified. We’ve participated in many of their workshops and have gained a lot of valuable experience through their programs.”

Cathy Knowles Roberts
Capewell Aerial Systems, LLC
Meadows of Dan, VA 24120

“Our local PTAC has been a real asset in assisting Thompson & Litton in developing our federal market initiatives. Assisting with our bid-matching profile, with obtaining our HUBZone certification, and with regional training events, they provided us with immediate answers and information.”

Charlotte Sacre
Director of Sales, Thompson & Litton

*“I first became acquainted with the services of PTAC through the help of Judy Sayers, a PTAC service agent. Judy, an example of the quality of folks who work at PTAC, along with Carolyn Alley and Belinda Sheridan, work hard to help their clients. And, they will work hard to help you, too. Judy spent several hours with me educating me about the different services offered, such as helping me to set up my eVa account—little did I know how valuable Judy and PTAC would prove to be for me. Throughout all of the waiting, the uncertainty, and the confusion, as I began to search for government contracts, Judy was my friend and partner, not just my PTAC service agent. Why is my story important for you? **Because, YOU have potential...and PTAC is able to help you find it!**”*

Pam B. Newberry
President and CEO
Curriculum Files, Inc.

PTAC can help you:

- Learn the language and basic understanding of contracting
- Assess your potential as a government contractor
- Access computerized bid matching
- Complete mandatory registrations: SAM & eVA
- Identify government codes/requirements: DUNS, NAICS, FSC, CAGE
- Match and market your product/service to appropriate government agencies



On-site PTAC services are provided at these Co-sponsoring community college regions:

- Dabney S. Lancaster Community College, Clifton Forge
- Mountain Empire Community College, Big Stone Gap
- New River Community College, Dublin
- Patrick Henry Community College, Martinsville
- Virginia Highlands Community College, Abingdon
- Virginia Western Community College, Roanoke
- Wytheville Community College, Wytheville



Procurement Technical Assistance Center

PTAC

*Getting government down
to business in Western Virginia*

SWCC Procurement Technical Assistance Center
PO Box SVCC
Richlands, VA 24641-1101

276.964.7334 voice
276.964.7361 fax

PTAC assists individuals and businesses in Southwest Virginia in their efforts to obtain and perform under federal, state and local government contracts.

NO-FEE consulting and marketing services

Email: pac.info@sw.edu • <http://ptac.sw.edu>
Member of Association of Procurement
Technical Assistance Centers

- **Outstanding Center Award** - Recipient
Association of Government Marketing Assistance
Specialists (AGMAS)
- **Outstanding Project Award** - Recipient
Association of Procurement Technical Assistance
Centers (APTAC)



Our Mission

The Procurement Technical Assistance Center promotes the development of community and economic development partnerships by providing technical, business training and consulting services to companies entering or participating in the government contracting marketplace. We participate in Department of Defense national training and those of other federal and state agencies related to procurement regulations and keep our clients up to date on the latest issues in the government contracting environment. The program stimulates the economy and increases competitiveness and profitability of the region's businesses.

Consultation Services Are:

- Free
- Strictly confidential
- Provided by professionals
- Objective one-on-one counseling

Requirements to become a PTAC client:

- Must be located within the service area
- Have products or services that government buys
- Willing to share reports and awards information with PTAC
- Must formally agree to become a client

What is PTAC?

The Procurement Technical Assistance Center – PTAC – offers no-fee help to businesses who want to market their products and services to federal, local and state government agencies.

The PTAC, located at Southwest Virginia Community College, is part of the national PTAC network that offers consulting and marketing services linking businesses to bid information, training, research, counseling and opportunities in government.

Southwest Virginia Community College and the U.S. Department of Defense, Defense Logistics Agency (DOD/DLA) established the center to develop innovative services that provide businesses in the western and southwestern regions of Virginia opportunities to be more competitive in the government contracting market.



**PTAC is your link
to government
contracting.**

PTAC Services

Identify eligibility and assist with applicable certifications for small business programs such as:

- 8(a) small business development program offers a broad scope of assistance to support small disadvantaged firms with management, technical assistance and other opportunities
- HUBZone Empowerment Contracting program offers federal contracting opportunities for qualified small businesses and encourages economic development in these zones (HUBZones) through the establishment of preferences
- Small Disadvantaged Business (SDB)
- Veteran-owned small businesses (VOSB)
- Service-disabled veteran-owned (SDVOSB)
- Woman-owned small businesses (WOSB)
- Mentor-Protégé programs designed to motivate and encourage large business prime contractor firms to provide mutually beneficial assistance to all small businesses

PTAC Provides:

- Access to government specifications,
- Procurement histories
- Help navigating through difficult solicitation packages
- Contract Administration Assistance
- General Services Administration (GSA) Federal Supply Schedules Information and Assistance
- SBIR/STTR Information & Assistance
- RFID Information & Assistance
- Training
- Agency Assistance
- Networking opportunities

<http://ptac.sw.edu>