



Missouri Procurement Technical Assistance Centers (MO PTAC)

# What Our Program Can Do for Your Business

U.S. Senator Claire McCaskill  
Economic Development Workshop  
June 29, 2009 – Cape Girardeau, MO

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MO PTAC Eastern Region -- St. Louis  
(adapted from original presentation by Rich Fyke)

# Our Role.....



.....work with Missouri  
Businesses to help them obtain  
and perform Federal, State, &  
Local Government Contracts

# About MO PTAC

- ◆ MO PTAC = **M**issouri **P**rocurement **T**echnical **A**ssistance **C**enters
- ◆ A cooperative initiative of...



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# What We Do



- ◆ Provide businesses intensive, one-on-one assistance in government contracting to help them penetrate federal, state, and local government prime and sub-contract markets.
- ◆ Complement overall economic development efforts at both state and national levels by helping firms better compete for government contracts.

# MO PTAC Services



- ◆ Provide assistance in Selling and Marketing to the Government.
- ◆ Automated bid matching services
- ◆ Establish company profile:
  - Keywords
  - FSC/PSC
  - NAICS
  - States of performance
  - Federal, state and local

# Automated Bid Matching - Services

- ◆ **DISA/DITCO/PL8, P.O. Box 25857, Scott AFB, IL 62225-5406**

**D--INFORMATION TECHNOLOGY SERVICES, INCLUDING COMMUNICATIONS SERVICES VARIOUS-04-Aug-2005** Point of Contact - <https://www.ditco.disa.mil/dcop/Public/ASP/dcop.asp> The Defense **Information Technology** Contracting Organization (DITCO) contracts for long haul telecommunications services with regulated and non-regulated service providers and US International Carriers (USICs) on behalf of the Department of Defense and various other Federal agencies for lease of telecommunications services and ancillary equipment at locations within the 48 Contiguous United States (CONUS), Hawaii, Alaska, US Territories and Possessions, and international locations. Telecommunications requirements are received daily by DITCO and solicitations are posted to the DISA Contracting Opportunities web site. The capability to browse all "Inquiries" (solicitations) currently posted on the DISA Contracting Opportunities web site is available to all companies without the need to register in the DITCO system. The Uniform Resource Locator (URL) for the Contracting Opportunities Web Site is <https://www.ditco.disa.mil/dcop>. The North American Industry Classification System (NAICS) for these telecommunications services requirements is 513310. URL: <http://www.eps.gov/spg/DISA/D4AD/DITCO/VARIOUS-04-Aug-2005/listing.html>  
*Softshare Article Number: 050805/PROCURE/0022*  
*Matching Key Words: information; technolog\*; network\*; security;*

# Automated Bid Matching - Products

- ◆ **Defense Supply Center Columbus (DCSC Construction), PO BX 16595, DSCC Columbus, OH 43216-6595**

47 -- **HOSE**, AIR DUCT. 8.40 TO 8.80 IN. LG.

NSN: 4720014749148

Unit of Issue: EA

Quantity: 123

RFQ Number: SP070005Q7207

- ◆ PR Number: YPC05199000381

RFQ Issued Date: 05 AUG 10

RFQ Return By Date: 05 SEP 06

Required Delivery Date: Please contact buyer for updated delivery information

Buyer Code: Not Available - Not Available

Buyer Phone: Not Available

Inspection: ORIGIN

AMC: 1G

<Description/Drawing Information>

**HOSE**, AIR DUCT. 8.40 TO 8.80 IN. LG. <Delivery>

88 EA NCAD NEW CUMBERLAND PA 17070 05 OCT 16

35 EA SHARPE ARMY DEP, LATHROP CA 05 OCT 16

*Softshare Article Number: 050810/DCSC/0292*

*Matching Key Words: hose;*

# Automated Bid Matching - Awards

**Department of the Navy, Naval Facilities Engineering Command,  
NAVFAC Pacific, Acquisition Department, Code ACQ0262, 258  
Makalapa Drive, Suite 100, Pearl Harbor, HI, 96860-3134**

C -- A-E Services for Military Construction Program to Construct Hawaii Regional Security Operations Center at Naval Computer and Telecommunications Area Master Station Pacific, Wahiawa, Oahu, Hawaii N62742-04-R-0007 Melvin Yoshimura, Contracting Officer, Phone (808) 474-5406, Fax (808) 474-8908, Email melvin.yoshimura@navy.mil - Rika Delaunay, Contract Specialist, Phone (808) 474-1402, Fax (808) 474-8908, Email delaunayra@efdpac.navfac.navy.mil N62742-04-C-0007 \$1,542,092.00 121004 Jacobs and Architects Hawaii Joint Venture 501 N. Broadway St. Louis, MO 63101-2121 URL:

<http://www.eps.gov/spg/DON/NAVFAC/N62742R/Awards/N62742-04-C-0007.html>

*Softshare Article Number: 041215/AWARDS/0419*

*Matching Key Words: sec:awards,bt; mo; st; louis; state!mo;*

# MOPTAC Services



- ◆ Help with Bid/Quote/Proposal Preparation
- ◆ Federal and Military Specifications and Standards
- ◆ Direction in Locating Contracting Information on the Internet
- ◆ Bid and Procurement Histories

# Bid and Procurement Histories

◆ **Query:** ProH Information for NIIN 01-342-4124

◆ **NIIN:** 01-342-4124    **AIN:** DISK, RUPTURABLE

<b>Date</b>	<b>Contract Number</b>	<b>SOS</b>	<b>Quantity</b>	<b>Price</b>	<b>IU</b>	<b>CAGE</b>	<b>Vendor Name</b>
02/97	SP076097M8196	S9C	44	41.89	EA	19151	LYNN ELECTRO
01/96	SP070096ABL94	S9C	20	99.50	EA	0LN94	APEX CONTROLS CORP
12/95	SP076096MBX73	S9C	84	88.70	EA	7R834	CHESAPEAKE A
06/95	SP070095ABM50	S9C	24	104.16	EA	2B144	WHEELER BROS
12/94	SP070095AAT43	S9C	24	97.50	EA	31068	DUTCH VALLEY
11/94	SP076095MT447	S9C	33	61.05	EA	0VW10	AM MAC INC
06/94	SP070094ABN30	S9C	22	85.80		OTEF4	C & D DISTRIBUTORS
06/94	SP070094ABN30	S9C	22	85.80	EA	OTEF4	C & D DISTRIBUTORS
11/93	SP070094ABJ16	S9C	9	104.37	EA	3F272	PROCESS EQUIPMENT
04/93	DLA70093ABB56	S9C	14	90.00	EA	02794	AIR CONDITIO
12/92	DLA70093AAT43	S9C	11	104.97		31068	DUTCH VALLEY
12/92	DLA70093AAT43	S9C	10	104.97	EA	31068	DUTCH VALLEY
12/92	DLA70093ABL94	S9C	4	95.90		0LN94	APEX CONTROLS CORP
03/92	DLA70092ABM51	S9C	2	103.97		79343	STATGIC PR
03/92	DLA76092MU940	S9C	4	61.82		10855	CARRIER TRAN

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# Registrations and Certifications

- ◆ Contractor Registrations, including:
  - DUNS (Dun & Bradstreet)
  - Central Contractor Registration (CCR)
  - Dynamic Small Business Search (DSBS)
  - State of Missouri Vendor Registration System
- ◆ Federal Certifications, Goals and Set-Asides, including:
  - Small Business Set-Asides
  - Women-Owned Small Business (WOSB)
  - Service-Disabled Veteran Owned Small Business (SDVOSB)
  - HUBZone Certification
- ◆ State of Missouri and Local Agency Certifications, including:
  - Minority Business Enterprise (MBE)
  - Women Business Enterprise (WBE)
  - Disadvantaged Business Enterprise (DBE)

# General MO PTAC Services



- ◆ Guidance in Networking with Government Agencies, Prime Contractors, and Other Organizations
- ◆ Help Determining Government Marketing Potential and Understanding the Government Marketing Environment
- ◆ General Counseling on the Procurement Process
- ◆ Conferences, Seminars, and Workshops

# Selected Guidelines for Becoming a MO PTAC Client

- ◆ Sells products or services purchased by the government.
- ◆ Not on Excluded Parties List (Debarred List).
- ◆ In business at least 6 months, preferably 2 years.
- ◆ Person available to devote time to government contracting.
- ◆ Computer, Internet, and E-mail capability.

# Benefits of Working with MO PTAC



- ◆ Increased Bid Opportunities
- ◆ Access to Conferences and Training
- ◆ Increased Networking Opportunities
- ◆ Win More Government Contracts

- Missouri Procurement Technical Assistance Centers (MO PTAC), Eastern Region
- <http://www.moptac.net>
  - 100 N. Tucker Blvd., Ste. 530, downtown STL
    - Subcenter Director **Rich Fyke**  
(314) 621-7280 | [FykeR@missouri.edu](mailto:FykeR@missouri.edu)
    - Procurement Counselor **Joe Frank**  
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