

COLORADO PROCUREMENT TECHNICAL ASSISTANCE CENTER “COLORADO PTAC”

A vital resource for businesses in government contracting

Presentation to: NDIA

Ric Denton, Interim Program Manager
Denton.Ric@gmail.com

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Launch of statewide Colorado PTAC

- Mission
- Funding
- PTAC Board, Governance Structure, and Staff
- Services offered (what a company needs to know to compete for and perform on federal, state, and local contracts)
- How do we measure success?
- Working with other organizations locally and throughout the state

PTAC Mission – top level

- Significantly increase the number of capable businesses participating in government contracting by:
 - ▣ providing them an understanding of the requirements of government contracting and of the needed marketing know-how
 - ▣ supporting federal, state, and local government agencies in reaching and working with the suppliers they need,
 - ▣ thereby helping to create new jobs in our state.

Funding – partly hypothetical

Contribution	2010	2011	2012	2013	2014
EDC Commission	300K	200K	200K	200K	100K
Private contributions	100K	200K	200K	200K	300K
In-Kind contributions	114K	114K	114K	114K	114K
Federal (DLA)	415K	415K	415K	415K	415K
Totals	929K	929K	929K	929K	929K

Can federal matching amount increase? Likely not.
Security of State Dollars? Reasonably secure, but funding is year to year.

Private contributions? The future is in our hands!

Who are the private contributors?

- El Pomar Foundation
- El Paso County
- City of Colorado Springs
- SAIC
- BiggsKofford
- Pikes Peak Assoc. of Realtors
- 5 Star Bank
- Colorado Lending Source
- Colorado Springs Utilities
- TechWise
- Delta Solutions
- Shape Technologies
- Chamber of Commerce

Governance

DLA Contract & Grants Rules (~FAR)



Office of Economic Development & International Trade (OEDIT)



PTAC Corporation Board of Directors



PTAC Program Manager



PTAC Staff

PTAC Board of Directors

- Expanded Board to be 11 people
- Board Selection Criteria
 - Geographic Diversity
 - Expert Knowledge of government procurement, the FAR, DFARS, cradle-to-grave process of business development, acquisition and management of government contracts
 - A few key “rainmakers” for fund-raising
- Currently 4 on the Board
 - Includes OEDIT and EDC Commission seats
- There will also be an Advisory Board

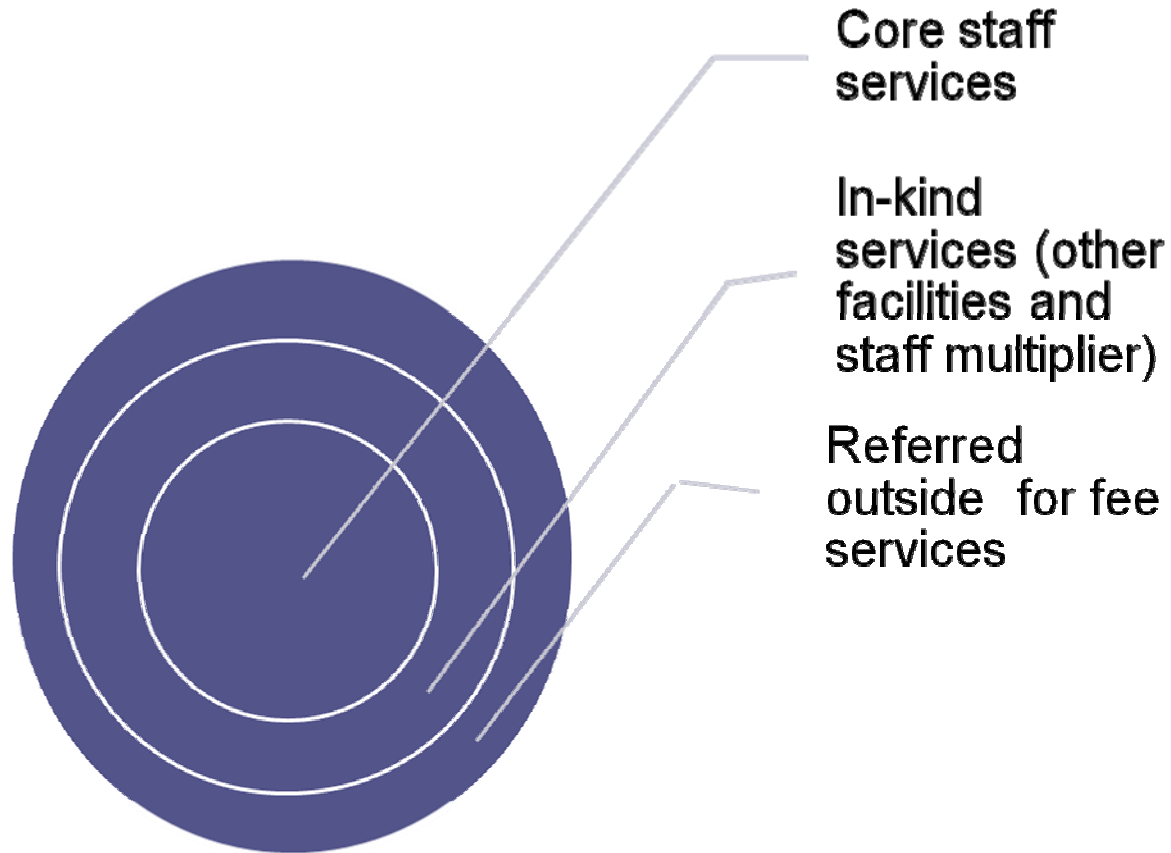
Geographic Diversity

- I-25 Corridor is where the action is: 97% of all federal awards
 - ▣ El Paso 37%, Jefferson 27%, Adams 15%
 - ▣ We are committed to serving entire state
- A careful balance is needed regarding geography
 - ▣ On the Board
 - ▣ In performing on the contract
- Otherwise we will not meet the performance goals

PTAC Corporation staffing

- PTAC Corporation is a tax-exempt 501 c3 corporation
 - ▣ Not state employees!
- Program Manager job description is aligned with the SCAA requirements
 - ▣ Job has been advertised and we are processing all applicants
- Procurement Counselors/Specialists
 - ▣ Four of these, one located on the western slope
 - ▣ Processing of candidates has only begun
- One Administrative support person

PTAC Business Model



Core services

- Determining Suitability for Contracting:
- Securing Necessary Registrations
- Socio-economic certifications
- Researching Procurement Histories
- Networking & Business Development
- Identifying Bid Opportunities
- Bid/No Bid Decision Making
- Teaming or Joint Venture Arrangements

Core services (cont.)

- Proposal Preparation
 - ▣ Advice and support: No, we don't write them!
- Contract Performance Issues:
 - ▣ Negotiating or interfacing with an agency
 - ▣ Project cost-accounting system advice
 - ▣ Bonding and interim financing
 - ▣ Developing quality control and other plans
- Preparing for an audit

In-kind support

- OEDIT in kind (facilities and staff)
- Other Facilities
 - ▣ Chamber conference room
 - ▣ Technology Incubator
 - ▣ Similarly, elsewhere in State
- Consulting advice similar to what the PTAC staff will provide – but usually more senior
 - ▣ Ray Hurtado
 - ▣ Kenn Quick
 - ▣ ICA in Glenwood Springs

Referrals to for fee services

- Project Cost Accounting Setup
- Specialized legal help
- Specialized certifications (e.g., 8a)
- Proposal Writing
- Short term project management
- GSA schedules

Measuring Success

- Directly from SCAA specification
- Number of conferences throughout the state
 - ▣ PTAC hosted events
 - ▣ PTAC participating in other events
- Number of clients throughout the state
 - ▣ New (includes transfers from other states)
 - ▣ Follow-ons
- Performance measured quarterly
- A “correct” measure would tally up dollar awards achieved by clients

Working with others: Outreach Program

- Chambers of Commerce
- Statewide EDC's
- Universities
- Prime contractors
- CHDA and similar organizations
- Small Business Development Centers (SBDCs)
- SCORE
- Any other influencer/partner we can reach

Questions and Answers?

- Any issues not covered?
- Any implementation issues that we should be looking at?
- Any thoughts as to how to enhance the program?

Summary

- The Colorado PTAC is an important initiative for the State
- An important service for those businesses wanting to do government contracting (federal, state, county & local)
- The efficient rollout in Colorado in the next 12 months is extremely important to demonstrate viability and value
- We are looking for any and all partner organizations that make sense for the mission