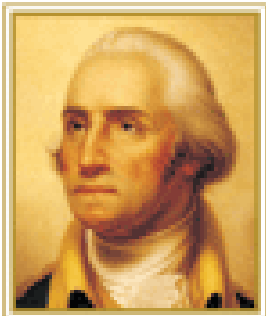


Don Makowski, CFCM



Certified Federal Contracts
Manager (CFCM)



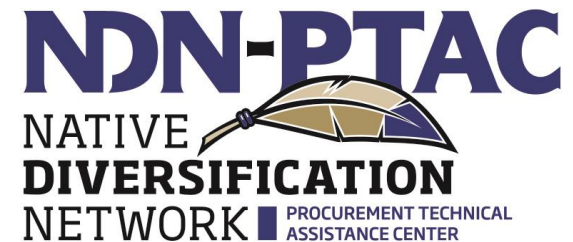
THE GEORGE
WASHINGTON
UNIVERSITY

WASHINGTON DC

GWU School of Business
Masters Certificate in Government
Contracting

What is a PTAC?

The PTAC (Procurement Technical Assistance Center) is a not-for-profit organization funded by the Federal and State Agencies and local funding partners.



Mission of the PTAC

The mission of the PTAC is to enhance national defense and economic development of the State of Michigan by assisting Michigan businesses in obtaining and performing on federal, state and local government contracts.



What is a PTAC?



- Milwaukee
- Camp Douglas
- Eau Claire
- Appleton
- Racine
- Madison
- Wausau

<http://www.wispro.org/>

What is a PTAC?



<http://www.ndn-ptac.org/>

What is a PTAC?

A | PTAC Association of Procurement Technical Assistance Centers

HOME ABOUT US GOVERNMENT CONTRACTING ASSISTANCE APTAC PARTNERS

Find a PTAC

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.
[Find American Indian PTACs »](#)



ASSISTANCE FOR SMALL BUSINESSES

GET THE TRAINING YOU NEED TO SUCCEED

PTAC CLIENT SUCCESSES

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs) provide **Expert Government Contracting assistance at little or no charge** – **System for Award Management (SAM) registrations**, certifications, marketing strategies and everything you need to sell to federal state government agencies. Funded through Cooperative agreements between US Department of Defense (DoD) and state/local non-profit entities.

Located near you – PTACs provide government contracting assistance in 300 locations across the country, as well as the territories of Puerto Rico and Guam.

Workshops and Seminars on a wide range of government contracting topics teach what you need to know and help you connect with other small businesses.

One-on-One Counseling provides assistance tailored to the specific needs of your business – and **is always free** of charge!

Matchmaking Events connect you with agency officials who are buying your product.

[Find your PTAC now! »](#)

<http://www.aptac-us.org/>

What is a PTAC?

Summary of Assistance

- Determine Suitability for Contracting
- Secure Necessary Registrations
- Small Business Set-Aside Programs
- Locate Contracting Opportunities
- Researching Procurement Histories
- Specifications, Standards and Drawings
- Training Classes and Events
- Solicitation Response

What is a PTAC?

- Government Contracting is NOT a source of Free Money!

Matthew Lesko's
Free Money for

1,700 of the Best Government Free Money Programs Your Tax Money Can Buy

680 Pages
1,700 Programs

90 Minute DVD
Hot Linked To Web

BOOK and DVD

EVERYBODY

The advertisement features a man in a blue suit with white question marks, arms raised in excitement. He is holding a copy of the book and a DVD. The background is yellow and red. The text is in various colors and fonts, including large, bold letters for 'EVERYBODY'.

What is a PTAC?



Which Way
Do I Go?



DSBS



What is a PTAC?

Getting Registered – System for Award Management

SAM
SYSTEM FOR AWARD MANAGEMENT

USER NAME: PASSWORD: [LOG IN](#)
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [GENERAL INFO](#) [HELP](#)

CREATE USER ACCOUNT
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.
[Create User Account](#)

REGISTER/UPDATE ENTITY
You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.
[Register/Update Entity](#)

SEARCH RECORDS
All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.
[Search Records](#)

[Need Help?](#)

WHAT IS SAM?
The **System for Award Management (SAM)** is a **Federal Government owned and operated** free web site that consolidates the capabilities in CCR/FedReg, ORCA, and EPLS. Future phases of SAM will add the capabilities of other systems used in Federal procurement and awards processes.

NEWS AND ANNOUNCEMENTS
SAM Management Moves to GSA FAS and CIO
Click on General Info and go to the News and Announcements section for the full story.
Can I use my CCR username in SAM?
Click [HERE](#) to find answers to this and other top questions.

USER GUIDES/HELPFUL HINTS
Additional information, such as a full User Guide, Quick Start Guides, Helpful Hints, and Webinars are available on the HELP tab.
Service Desk
URL: <http://www.FSD.gov>

FORMER CCR REGISTRANTS
If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires updates to your Entity record(s) in order for you to be paid or to receive an award or you need to renew your Entity(s) prior to its expiration. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the Entity. To update or renew your Entity records(s) in SAM you will need to create a SAM User Account and link it to your migrated Entity records. You do not need a user account to search for registered entities in SAM by typing the DUNS number or business name into the search box.

SAM | System for Award Management 1.0
IBM v1.432.20121130-1953
WWW3

Note to all Users: This is a Federal Government computer system. Use of this system constitutes consent to monitoring at all times.

GSA

<http://www.sam.gov>

What is a PTAC?

You're a Native American Owned, 8(a), Small Disadvantaged, Woman Owned, Service Disabled Veteran Owned, or HUBZone Certified Small Business, now what?

Your Magic Pill



What is a PTAC?

SBA Dynamic Small Business Search (Utilized by procurement representatives to research available small businesses)

The screenshot shows the SBA Dynamic Small Business Search (DSBS) website. At the top, there is a navigation bar with the SBA logo, the text 'DSBS', and buttons for 'Print', 'Exit', 'Help', 'DSBS', 'Quick Market Search', and 'TM OnLine'. A 'Ready' status indicator is in the top right. Below the navigation bar, a welcome message reads: 'Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.' A central box contains a 'NEW' starburst icon and text: 'NEW MARKETING FEATURE FOR CONTRACTING OFFICERS: Use the "Quick Market Search" button above to go to the Quick Market Search'. Below this, a red warning message states: 'This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.' Further down, a note says: 'All form fields that require typing in data have "tooltips" with data format information.' The main section is titled 'Location of Profile' and contains a search form. The 'State(s):' field is a dropdown menu with '(any state)' selected. Below it is a list of states: AL - Alabama, AK - Alaska, AA - American Atlantic (APO/FPO), AE - American Europe (APO/FPO), AP - American Pacific (APO/FPO), AS - American Samoa, AZ - Arizona, AR - Arkansas, and CA - California. To the right of the dropdown, text reads: 'Searching within a State: (Requires exactly one state from the list at left.)'. Below this is a 'Congressional District:' field with an empty input box and a 'Help' link. The 'County:' field is a dropdown menu with 'Select 1 State, then press Lookup' and a 'Lookup Help' link. Below the county field are three more input fields: 'Area Code or Phone Number Initial Fragment', 'Metropolitan Statistical Area', and 'SBA Servicing Office'. At the bottom of the page, there is a footer with the text: 'Last modified: 07/13/2004 12:00:00 AM > FirstGov > E-Gov > Regulations.gov > White House Processing: 0.268 seconds Version: Small Business Source System 7.3 Session timeout in 59 minutes. * Privacy & Security * Information Quality * FOIA * No Fear Act * ADA'.

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

What is a PTAC?

The screenshot displays the homepage of the Federal Business Opportunities (FBO) website. At the top, the logo for FEDBIZOPPS.GOV is visible, along with the text "Federal Business Opportunities" and "E-GOV USA.gov". A navigation bar includes links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy.

A prominent yellow callout bubble highlights the text: "Search more than **29,000*** active federal opportunities." Below this, a search filter section includes dropdown menus for "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). There are also input fields for "Keyword / Solicitation #" and "Agency". A "Search" button is located below these fields. A red circle highlights the text: "Additional criteria and multiple selections are available on the [advanced search form](#)." A yellow arrow points from the right side of the image to this text, labeled "Advanced Search".

Below the search filters, an "ATTENTION" message states: "Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO."

The page is divided into two main sections for users: "Buyers / Engineers" and "Vendors / Citizens". Each section has a "Username" and "Password" field, and a "No login is required to view opportunities." message. The "Buyers / Engineers" section includes links for "View Opportunities", "Register Now", and "Password Reminder". The "Vendors / Citizens" section includes links for "Find Opportunities", "Register Now", and "Password Reminder". A yellow arrow points from the right side of the image to the "Find Opportunities" link, labeled "Login".

On the right side of the page, there is a "RECOVERY" section with a "SEARCH RECOVERY OPPORTUNITIES" button and a "SEARCH RECOVERY AWARDS" button. Below this is an "FBO RECOVERY REPORTS" section with links for "Click here for Opportunities" and "Click here for Awards". Further down is a "SMALL BUSINESS EVENTS" section with a "SEARCH SMALL BUSINESS EVENTS" button. At the bottom right, there is a "USER GUIDES" section with links for "Buyer" and "Vendor/Engineer".

<http://www.fbo.gov>

What is a PTAC?

Under \$3,500

“Just Do It”



\$3,500 to \$25,000

Competing bids invited

Often on agency website

Greater than \$25,000

**Competing bids invited
on Fed Biz Opps
(fbo.gov)**

Greater than \$700,000

(or greater than \$1,500,000 for construction)

**Contractor must have a
Subcontracting Plan**

What is a PTAC?

Bid Match Service

Message: Daily Bids for 08/12/11 - Message (HTML)

From: NW_MI_Council_of_Governments <ddonovan@nwm.cog.mi.us>
 To: Don Makowski
 Subject: Daily Bids for 08/12/11

Sent: Fri 8/12/2011 12:13 PM

[View Bids](#)
These bid leads have been prepared for
Magic Moose
View Bids
 dmakowski@jobforce.org

A service of NW_MI_Council_of_Governments *** PO Box 506 2194 Dendinos Dr. Traverse
 After clicking on "View Bids" it is recommended that this site be added to the Favorites list in your Web browser for future use. If you do not wish to receive th
 that your bid match be set to "On Without Email Notice"

These procurement notices are provided as an informational service of NW_MI_Council_of_Governments. NW_MI_Council_of_Governments is not respons
 issuing agencies is recommended to ensure receipt of all applicable l

2223 sites as of March 10, 2015

State	Description
Alabama - 15 Sites	
	Birmingham/Jefferson County Transit Authority, Alabama
	City of Auburn, Alabama - Bid Invitations
	City of Auburn, Alabama - Invitations for Proposal
	City of Birmingham, Alabama
	City of Huntsville, Alabama
	County of Baldwin, Alabama
	County of Jefferson, Alabama
	County of Madison, Alabama
	County of Mobile, Alabama
	Mobile County Public School System, Alabama - Services-Purchasing
	State of Alabama - Department of Finance - ITBs
	State of Alabama - Department of Finance - Purchasing Division
	The City of Opelika, Alabama
	The University of Alabama In Huntsville - Commodity bids
	The University of Alabama In Huntsville, Vendor Opportunities
Alaska - 13 Sites	
	Alaska DOT Construction and Maintenance Contracting
	Alaska DOT Professional Services - RFPs less than or equal to 100,000
	Alaska DOT Professional Services - RFPs over 100,000
	Alaska Native Tribal Health Consortium
	Anchorage Community Development Authority, Alaska

Deb Donovan

What is a PTAC? Bid Match Service

NW MI Council of Governments
Monday August 15, 2011

Company
Awards
Bid Matching
Surveys
Email Center

Client: V905
Magic Moose

View RFQ

Record 8 of 51

<Prev
>Next
Cancel
<|Top
>|Bot

RFQ Type: FBO Publish Date: 2011-08-12

Keywords: MICHIGAN

RFQ Date	FI	Seg	RFQ Type	RFQ Details
2011-08-12	1	1	FBO	<p>RFQ Type: FBO BID FSG Code: J,S RFQ Type: FedBizOpps Presolicitation Publish Date: 110812 Agency Name: Department of Homeland Security Office: United States Coast Guard (USCG) Location: USCG Surface Forces Logistics Center (SFLC) Procurement Branch 1 Classification Code: S Address: 300 East Main Street Subject: S--USCGC MACKINAW - FACILITY MAINTENANCE SERVICES Solicitation Number: HSCG85-11-Q-P30HN3 Information Contact: Sandra A. Martinez, CONTRACTING OFFICER, Phone (757) 628-4591, Email Sandra.A.Martinez@uscg.mil URL: https://www.fbo.gov/spg/DHS/USCG/COUSCGMLCA/HSCG85-11-Q-P30HN3/listing.html Set-aside: HUBZone NAICS Code: 561210 POP Country: US POP Address: COAST GUARD DRIVE Suite 600 Norfolk VA 23510-9102 The United States Coast Guard Maintenance & Logistics Command, Atlantic intends to issue a Commercial Request for Quote (RFQ) for requirements contract for Facility Maintenance Services for the USCGC MACKINAW located at 627 Coast Guard Drive, Cheboygan, Michigan. The acquisition will be solicited as a HUBZONE Set-Aside. The Coast Guard intends to conduct the procurement in accordance with Federal Acquisition Regulation FAR Part 12, Acquisition of Commercial Items, and FAR Subpart 13.5, Test Program for Certain Commercial Items. The simplified acquisition will be issued as a Best Value, Request for Quote (RFQ), on or about AUGUST 16, 2011. The NACIS code is 561210. Facility maintenance services shall consist of janitorial services, grounds maintenance, snow removal, refuse collection and general labor at the USCGC MACKINAW facility. The contractor shall furnish all labor, equipment, appliances, transportation, supervision, and materials, required to perform these services. On board the vessel USCGC MACKINAW all janitorial services shall be performed in the following areas: Common living spaces. The compartments include, CO's State Room, CO Cabinet, XO State Room, Senior Officers State Rooms (QTY4), Surge Berthing, Enlisted Berthing, Officer's Wardroom and Lounge, CPO State Room and Lounge, 1st Class Lounge, Enlisted Mess, and all interior passageways and ladders on the 2nd Deck, main deck, 01 Level, 02 Level, 03 Level, and 04 Level sanitary spaces. The compartments include all common washrooms and water closet spaces of the ship; there are six (06). Offices, shops and working spaces; these compartments include, Bridge, ECC & DC Central, IC/CCMPS Room, Laundry Room, Buoy deck Control Room, Armory, Exercise Room, Ship Store, Aton Shop, Clean Room, Shower Room, Buoy Deck Change Room, DC Shop, Engineering Log Office, Machine Shop, Electric Shop, Switch Board Room, Port and Starboard Transformer Rooms, Port and Starboard Transformer Rooms, Port and Starboard Propulsion Transformer Rooms, Supply Department Storage Room, Stores Breakout Area, Dry Provision Store Room, Radio Room, EleX/IC Shop, Ship's Training Room and all main traffic through Auxiliary Machinery Rooms, weather decks. This area is defined as all deck surfaces of the ship exposed to the weather up to a height of 12 feet . spanning from the main deck, up to and including the exterior of the Mast Deck. It includes all deck surfaces, the sides of the superstructure, and all equipment and deck fittings secured to the deck and superstructure (i.e., cranes, winches, A-Frames, capstans, davits, small boats, anchor windlass, bits, chocks, padayes, liferafts/stanchions, lifelines, etc. There shall be areas which restricted and when cleaning areas a crewmember shall be present. The contractor will be given 5 calendar days notice prior to the commencement of work on board the USCGC MACKINAW. The contractor shall also be responsible for janitorial services at the USCGC MACKINAW facility - there will be daily, weekly and monthly task required. The contractor shall provide grounds maintenance for 6.5 acres. The contractor shall provide grounds maintenance services which consist of (1) lawn maintenance, (2) edging, (3) trimming, (4) tree and shrub care, (5) leaf and debris removal. The snow removal services shall consist of snow removal and control of snow and ice from all entrances, parking areas, sidewalks, steps, ramps piers and other areas needed. Refuse collection, the Contractor to provide refuse collection and disposal of solid waste for Shore Facility located at 626 Coast Guard Drive, Cheboygan, Michigan to include the following collection areas: Millard D. Olds Memorial Mooring on Coast Guard Drive (North B Street). Housing complex (consisting of 27 housing units) on Black Thorne Drive and the Housing office and maintenance complex on Loomis Street. This solicitation will include a Base Year and Four Option years, if exercised. The performance period will be September 16, 2011; with four option years (if exercised). The solicitation will be issued electronically on the FEDBIZOPPS web page at http://www.fedbizopps.gov. It is incumbent upon contractors to monitor the FEDBIZOPPS web page for RFQ release and all subsequent amendments. Please sign up for the Auto Notification service to receive e-mail from</p>
2011-08-11	0	2	FBO	
2011-08-10	1	3	FBO	
2011-08-09	0	4	FBO	
2011-08-08	0	5	FBO	
2011-08-05	1	6	FBO	
2011-08-04	0	7	FBO	
2011-08-03	0	8	FBO	
2011-08-02	1	9	FBO	
2011-08-01	0	10	FBO	
2011-07-29	0	11	FBO	
2011-07-28	0	12	DLA	
2011-07-27	0	13	DLA	
2011-07-26	0	14	Award Notice	
2011-07-25	0	15	Award Notice	
2011-07-22	0	16	Award Notice	
2011-07-21	0	17	Web	
2011-07-20	0	18	Non-Federal	
2011-07-19	0	19	Non-Federal	
2011-07-18	1	20	Non-Federal	
2011-07-15	0	21	Non-Federal	
2011-07-14	0	22	Non-Federal	
		23	Non-Federal	
		24	Non-Federal	
		25	Non-Federal	
		26	Non-Federal	
		27	Non-Federal	
		28	Non-Federal	
		29	Non-Federal	
		30	Non-Federal	
		31	Non-Federal	
		32	Non-Federal	
		33	Non-Federal	

What is a PTAC?

Small Business Set-Aside Alerts

From: Cathy Fairbanks [mailto:cathyfairbanks@nwm.cog.mi.us]

Sent: Friday, December 28, 2012 9:08 AM

To: XYZFabrication.com'

Subject: Small Business Set-Aside Contract Opportunities

Dear Client,

XYZ Fabrication may be interested in the following small business set-aside contract opportunities based upon your NAICS codes:

332999: Military Sealift Command in Norfolk, VA. SOL N32205-13-T-3280. Due 1/2/2013

PROVIDE HANDLES

<https://www.fbo.gov/notices/e7a23404f1d77e1681d6bad7c3a45678>

333924: National Guard in Jackson, MS. SOL W9127Q-13-R-0002. Due 2/8/2013

LEASE A CONTAINER HANDLING REACH TRUCK

<https://www.fbo.gov/spg/USA/NGB/DAHA22/W9127Q-13-R-0002/listing.html>

If you have any questions, need help with a solicitation, or wish to stop receiving this notification, please contact me.

PTAC Sponsored Events and Classes

DOING BUSINESS WITH THE NATIONAL PARK SERVICE

WHEN AND WHERE:

June 23, 2015:
Northern Great Lakes Visitor
Center – 29270 County Road G
Ashland, WI
12:00 pm – 4:00 pm



ABOUT THE WORKSHOP:

In fiscal year (FY) 2014, the National Park Service (NPS) spent over \$650 Million on contracting. NPS has a broad range of requirements ranging from construction services to outerwear. At this unique workshop, your business will have the opportunity to meet with and learn from the NPS' Midwest Region contracting officials. Join the National Park Service, area economic developers as well as representatives from the Wisconsin Procurement Institute and the Northwest Michigan PTAC and take advantage of this unique opportunity!

Presentations From:

- National Park Service – Midwest Region
- U.S. Small Business Administration
- Northwest Michigan PTAC
- Wisconsin Procurement Institute
- Native Diversification Network PTAC

REGISTRATION:

June 23rd – Ashland, WI: <http://tinyurl.com/oaxdl9p>

For additional information, please contact Joseph Smetak at josephs@wispro.org or 414-270-3600

Ashland Area Development Corporation



A WORKSHOP FOR SMALL BUSINESSES

There is **NO COST** for these events BUT **REGISTRATION IS REQUIRED**

HOSTED AND SPONSORED BY

NORTHWEST MICHIGAN PTAC

NATIVE DIVERSIFICATION NETWORK PTAC

WISCONSIN PROCUREMENT INSTITUTE

NATIONAL PARK SERVICE

BAYFIELD COUNTY ECONOMIC DEVELOPMENT CORPORATION

ASHLAND AREA DEVELOPMENT CORPORATION

U.S. SMALL BUSINESS ADMINISTRATION



What is a PTAC? Questions?

Don Makowski, CFCM

PTAC Procurement Counselor

donmakowski@networksnorthwest.org

(906)789-0558 ext 244