

Bridging Partnerships April 2018



PTAC's Top Tips

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Procurement Technical Assistance Centers

- No cost 1:1 advising, workshops, etc.
- How to succeed in the government marketplace
- Funded in part through a cooperative agreement with Defense Logistics Agency

1. Know your customer



Bechtel, Battelle?
Tomato, Tamato!

Get Online

- Internet Searches
- www.hanford.gov
 - DOE – Richland Operations Office
 - Office of River Protection
 - Office of Science
- What's their mission?
- What matters to them?



2. Know Your Competition

- Who they are.
- What they sell.
- Who they sell to.
- How are you different?

Do More Research

- ✓ Attend Conferences
 - Prime websites
 - FBO & USASpending.gov
 - Talk to people & learn



3. Be Found.

- Register in SAM
- Complete DSBS
- Updated Website
- LinkedIn
- Primes' Vendor Registration Lists





Sample search results that a prime or government buyer would see.

Arnold Machine, Inc. Arnold Machine	CHAD WOESSNER	19 Heritage Dr Tiffin, OH 44883-9503	Designs & manufactures custom automated equipment; full service shop, from design to assembly, including wiring and controls. Contract Manufacturing.
Highland Controls LLC	Brian j Beal	1738 STATE RD HINCKLEY, OH 44233-9764	Industrial automation and test systems. LabVIEW and PLC programming. Specializing in motion control applications.
Ohio Power Tool, Inc.	Jay AMSTUTZ	999 Goodale Blvd Columbus, OH 43212-3826	
VALLEY INDUSTRIAL CRANE LLC	LORI VAN LEEUWEN	2054 DRILL AVE DAYTON, OH 45414-5501	
JONES 3 CO. LLC	Warren Jones	4133 FISHCREEK RD APT 401 STOW, OH 44224-2856	Service provider and Goods provider
JC Custom JV	Regina Babcock	1480 Ford St Ste 2 Maumee, OH 43537-1731	

4. Be Ready

- Capabilities Statement
- 10 Second Intro, 30 Second Intro
- Tradeshow Goals?
 - Selling vs. Learning

5. Be Smart.

- Understand federal contracting terms & conditions, rules of the marketplace
 - Government contracting blogs (smallgovcon.com)
 - News
- Understand unique needs of Hanford
- Use your PTAC Counselor

Thank you.

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