



Rhode Island PTAC

Government & Industry Working Together

RHODE
ISLAND
COMMERCE

RHODE ISLAND
PTAC

Navigating the Contracting Process

Resources for small & large businesses,
DoD, civilian agencies, and state agencies

What is a PTAC?

Teach businesses how to compete successfully in federal, state and local government markets



Procurement

Determine who is buying “what” and “how”



Technical

FAR, DFARs, certifications, registrations, processes & systems



Assistance

All PTACs provide core services, majority of services are free



Center

96 PTACS including 6 PTACs serving only Native American businesses

RHODE ISLAND PTAC 2020 RETURN ON INVESTMENT



388

Active clients



1,943

Hours of counseling
to businesses



60

Training and
outreach sessions



9,096

Contracts and
subcontracts
awarded



\$551,061,546

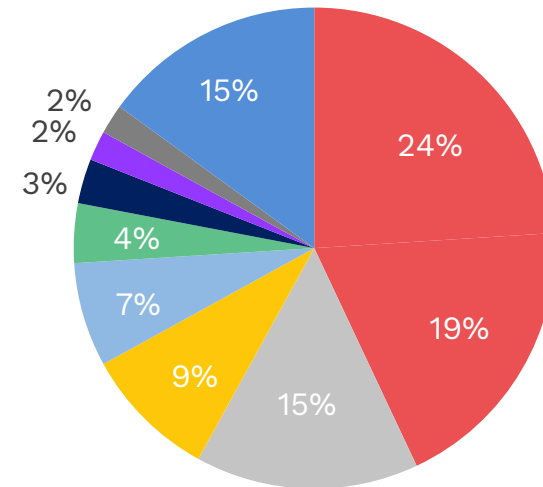
Value of awarded
contracts



10,715

Jobs created
or retained

CLIENT INDUSTRIES



- Manufacturing
- Scientific and Technical Services
- Construction
- Service Establishments
- Research and Development
- Wholesale
- Administrative and Support
- Retail
- Company and Enterprise Management

Small Business Perspective

Contracting Challenges – Where Do I Start?



**How does the
Government Buy?**



Who buys what we sell?



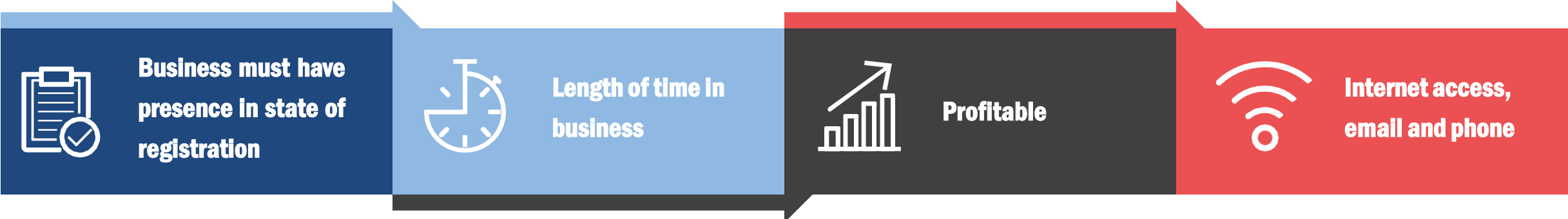
How do I make the sale?



**We won the award,
what's next?**

Becoming a PTAC client

Eligibility requirements vary by PTAC program



Business structures vary – sole prop, LLC, Inc., LLP, Ltd.

Start-Ups – Well Established

Track record of sales

Required to access registrations & bids

“Readiness Assessment”

Procurement Ready?

- Do you have support from your leadership?
- Is the government market right for your business?
- Do you know who buys your product/service?
- Do you know your competition?
- Can you clearly outline your company’s capabilities? What are you selling?
- Do you have relevant experience?
- Will certifications give you an advantage?

PTAC Vendor Support

Tools to make informed decisions



Research

- Market analysis
- Solicitation searches
- Identify opportunities



Training

- Registrations and certifications
- Current regulations



B2G

- Capability statements
- Outreach & networking events



Execution

- Pre & post award
- Compliance
- Subcontracting

Training Topics

Educating the business community

- Capability statement preparation
- SAM.gov & DSBS registrations
- Proposal development & submission
- Cost & pricing, indirect rate calculations
- PIEE – WAWF & SPRS
- Cyber/NIST& CMMC requirements
- FAR resources
- Post-award contract administration
- SBIR/STTR
- NIST & CMMC
- Data Rights
- Market Research
- Navigating SAM.gov

Cybersecurity Maturity Model Certification (CMMC)

NIST & CMMC

- DFARS 252.204-7012 (NIST SP 800-171 compliance requirement - 12/31/2017)
- <https://www.acq.osd.mil/cmmc/index.html>
- CMMC Accrediting Body - <https://www.cmmcab.org/>
 - 3rd Party certification: Levels 1-3
 - Assessors, C3PAOs, Trainers, Staff, Government, and Vendors/Supply Chain
- Resources for DoD vendors
 - Project Spectrum, DoD OSBP initiative - <https://www.projectspectrum.io/#!/>
 - RI PTAC - <https://riptac.org/>
 - Polaris/MEP - <https://polarismep.org/>

Federal Agency Utilization of PTACs

Supporting federal contracting staff

Vendor not ready, yet has potential

How your agency does business

Outreach

- Increase responses on sources sought & RFPs
- Targeted matchmaking & networking events

Agency forecasting

Assist with subcontracting plans

Assist existing federal vendors

- Contract specific issues
- Pre-award surveys

Prime Utilization of PTACs

Supporting Prime Contractors

- Prime requirements & baseline expectations
- Assistance filling a vendor gap
- Outreach
 - Specific need
 - Targeted matchmaking & networking events
 - Assistance meeting subcontracting plan goals

RI PTAC Staff

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