



Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

www.al-ptac.org

Services of the PTAC at the SBDC at the University of North Alabama

June 23, 2011

11:30 a.m. – 1:00 p.m.

“Lunch & Learn” Session -bring your own lunch

This presentation is free of charge, but registration is requested at 256-765-4668

Shoals Chamber of Commerce
20 Hightower Place
Florence, Alabama

A presentation by Phillip Marks, Associate Director, Training and Procurement at UNA will include the following topics:

- CCR
- Federal Marketplace
- State Marketplace
- Set Asides (8a, HUBZone, woman owned, etc.)
- Softshare Bid Matching Service
- Information on government contracting opportunities at federal, state and local levels
- Assistance in contacting prime contractors and government agencies
- Assistance with bid packages
- Assistance in determining agencies who purchase the goods or services your firm can provide
- Government procurement seminars and training sessions

Presented by

University of North Alabama PTAC Program

Hosted by

University of North Alabama PTAC Program
Shoals Chamber of Commerce

“The SBDC at University of North Alabama is a part of the Alabama SBDC Network. Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Phillip Marks, UNA-SBDC, 143 Keller Hall on the UNA Campus, UNA Box 5248, Florence, AL 35632, Phone: 256-765-4668.”



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About the Alabama PTAC Program

The government buys everything, and selling to the government can be a profitable venture. Each year the federal government purchases more than \$200 billion worth of goods and services. State and municipal governments spend more than \$20 billion annually.

The Alabama Procurement Technical Assistance Centers are part of a congressionally authorized initiative to assist businesses in marketing their goods and services to the U.S. Department of Defense, other federal agencies, and state and local governments. Each PTAC is dedicated to supporting our national security by ensuring a broad base of capable suppliers for the defense industry and other agencies, and to bringing the economic benefits of federal, state and local contracting to Alabama businesses.

PTAC Counselors can guide you through the government procurement process and provide you with information on how to become more competitive in the government marketplace. (The Alabama PTAC program is a not-for-profit entity funded by the Defense Logistics Agency.)

To better serve the public, Alabama PTAC consultants are located throughout the state. The Alabama PTAC Program is affiliated with the Alabama Small Business Development Center Network, a statewide, inter-institutional program with a mission to enhance economic growth in Alabama by providing management and technical assistance to small businesses.

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