

Missouri
Procurement
Technical Assistance
Centers

**MISSOURI PROCUREMENT TECHNICAL
ASSISTANCE CENTERS
(MO-PTAC)**



MO-PTAC FUNDING

- ◉ **Defense Logistics Agency: 50%**
- ◉ **University of Missouri System: 50%**

\$600,000 (DLA) + \$600,000 (MU) = \$1.2M

- ◉ **University of Missouri System meets its cost sharing requirement with cash and in-kind contributions.**
- ◉ **MU welcomes assistance in meeting its cost sharing obligation for the PTAC Program.**



MO-PTAC MISSION

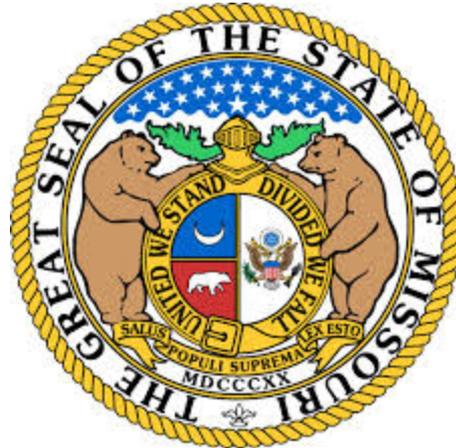
- ◉ The purpose of MO-PTAC is to assist Missouri businesses who desire to seek government contracts with federal, state and local buying offices.
- ◉ MO-PTAC provides training and counseling to ensure that our clients have the latest and best information available as they pursue their goals.
- ◉ MO-PTAC collaborates with other agencies in order to ensure the overall economic well-being of the State of Missouri.

WHAT MO-PTAC OFFERS OUR CLIENTS

- ◉ Contract Management Expertise
- ◉ Professional staff to assist & inform
- ◉ One-on-One Counseling
- ◉ Access to information
- ◉ Exceptional website full of resources
- ◉ Seminar on *Winning Government Contracts*
- ◉ Bidmatch opportunities



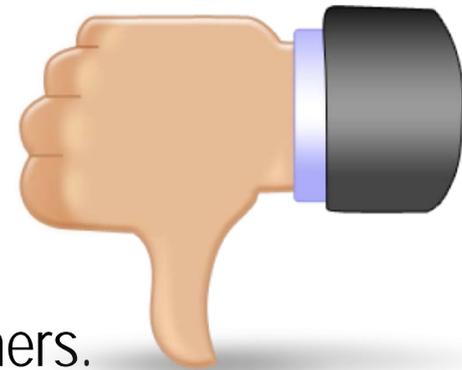
WHAT MO-PTAC DOES FOR CLIENTS



- Help Missouri businesses locate opportunities to sell products and services to buying offices & large primes.
- Counseling by procurement professionals.
- Bid opportunity listings from a large variety of sources.
- Technical assistance and instruction.
- Access to drawings and specifications, if purchase is not required from specified companies.

WHAT MO-PTAC *DOES NOT* DO

- ◉ Serve as a client's representative, agent or advocate.
- ◉ Prepare a client's proposal or bid for them.
- ◉ Make decisions for clients.
- ◉ Release any information about clients to others.
- ◉ Recommend or refer any specific product or service.
- ◉ Accept any compensation or gifts from clients.
- ◉ Help clients file litigation against the government.



MO-PTAC CLIENT ATTRIBUTES

- An established company that desires to add the government to its list of customers
- Provide a product or service that the government needs
- Can meet cost, schedule and performance requirements



BENEFITS TO CLIENTS



- Registrations/Verifications/Certifications
- An Understanding of the Government Contracting Process
 - Pre-award: Invitation For Bid (IFB) and Request for Proposal (RFP); reviewing the solicitation; bid/proposal preparation.
 - Contract Administration and Contract Closeout
 - Pricing and negotiations
 - GSA Schedule
- MO-PTAC services may assist clients who seek commercial contracts.



MO-PTAC CONTRACT AWARDS STATEWIDE

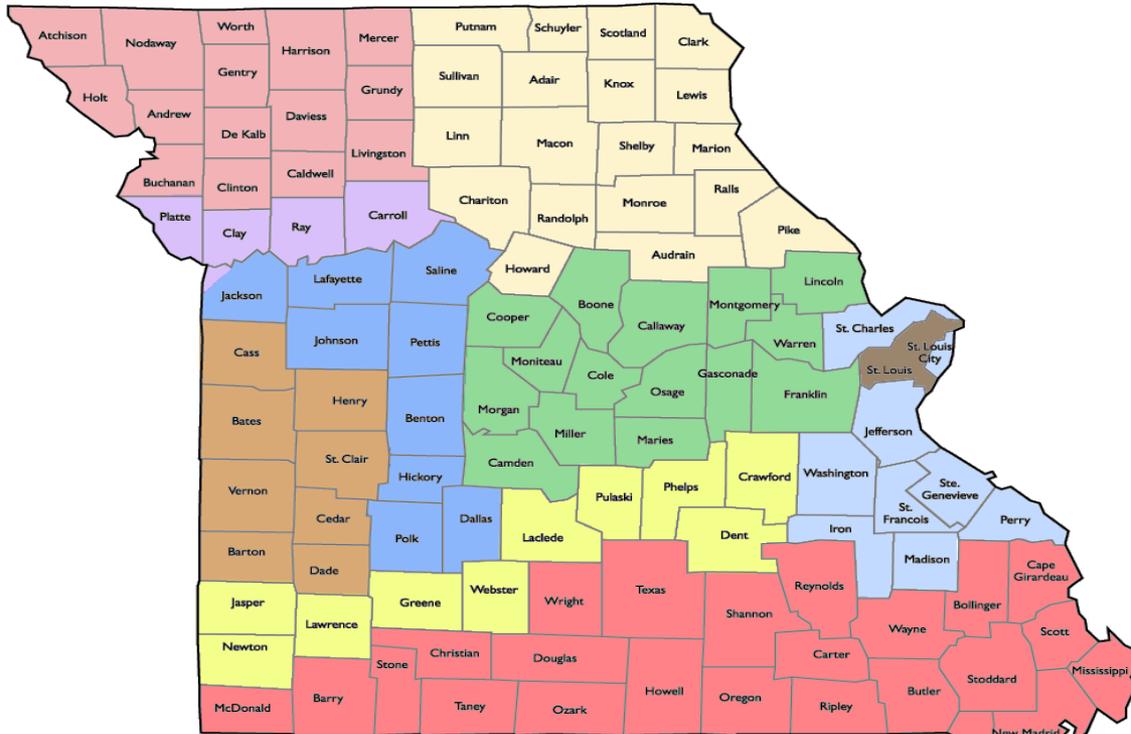
August 1, 2012 - July 31, 2013

- Total award dollars reported from Missouri Businesses: \$185,215,140
- 3175 awards
- 3704 jobs created



When Missouri businesses win government contracts the revenue that is generated benefits our state, and the jobs that are created benefits Missourians!

PTAC Regions by County



Region

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| Columbia | St. Joseph |
| Kansas City | Blue Springs |
| St. Charles | West Plains |
| Rolla-Springfield | Macon |
| Harrisonville | St. Louis County |

MO-PTAC COUNSELORS

UNIVERSITY OF MISSOURI
Extension



- Columbia - Bill Stuby
- Warrensburg - Traci Baldwin
- Kansas City - Shelly Cunningham
- St. Joseph - Clint Dougherty
- St. Charles/St. Louis City and counties south - Carolyn Jones
- St. Louis County – Millie Miller-Hoover
- Springfield – David Jerome
- West Plains—Willis Mushrush
- Macon—Chris Shoemaker

CONTACT MO-PTAC

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