

Federal, state, and local governments spend over **\$800 billion annually** on virtually any product or service imaginable, and a large portion of that is with small businesses. Major prime contractors also subcontract a portion of their government contracts to small firms. **In the Greater Johnstown Area (Cambria and Somerset Counties), at least \$2 billion in contracts** and subcontracts have been awarded within the last decade, but there is more out there that could come here.

The **JARI Procurement Technical Assistance Center (PTAC)** can assist your business in tapping into this lucrative opportunity. We can help you **understand the government marketplace**, get you **registered**, identify **leads**, and guide you through the **bid, award, and performance** process. And, most JARI PTAC services to you are pre-paid by the U.S. Government. We do have nominal charges for workshop attendees and a few ancillary services.

Our only objective is getting you results. **Your success is our success.** Government contracting is not for everyone, but if you are a responsible vendor that produces quality products or services at competitive prices with on-time delivery, you can be a player. Here are some ways we can help you succeed in selling to the government:

◆ **Capabilities evaluation:** Are you ready to do business with the government? We'll work with you to objectively analyze your operations, including your accounting and quality programs.

◆ **Initial registration assistance:** Sure, there's red tape to get started at both the federal and state levels. But we'll walk you through every step.

◆ **Access to standards and specifications:** We'll obtain and pay half the cost of the documents you need.

◆ **Market targeting:** We'll help you find government buyers. We'll work with you to profile your business, list you in our local JARI Business Capability Locator, and set you up on an automated bid lead matching service.

◆ **Small business program guidance:** We'll help you determine if you are eligible for various small business certifications, and assist you in preparing any certification applications.

◆ **Contract administration and management:** OK, you've won a contract. Now what? We'll help you navigate your course.

◆ **Education and Information:** We offer an ongoing suite of procurement workshops, seminars, and conferences. Visit the Calendar of Events at www.jari.com. We also provide a link portal to a variety of regulations, government agencies, and various other government procurement topics. Visit the JARI PTAC page at www.jari.com.

◆ **Referrals:** We interact with a wide network of business development colleagues for your other small business development needs.

◆ **Bid and proposal assistance:** We can't actually write your proposals, but we will help you get organized, then critique your efforts.

◆ **Regional advocacy to buyers:** We meet with government agencies and prime contractors regularly to promote the capabilities and companies of the Greater Johnstown Area. We also help to organize PTAC events for the annual Showcase for Commerce, including the Government Procurement Expo.

◆ **. . . and more:** Contact the JARI PTAC to learn about what else we can do for you.

JARI PTAC
245 Market St., Suite 200
Johnstown, PA 15901
www.jari.com
info@jari.com
814.535.8675

Interested? Get started today! **Contact the JARI PTAC** to complete your client registration, and we'll get to work on your success in government contracting. You won't find better personalized business support.

Someone is selling to the government right now. That someone might as well be you!

Some useful, representative government procurement web sites are listed below. For a more comprehensive list, visit the JARI PTAC page at www.jari.com.

◆ **Capabilities Evaluation:**

Capabilities Evaluation Checklist
<http://www.summitinsight.com/cklist.pdf>

◆ **Initial Registrations:**

Dun & Bradstreet Number
<http://fedgov.dnb.com/webform>

North American Industrial Classification Codes
<http://www.census.gov/eos/www/naics>

Central Contractor Registration
<http://www.ccr.gov>

Online Representations and Certifications
<https://orca.bpn.gov>

Pennsylvania DGS
<http://www.dgs.state.pa.us>

(Many large prime contractors also require registration to do business with them. See listings on the JARI PTAC page at www.jari.com.)

◆ **Regulations:**

Federal Acquisition Regulation (FAR)
<http://farsite.hill.af.mil/>

◆ **Small Business Programs:**

Small Business Administration
<http://www.sba.gov/contractingopportunities/owners/start/specialprograms/index.html>

Pennsylvania MBE/WBE
http://www.portal.state.pa.us/portal/server.pt/community/bureau_of_minority_and_women_business_opportunities/1358

◆ **Capabilities Statements:**

Guidance
<http://www.proactivehrm.com/businessservices/profiles.html>

Examples
 Type "capabilities statement" into a search engine

◆ **Identifying Opportunities:**

iSearch
<http://www.outreachsystems.com/isearch/>
 (Use "ssguest" for both "Mailbox" and "Password" entries.)

Fedbizopps
<https://www.fbo.gov/>

SBA SUB-Net
<http://web.sba.gov/subnet/search/index.cfm>

Pennsylvania e-Marketplace
<http://www.emarketplace.state.pa.us/>

◆ **Specifications and Standards :**

ASSIST
<http://assist.daps.dla.mil/quicksearch/>

DSCC Index of Mil Specs and Drawings
<http://www.dsccl.dla.mil/programs/milspec/>

◆ **Government Procurement Workshops, Outreach, and the Government Procurement Expo:**

Visit the Calendar of Events at www.jari.com.

Office of Small and Disadvantaged Business
<http://www.osdbu.gov/general.html>

JARI PTAC
245 Market St., Suite 200
Johnstown, PA 15901
www.jari.com
info@jari.com
814.535.8675

Interested? Get started today! **Contact the JARI PTAC** to complete your client registration, and we'll get to work on your success in government contracting. You won't find better personalized business support.

Someone is selling to the government right now. That someone might as well be you!