



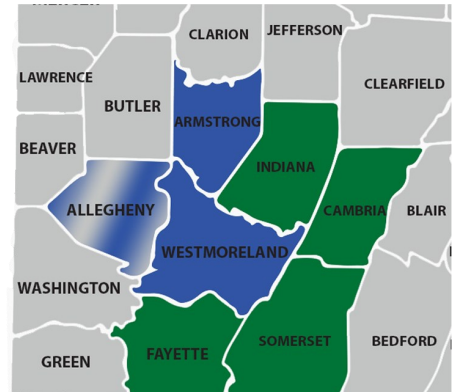
JARI Procurement Technical Assistance Center

JARI PTAC

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What We Do

The JARI Procurement Technical Assistance Center (PTAC) is a partially government-funded program providing assistance to businesses located in Cambria, Fayette, Indiana, and Somerset counties who want to sell their goods and/or services to the government, educational institutions, or tribal entities. Our staff of counselors are experienced in government contracting and provide a wide range of services, including individual counseling and training, to enable businesses to successfully compete for government contracts.



Our counselors offer free, confidential, one-on-one counseling, workshops and training including:

- ⇒ Registering your business in government databases
- ⇒ Marketing yourself to the government and prime contractors
- ⇒ Responding effectively to a request for proposal (RFP) and a request for quotation (RFQ)
- ⇒ Obtaining federal Set-Aside certifications you qualify for
- ⇒ Creating and delivering a winning presentation
- ⇒ Federal accounting and invoicing practices
- ⇒ Post-Award assistance
- ⇒ Research strategies for accessing federal, state and local government markets
- ⇒ Understanding government regulations
- ⇒ Getting "Contract Ready"
- ⇒ Advantages of teaming with other companies



Supplier Briefing — BAE Systems held a mini-matchmaker following a "How to Do Business with BAE Systems" presentation during the 28th Annual Showcase for Commerce.

Roadmap of PTAC Services:

- Step 1:** Discuss client goals; Explain PTAC services, obtain DUNS#, research NAICS
- Step 2:** SAM registration & SBA profile; BidMatch
- Step 3:** Federal certification eligibility; marketing materials
- Step 4:** Market research; review marketing materials
- Step 5:** Start marketing plan; next steps...



This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency. Additional funding is provided by JARI & SPC.

JARI PTAC has been serving the businesses of Cambria and Somerset Counties since 1991.

What Did the JARI PTAC do in 2019?

- ◆ 196 businesses served
- ◆ 25 Participated Events
- ◆ 1,738 Small Business Counseling Sessions
- ◆ 124 Large Business Counseling Sessions
- ◆ 3,662 Prime Contracts Awarded to Clients
- ◆ 117 Subcontracts Awarded to Clients
- ◆ \$498.4 Million in total contracts reported

Here's How Your Business Can Benefit

Sign up for one of our free training seminars or contact us for an appointment. Once registered as a client you can benefit from our complete range of free services.

Businesses located in **Cambria, Fayette, Indiana & Somerset** counties, can contact the **JARI PTAC**, located in Johnstown, PA.

Businesses located in **Allegheny, Armstrong and Westmoreland** counties can contact our subcenter at the **Southwestern Pennsylvania Commission (SPC)**, located in Pittsburgh, PA.



Are you ready for Government Contracting?

Before pursuing government contracting opportunities, first consider the investment in time and resources your company needs to enter the government marketplace. Asking yourself these questions will help you determine if government contracts are right for your business.

- Does your company have steady and/or growing commercial market sales that can support a new market venture?
- Does your company have a history of sales? Are you an established business and do you have the necessary experienced staff, appropriate resources to fulfill government contract requirements?
- Does your company have business plan that includes government contracting? Do you have an active strategic plan and staff willing to implement government contracting sales?
- Can you afford to sell to the government? Is your company financially solvent with no legal judgments? Does it have available lines of credit, appropriate assets, and set accounting standards?
- Does your company have a defined marketing radius and designated marketing staff?
- Does your company have an established quality control program with written procedures and staff designated to implement it?
- Is your company Electronic Commerce (EC) capable? Do you have a website? What is your company's level of computer literacy?
- Have you established that your competitors are active in the government marketplace and/or have you considered teaming with similar businesses to pursue government contract sales?
- Has your company considered pursuing government subcontracting opportunities before entering the marketplace as a prime vendor?

To discuss the results of your assessment, and for a more complete marketing analysis, please contact the JARI PTAC at (814) 254-4022 or (814) 425-5098 or via email at jariptac@jari.com.

Learn more about JARI PTAC, obtain contact information, or to register for any of our seminars, visit our web site at

<https://www.jari.com/government-contracting-ptac/>

or

<https://jari.ecenterdirect.com/>