



Procurement Technical Assistance Center

PTAC

New Mexico

New Mexico PTAC Overview

Therese Rivera, NMPTAC Statewide Program Manager

The New Mexico Procurement Technical Assistance Center (NMPTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency. The NM PTAC is also funded by the State of New Mexico.

Procurement Technical Assistance Program (PTAP)

- ▶ Authorized by Congress –1985
- ▶ Grant program funded by Department of Defense
 - Established to expand the number of businesses capable of contracting with government entities.
 - Nationwide network of procurement professionals who help businesses compete for and perform contracts with the DoD, other federal agencies, state & local governments and with government prime contractors.

New Mexico PTAC

Mission:

Counsel, train, and assist New Mexico business owners to obtain government contracts, thereby advancing economic growth in New Mexico

Started in New Mexico in 2009

Funded by DoD and the State of New Mexico general fund (GF)

Administered by the Santa Fe Community College

NMPTAC Offices

Santa Fe Community College – Main Office

Statewide Program Manager, Therese Rivera

Albuquerque – CNM/Workforce Training Center

2 PTAC Advisors + 1 Administrative Assistant

Elythia McAnarney, Steve Hogan + Tracey Edwards

ABQ Hispano Chamber of Commerce

1 PTAC Advisor – Steve Stewart

Santa Fe/Northern New Mexico – Higher Education Center

1 PTAC Advisor – vacant

Las Cruces – Arrowhead Center

1 PTAC Advisor – Karen Medina

Clovis – located at the SBDC

1 PTAC Advisor – Jonnie Loadwick

PTAC Roadmap of Services

Step 1: Discuss client goals; Explain PTAC services, obtain UEI #; research NAICS

Step 2: SAM registration & SBA profile; Bid Match

Step 3: Federal certification eligibility; marketing materials

Step 4: Market research; review marketing materials

Step 5: Start marketing plan; next steps . . .



NMPTAC's Services (virtually/hybrid)

Determining Suitability for Contracting

Securing Necessary Registrations:

- System for Award Management (SAM)
- Other government vendor databases (state/local/federal), State of NM/GSD, UNM, DOT, Sandia, LANL (Arriba System)

SBA certifications: 8(a), WOSB, HUBzone, Mentor Protégé, and other certifications such as the VA Verification

Cybersecurity trainings/updates

Marketing/Networking Events – Gov't to Business (G2B Outreach)

Market Research – which agencies are buying what you are selling

Identifying Bid Opportunities

Proposal Preparation/Review

Contract Performance Issues

Preparing for Audit

PTAC Trainings

PTAC provides No-Cost Workshops including:

- ▶ Introduction to Government Contracting Basics
- ▶ Federal Certifications Workshop
- ▶ Marketing to the Government
- ▶ Cybersecurity
- ▶ Contract Ready I-V Part Series:



Upcoming Events

April

20-21th – Southwest Defense Contracting Summit

28th – ETEBA 5TH Annual NM Federal Business Opportunities Forum

May

2-5th – National Small Business Week

10th – Marketing to the Government (WESST)

11th – VA Federal Matchmaking Event

18th – Doing Business with Cannon AFB

24th – Cybersecurity

June

1st – Introduction to Government Contracting (PTAC)

8th – Government to Business Outreach (State and Local) **IN PERSON**

16th – Marketing to the Government

23rd – Intro to Government Contracting (SBDC Los Lunas)

July

19th – Cybersecurity – EM

27th – Government to Business Outreach (Educational) – **IN PERSON**

August

2nd – Contract Ready Series Part I & II

9th – Contract Ready Series Part III & IV

15-18th – PACA Briefing for Industry

23rd – Contract Ready Series Part V

PTAC Statistics

- ▶ NMPTAC program year: April 1, 2021 to March 30, 2022
 - New Clients:
 - 337
 - Active Clients:
 - 578
 - Counseling hours:
 - 2,100
 - Participated events:
 - 83

Contact Information

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- **Registration/Location/Times**
 - www.nmptac.org