

Crater Procurement Assistance Center, serving as a Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.

Crater Procurement Assistance Center is sponsored by Crater Planning District Commission.

Our coverage area consists of the following counties and cities:

Amelia, Brunswick, Buckingham, Charles City, Charlotte, Chesterfield, Colonial Heights, Cumberland, Danville, Dinwiddie, Emporia, Franklin, Franklin City, Goochland, Greenville, Halifax, Henry, Hopewell, Lunenburg, Powhatan, Martinsville, Mecklenburg, Nottoway, Petersburg, Pittsylvania, Prince Edward, Prince George, Surry, and Sussex.

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## History

In 1985 Congress created the Procurement Technical Assistance Program (PTAP) to help businesses seeking to compete successfully in federal, state, and local government contracting. Funded through Cooperative Agreements between the U.S. Department of Defense and state and local governments/institutions, PTACs provide a wide range of expert services at little or no charge in practically all areas of government contracting. For help with government contracting, contact your local PTAC!

[www.aptac-us.org](http://www.aptac-us.org)



*A Member of the Procurement  
Technical Assistance Network*

*HELPING YOU NAVIGATE  
THROUGH THE MAZE OF  
GOVERNMENT CONTRACTING*





# CRATER PTAC

## GOVERNMENT CONTRACTING ASSISTANCE

HELPING YOUR SMALL BUSINESS GROW

- Learn the basics of how to begin and where to look for government opportunities.
- Identify government markets as Prime Contractor or Subcontractor.
- Develop proposals and learn how to understand the rules and regulations.
- Attend training and procurement conferences to meet with government agencies and prime contractors to learn about current and future requirements.

### Counseling, Education, Marketing Research and Bid Match Service

**Counseling** The counselors are knowledgeable in a wide range of small business and government contracting matters. This dedicated staff provides tailored counseling to assist your company as you negotiate the complexities of government contracting, from registering in various portals and filling out required government forms, to devising a successful marketing strategy.



**Education** PTAC offers educational seminars and webinars each covering a variety of procurement topics. To learn more about each seminar, visit our website at [craterptac.org](http://craterptac.org).

**Marketing Research** Knowing your customer is a basic principle of effective marketing. As a small business entering the government market, often you do not possess the knowledge, personnel, money, or resources required to identify the appropriate government agencies and buying centers who would be interested in purchasing your company's products and services.

**Bid Match Service** PTAC offers a computerized Bid Match Service (BMS) to save your company valuable time and money by locating federal, state, local and foreign bid opportunities pertinent to your business.

#### PRIME CONTRACTOR SERVICES

- Help you identify Small, Disadvantaged, Women-Owned, Veteran Owned and Service-Disabled Veteran Owned Subcontractors.
- Develop Procurement Fairs to allow you to speak to Small Businesses, receive training, and network with peers.
- Provide customized training regarding any aspect of government contracting or electronic commerce to staff or subcontractors.