



Teaming To Win and Deliver in Government Contracts

Host: Jody O'Connor, Tri-Cities PTAC

Guest Speaker: Dave McCormack, Executive Director

Tri Cities Local Business Association



Agenda

- Opening and Introductions
- Review of PTAC program
- Upcoming Events/Save the Dates
- Teaming Presentation
- Q & A Session
- Closing

Content

- What Teaming is and what Teaming is not
- Why Teaming is so important
- Why it works and why it fails
- How to go about the process of Teaming

About PTAC

- Congress established the Procurement Technical Assistance Cooperative Agreement Program in 1985 as part of the Department of Defense (DoD) Authorization Act
- PTAC was designed to assist businesses (focusing on small businesses) with **federal, state and local government contracting**
- The program is funded by the federal government through the United States Department of Defense's (DoD) Defense Logistics Agency and locally by the Tri-Cities Regional Chamber of Commerce

Services

We assist small businesses who wish to sell to federal, state, and local governments.

- Certifications & registrations
- Finding opportunities to bid
- Interpreting solicitations and regulations
- Marketing to government buyers
- ...and much more
- We provide these services through:
 - Workshops
 - One-on-one Counseling Sessions
 - Matchmaking events
 - Optional Bid Match service (fee-for service)



Events and PTAC YouTube

- **Washington PTAC Events:** <https://washingtonptac.ecenterdirect.com/events>
 - **Meet The Buyer: Doing Business with Hanford Primes and PNNL:** November 2nd at 9:00 a.m.
 - **Contract Changes and Legal Disputes:** November 4th at 9:00 a.m.
 - **Annual networking events (potentially virtual): Alliance Northwest, Meet The Bigs, and Bridging Partnerships Small Business Symposium**
- **Past Presentation Recordings:** [Washington PTAC – YouTube](#)
- **TCLBA meetings are monthly – consider joining!** [Tri-Cities Local Business Association – Eastern Washington State \(tricitieblba.com\)](#)

Welcome and Bio: Dave McCormack

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Thank You! Any Questions?

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