



Kentucky Procurement Technical
Assistance Center

Government Procurement Cycle

Kentucky Association of Manufacturers October 2018

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State Director, KYPTAC

KYPTAC.com

Kentucky Procurement Technical Assistance Center

- Mission: Promote Kentucky economic development by assisting companies in the process of providing products and or services to Federal, State, and Local government.
- Funding: The Defense Logistics Agency.
- Strategy: KY PTAC exists to coach, train, and equip existing companies interested in providing goods and services to the government (local, state, and federal). The KYPTAC works with our Regional Development partners, Small Business Development Centers (SBDC) and the Cabinet for Economic Development as a key player in Kentucky's strategy for economic development.



Thinking of doing businesses with Government?

THINK Kentucky Procurement Technical Assistance Center!

- **Services:**

- ✓ Determining Suitability for Government Contracting
- ✓ Assist companies in securing Necessary Registrations
- ✓ Identifying Bid Opportunities
- ✓ Assist with SDB, 8(a), HUBzone and other certifications
- ✓ Proposal Techniques and Review
- ✓ Researching Procurement Histories
- ✓ Reviewing Contract Terms & Conditions
- ✓ Government Contract Performance Issues
- ✓ Networking & Business Development

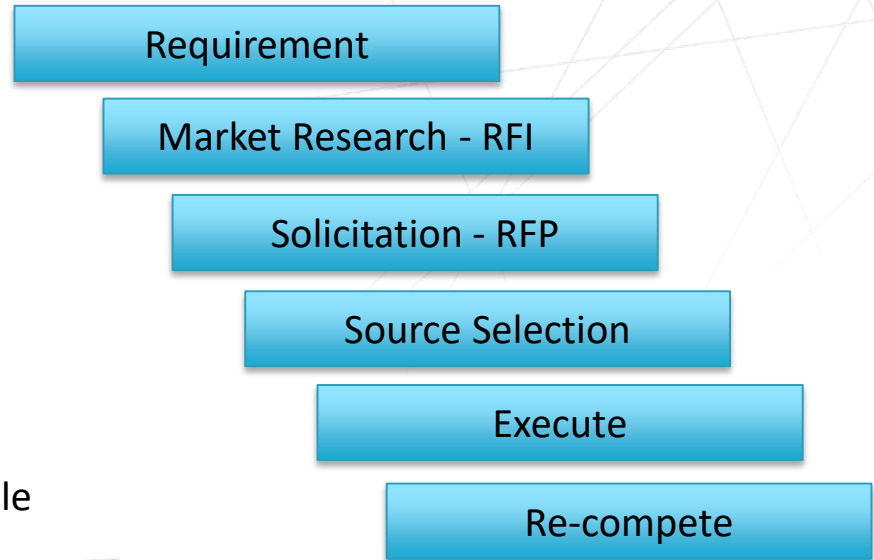
- **No cost to the client:** KYPTAC Service are free to qualified clients



Sign up now at KYPTAC.com

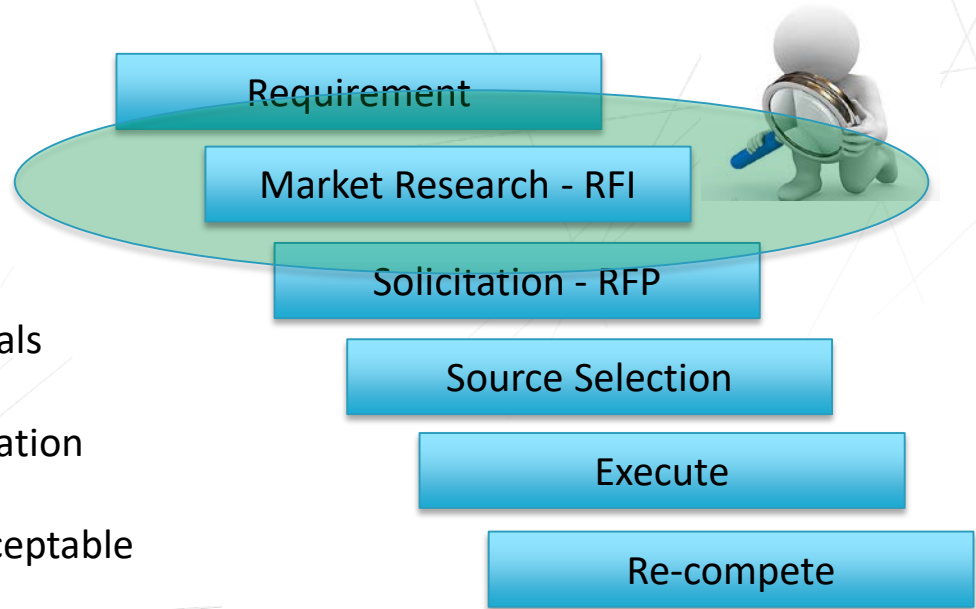
Government Procurement Process

- Requirements Zone
 - Pre-solicitation
 - Needs identification
- Market Research Zone
 - Request for information
- Solicitation Zone
 - Draft request for proposals
 - Request for proposals
- Source Selection Zone – Evaluation
 - Best value
 - Low price technically acceptable
 - Award the contract
- Performance Zone



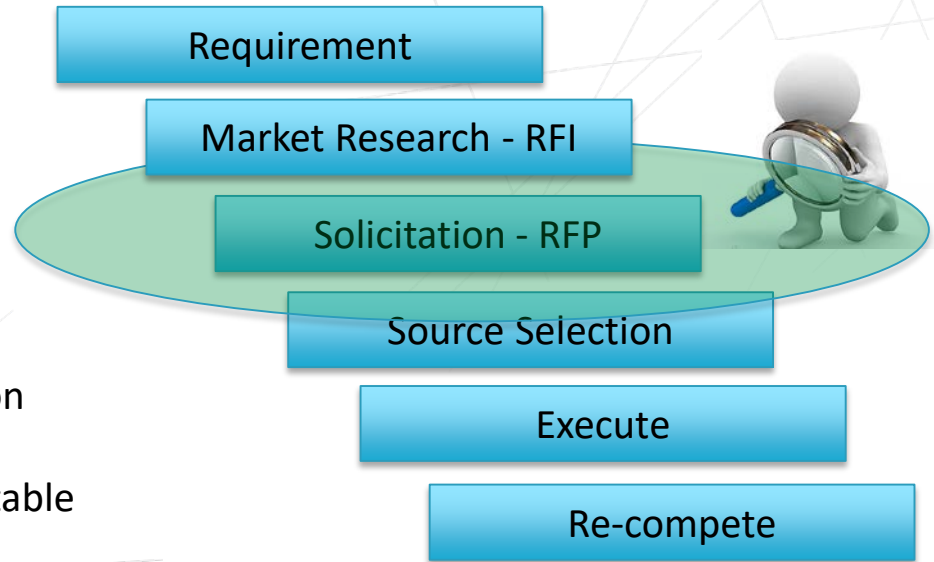
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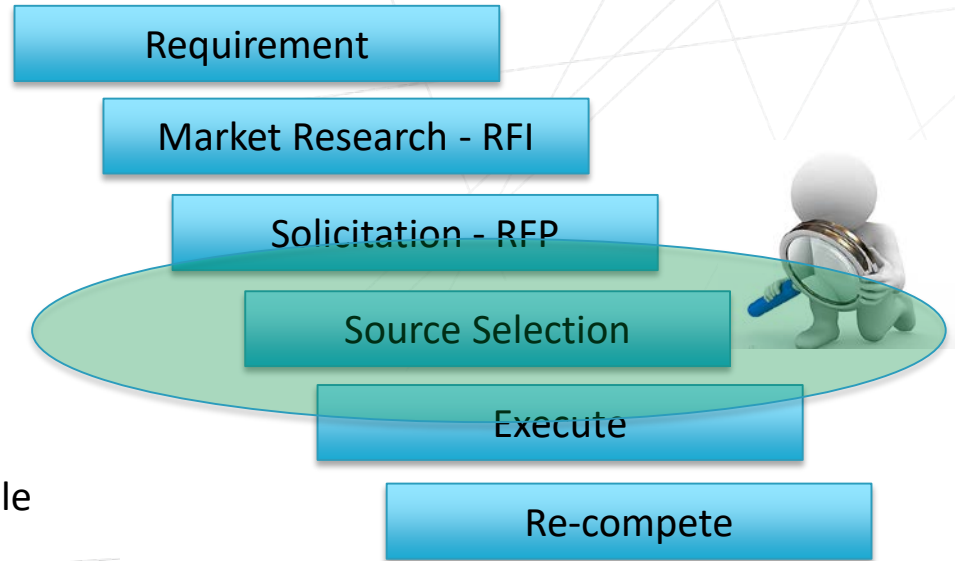
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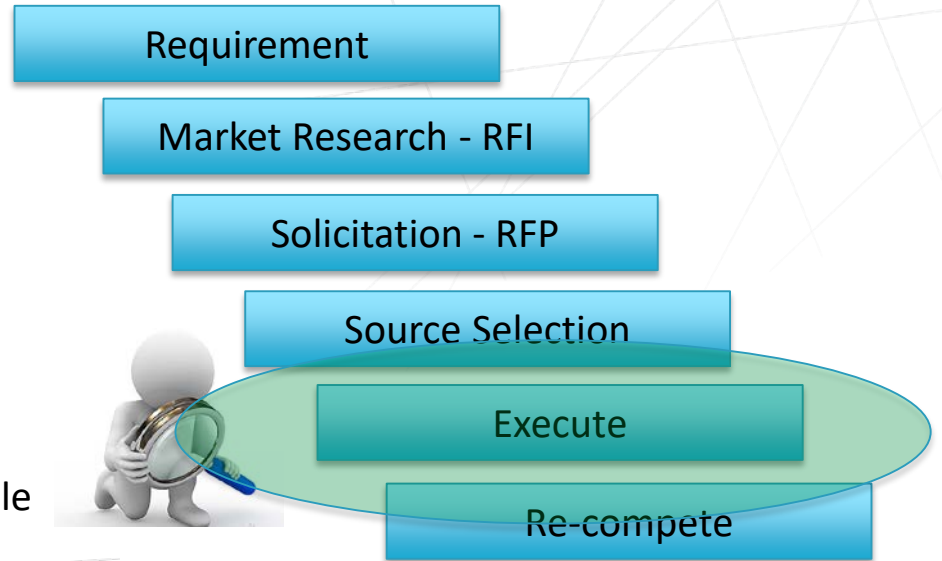
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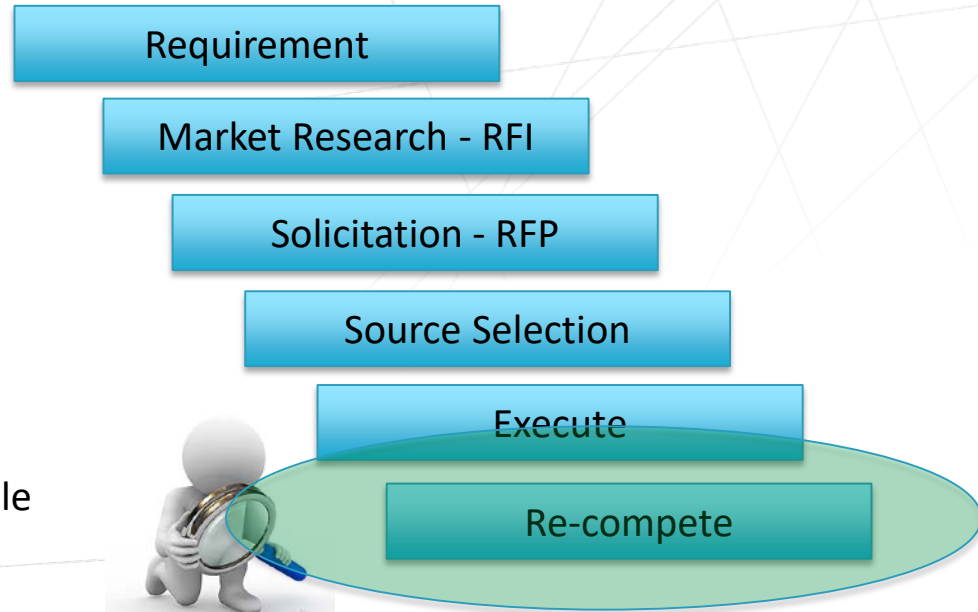
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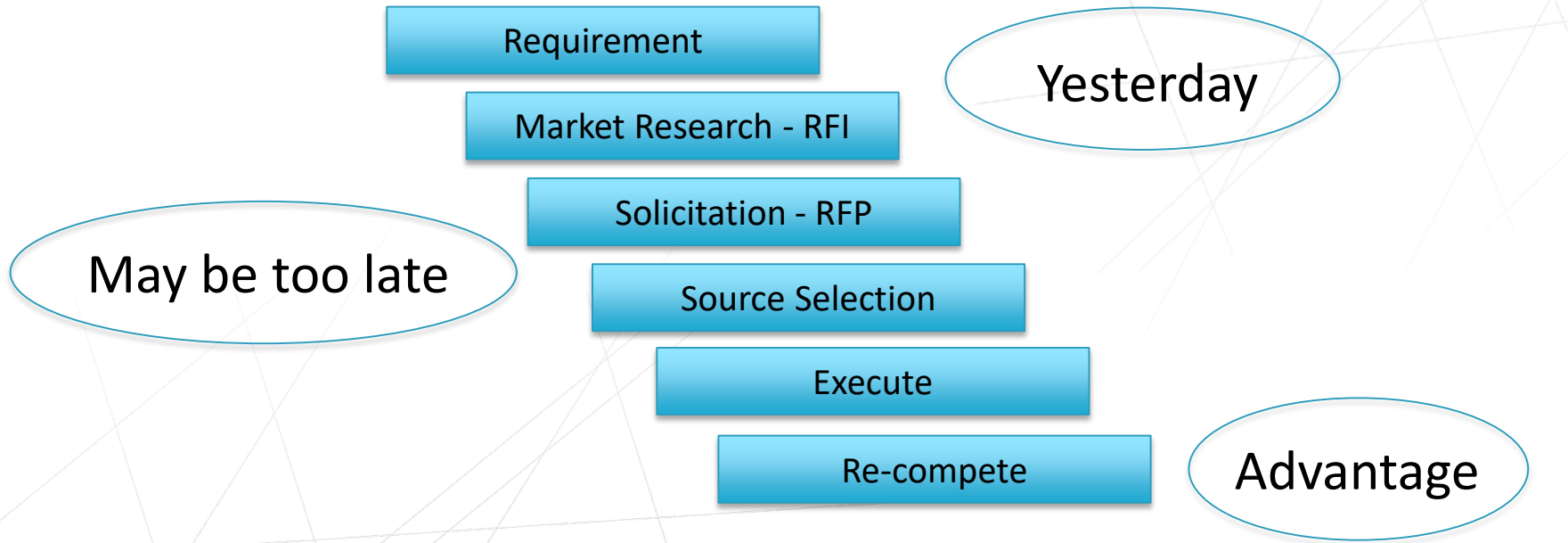


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When should you start the proposal process?



Shape the requirement – create a level playing field

Requirement

Market Research - RFI

Solicitation - RFP

Source Selection

Execute

Re-compete

Know your customer

Small Set Aside

Read the RFP

Shape the battle field

Team for PP



Questions?

Go to KYPTAC.com or email KYPTACinfo@kstc.com

Your KYPTAC is here to help – future seminars
Go to KYPTAC.com/events and check it out



Immediate Quick Wins for Small Business in Kentucky

