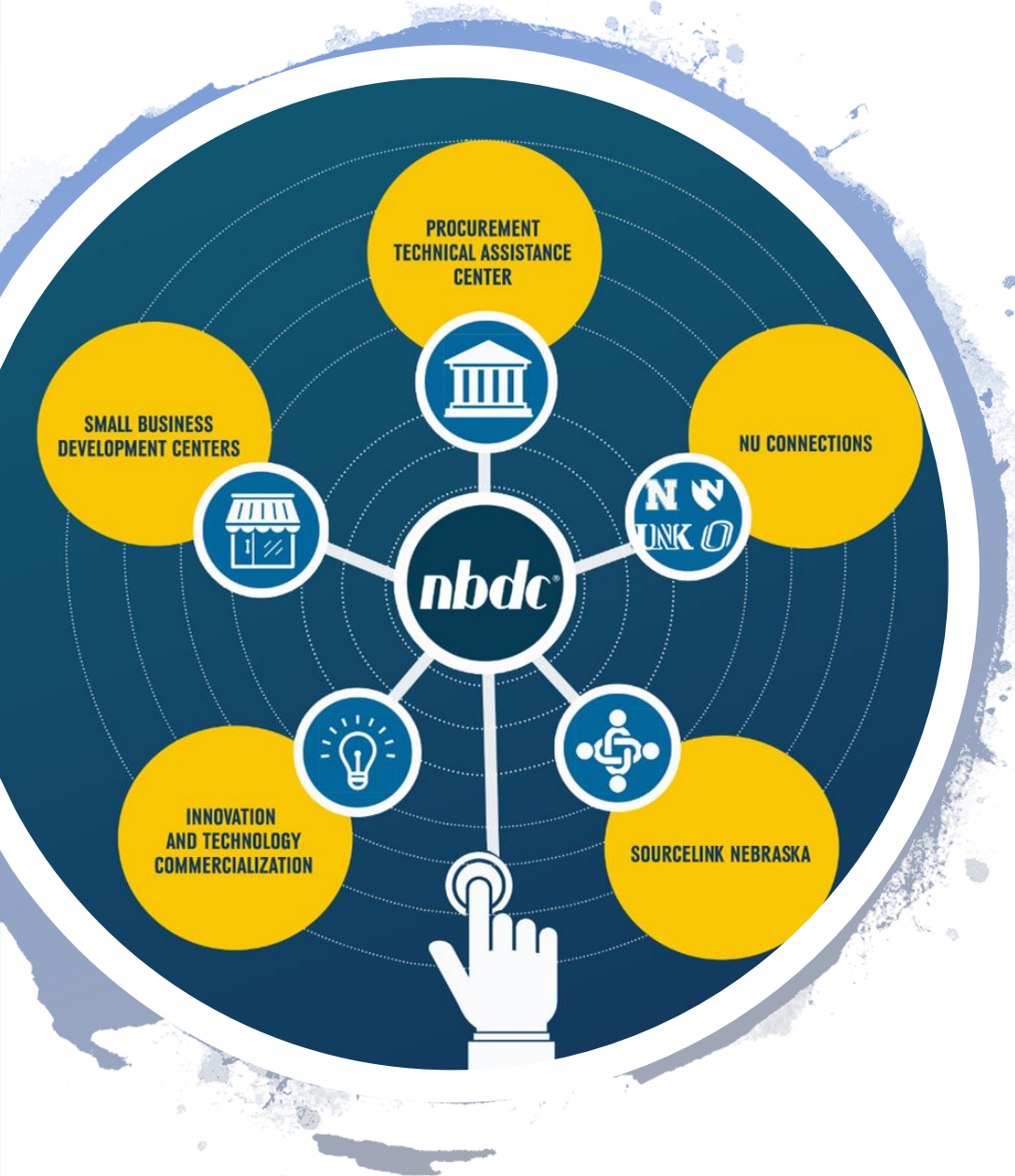


NEBRASKA BUSINESS DEVELOPMENT CENTER

Procurement Technical Assistance Center – Services Overview



Veronica Doga
PTAC Program Director
vdoga@unomaha.edu



Nebraska Business Development Center (NBDC)

provides confidential, one-on-one business services to entrepreneurs, established business owners, innovators and economic and community development professionals

Small Business Development Center (SBDC)

- Business Plan Development
- Financial Forecasting & Loan Packaging
 - Traditional Bank Loans
 - SBA Guaranteed Loans
 - USDA Guaranteed Loans
 - DOE Energy Efficiency and Renewable Energy Grants
- Business Valuation & Succession Planning
- Export Strategy
- Market Research



Innovation and Technology Commercialization

- **SBIR/STTR Research Grants** - encourage small businesses engaging in research with commercialization potential
- **Investor Funding**
 - Angel Investors
 - Venture Capital
 - Crowdfunding
- **Customer Discovery**
 - 6 week program
 - identify potential clients



NU Connections

NU Connections helps Nebraska businesses and organizations leverage University of Nebraska (NU) system resources to move their businesses forward.



4/8/2021

SourceLink

SourceLink® Nebraska is a statewide platform for businesses and entrepreneurs to find service providers and resources supporting economic and community development in Nebraska.



Procurement Technical Assistance Center

Procurement Technical Assistance Center (PTAC) offers consulting services, contracting workshops and networking events at no cost to Nebraska businesses — helping them successfully position their companies to bid, win and fulfill federal, state and local government contracts.



Government Contracting Services

- Registrations (SAM)
- Certifications (SDVOSB, VOSB, 8(a), HUBZone, WOSB, EDWOSB, DBE)
- Market Research
- Bidmatching
- Marketing Materials
- Proposal Review
- Events



Registrations

- Systems for Award Management
- Obtaining DUNS number
- Identifying NAICS Codes
- Help with registering
- Setting up DSBS profile

- ⚠️ ALERT - June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.
- ⚠️ ALERT - Users who previously bookmarked this site will need to update their bookmark on November 5, 2018. Users may continue to navigate directly to sam.gov, only the bookmarked url will be affected.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account



Register Entity



Search Records



All Award Data ▾

I'm looking for..



Search

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.



Certifications

- Help your business understand requirements for certifications
- Advise on what documents are needed to certify
- Walk through the process and application



Prime and Sub-Contracting Government-wide Procurement Goals

- Small Business (SB) – 23%*
- Small Disadvantaged Business (SDB) – 5%*
- Woman-Owned Small Business (WOSB) – 5%*
- HUBZone Small Business – 3%*
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – 3%*

*minimums only set by SBA



Market Research

- Listings of Agencies that have previously purchased similar products or service
- Information on subcontracting/ teaming opportunities
- List of Competitors in government market
- Analysis of volume, price, and award winners
- Open opportunities/ expiring contracts
- List of Agency contacts
- Analysis of small vs. large business awards



Bidmatching

- Searches through 2,100 government websites for bid opportunities (Federal, State and Local)
- Emails list daily
- Filtered by geographic preference, NAICS codes, keywords, and preference to Federal vs. State and Local opportunities
- PTAC can change profile for you at any time if you request



Marketing Materials/ Proposal Preparation

U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES
OFFICE OF SMALL AND DISADVANTAGED
BUSINESS UTILIZATION

SMALL BUSINESSES ARE THE HEART OF THE ECONOMY

CAPABILITY STATEMENT **BCI**

Consulting • Technology • Managed Services

Business Consulting, Inc. provides strategic consulting technology services and managed services to commercial, not for profit and government organizations. Our Consulting can mobilize the right people, skills and technologies to help organizations improve their performance.

As a Minority Owned Small Business with SBA 8(a) & HUBZone certification, BCI is committed to excellence and creating innovative and flexible solutions for our State and Federal clients.

What sets BCI apart from the competition?

- Our People
- Performance-Based Processes
- Integrated Solutions Teams
- Client Relationship Management
- Strategic Mix of Technology and Business

CORE CAPABILITIES

Our technology experts and business professionals analyze research, design and implement solutions in the areas of:

- Consulting
- Technology
- Managed Services

Consulting

Our Consulting Services focus on integrated solutions designed to enhance the performance of your business. By incorporating industry best practices into your business processes and management strategies, we can help you stay ahead of the competition and better serve your customers. Our services include:

- Business Strategy & Planning Support
- Change Management & Facilitation Support
- CM/IT Process Development and Assessment Services
- Security Assessment
- Financial/Statistical Analysis
- Training

Technology

Our Technology Services focus on developing robust, secure and stable technology solutions for your business. By incorporating common sense solutions into seemingly daunting deliverables, we can ensure at the start of the project that we will safely deliver the product to completion. Our services include:

- Application & Web, Design & Development
- Commercial Off the Shelf (COTS) Integration
- Data Cleansing & Conversion
- Database Design, Development, & Maintenance
- Architecture Solutions
- Verification & Validation Service

Managed Services

Many companies these days choose to focus on their core strengths and outsource certain business processes. If you choose to go that route, BCI can help you in the following areas:

- Business Process Outsourcing
- Application Outsourcing
- Resource Management
- Help Desk Services
- Infrastructure Outsourcing

Federal Certification

- SBA – 8(a)
- SBA – HUBZone
- SBA – SDB

Contract Vehicles

GSA – IT Sched-70 GS-35F-1234
District of Columbia MOBIS Supply Schedule-(DCSS)
State of Maryland-(CATSR)

State Certifications

District of Columbia

- WMATA-(DBE)
- District of Columbia-(DBE)

Maryland

- MDOT-(MBE/DBE)
- Small Business Reserve (SBR)

Virginia

- MWAA-DBE & LDBE
- VA-5WaM

Local Government

- Prince George's County, MD-(MBE)
- Howard County, MD-(MBE)

Quasi Government

- Washington Suburban Sanitary Commission-(WSSC)

Non-Government

- NMSDC-The Minority Supplier Development Council- MD/DC-MSDC (MBE)
- US Pan Asian American Chamber of Commerce (USPAACC-MBE)

- Capability Statement
 - What Information Should be included
 - Best Format
 - How to tailor to agency/ opportunity
 - PTAC consultants can review and make suggestions for improvement
- Proposal Review
 - Review of proposal for RFP compliance



Events and Conferences

nbdc.unomaha.edu/MeetTheBuyers



Upcoming Events

nbdc.unomaha.edu/events

- **Agency Spotlight**

- April 8th @ 1pm – VA, Regional Small Business Liaison
- GSA Building Maintenance and Operations (NE Field Office)

- **Case Study**

- April 20th - A Real Look at an Active CMMC Compliance Journey

- **Consultant's Corner**

- April 27th – The Davis Bacon Act
- May 25th - State and Local Contracting

- **Demystifying Government Contracting**

- How to Write a Capability Statement





"Thank you for calling.
Please hold until you hang up."



Contact Information:

Veronica Doga

PTAC Program Director

vdoga@unomaha.edu

ptac.unomaha.edu

