

PLAN. PERFORM. PROSPER.

BUILD YOUR NETWORK. GROW YOUR CONTRACTS.

DC PTAC understands the value and power of a strong network in steering the success of the business economy. By implementing and engaging resource partners in win-win partnerships, we have collaboratively provided our clients with additional services, insights, and tools needed to navigate government and commercial procurement processes.

WE FOSTER OUR PARTNERSHIPS THROUGH:

- ▶ Trainings and Workshops
- ▶ Networking and Joint Outreach Events
- ▶ Exhibits and Matchmaking Opportunities
- ▶ Sponsorship Opportunities
- ▶ Our Annual Small Business Summit

OUR NETWORK

We are always looking to expand our network of federal, state, local, and private resource partners that meet the following requirements.

- ▶ **Small Business Friendly**
- ▶ **Extended Market Reach**
- ▶ **Complimentary Resources**
- ▶ **Synergistic Relationships**
- ▶ **Enhanced Service Capacity**

RESOURCE PARTNERS

ANACOSTIA ECONOMIC DEVELOPMENT CORPORATION www.anacostiacdc.com	GREATER WASHINGTON HISPANIC CHAMBER OF COMMERCE www.gwhcc.org
CAPITAL REGION MINORITY SUPPLIER DEVELOPMENT COUNCIL www.crmsdc.org	MD PROCUREMENT TECHNICAL ASSISTANCE CENTER www.mdptap.org
DC CHAMBER OF COMMERCE www.dchamber.org	MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT www.montgomerycountymd.gov/agservices/aginitiatives.html
DC OFFICE OF CONTRACTING AND PROCUREMENT www.ocp.dc.gov	PRINCE GEORGE'S COUNTY SUPPLIER DEVELOPMENT & DIVERSITY DIVISION www.princegeorgescountymd.gov/2309/Supplier-Development-Diversity
DC SMALL BUSINESS DEVELOPMENT CENTER NETWORK www.dcsbdc.org	PRINCE GEORGE'S COUNTY CENTRAL SERVICES www.princegeorgescountymd.gov/807/Central-Services
DEPARTMENT OF CONSUMER AND REGULATORY AFFAIRS www.dkra.dc.gov	SMALL BUSINESS ADMINISTRATION www.sba.gov
DEPARTMENT OF GENERAL SERVICES www.dgs.dc.gov	THE AMERICAN SMALL BUSINESS COALITION www.theasbc.org
DEPARTMENT OF HOMELAND SECURITY www.dhs.dc.gov	U.S. BLACK CHAMBER OF COMMERCE, INC. www.usblackchamber.org
DEPARTMENT OF INSURANCE, SECURITIES AND BANKING www.disb.dc.gov	U.S. DEPARTMENT OF VETERANS AFFAIRS OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION www.va.gov
DEPARTMENT OF SMALL AND LOCAL BUSINESS DEVELOPMENT www.dslbd.dc.gov	UNISYS www.unisys.com
DISTRICT DEPARTMENT OF TRANSPORTATION www.ddot.dc.gov	VA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM www.virginiaptap.org
FEDERAL AVIATION ADMINISTRATION www.faa.gov	WASHINGTON DC ECONOMIC PARTNERSHIP http://wdcep.com
GENERAL SERVICE ADMINISTRATION www.gsa.gov	WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY www.wmata.com

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SNAPSHOT CASE STUDY: RESOURCE PARTNERS MERGING RESOURCES TO BUILD THE SMALL BUSINESS COMMUNITY

Cross-collaboration between resource partners broadens the services offered to the small business community in the District of Columbia. Synergies between organizations help provide supplemental services in various areas of expertise to meet the needs of clients.

Challenge: The District of Columbia Department of Consumer and Regulatory Affairs (DCRA) Small Business Resource Center (SBRC) is committed to helping residents create wealth through entrepreneurship. The SBRC provides a concierge like service where customers are assisted with the step-by-step process of DCRA's licensing and registration processes through one-on-one assistance and business development group workshops. The SBRC partners with the DC PTAC program to offer its customers opportunities to gain knowledge of how to obtain government contracts.

Solution: A win-win collaboration was established by DCRA SBRC inviting DC PTAC to deliver interactive workshops focused on contract research, marketing plans, proposal preparation, and post-award counseling at DCRA SBRC's sponsored events. DC PTAC reciprocates value by referring their clientele to the DCRA to ensure they are not only receiving confidential, one-on-one counseling the PTAC provides, but that each business meets DC's regulatory requirements. This combined effort increases each organization's visibility and strengthens their positioning to help small businesses succeed.

RESOURCE PARTNER TESTIMONIALS

“Our customers always leave DC PTAC sessions feeling ready to move towards the next steps. Our team has high regard for the DC PTAC program, knowledge base, and staff members. „

-Jacqueline Noisette

Small Business Resource Center Manager,
The District of Columbia Department of Consumer Regulatory Affairs

ARE YOU READY?

- ✓ Is your business registered with the DC Department of Consumer & Regulatory Affairs (DCRA)?
- ✓ Does your business have a completed business plan?
- ✓ Has your business been in existence for at least 6 months?
- ✓ Does your business have a registered Data Universal Numbering System (DUNS) number?
- ✓ Has your business completed or is it currently engaged on a commercial or government contract?

CONTACT US

Contact a DC PTAC Procurement Technical Assistance Specialist for a full list of our resource partners and to find out more about partnership opportunities.

Phone Number: 202.727.3900

Website: www.dslbd.dc.gov/PTAC

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