

PLAN. PERFORM. PROSPER.

DC PTAC ANNUAL SMALL BUSINESS SUMMIT.

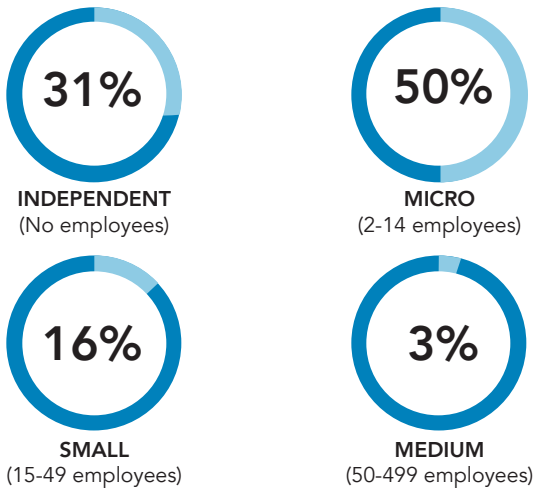
Each year DC PTAC brings together local businesses and procurement representatives from federal, local, and state government agencies for its annual DC PTAC Small Business Summit (SBS), which is geared towards connecting local small businesses with the resources and contracts needed to successfully navigate procurement opportunities. This day-long event includes procurement and entrepreneurial breakout sessions, workshops, exhibits, one-on-one matchmaking, and more!

SBS EVENT HIGHLIGHTS

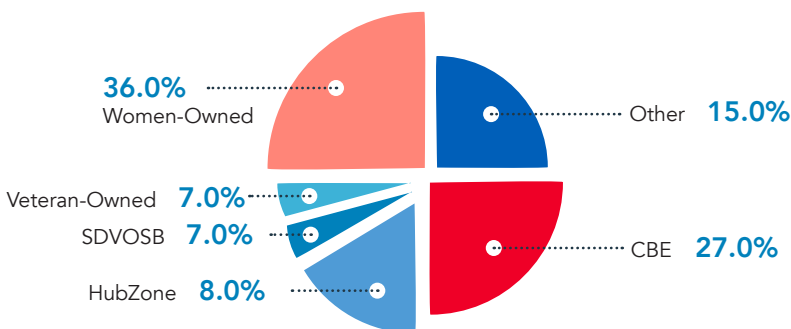
2016 SBS SNAPSHOT:

- ▶ **100%** of attendees that took the 2016 post-event survey said they would recommend the summit to a business colleague or participate in the summit again.

ATTENDEE BUSINESS SIZE:



BUSINESS TYPE:



OVERALL SBS SNAPSHOT:

- ▶ Average
 - Attendance: **250 -300**
 - Exhibitors: **50**
 - Sponsorship opportunities: **10+**
- ▶ **100%** increase in attendance since the inaugural SBS in 2014
- ▶ Popular Program and Session Topics:
 - Contract research
 - Market research
 - Proposal writing and preparation
 - Establishing certifications
 - GSA schedules
 - Contract compliance, management, and subcontracting
 - Marketing strategy and capture management
 - Finance and accounting
 - Legal (e.g. teaming, joint venture)
 - HR operations

PRIMARY OFFICE LOCATED IN DC:



ARE YOU AN INTERNATIONAL BUSINESS?



The statistics were pulled from the 2014 – 2016 DC PTAC SBS pre-event and post-event surveys distributed to registered attendees and stakeholders.

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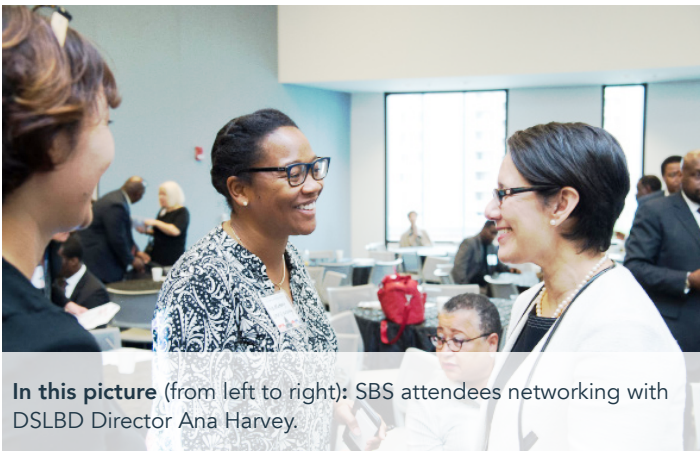
DC PTAC ANNUAL SMALL BUSINESS SUMMIT.

Prior to developing the theme for each summit, the DC PTAC team surveys internal and external stakeholders to garner insight to develop a customized program. Once the program is developed, DC PTAC then leverages our network of Subject Matter Experts (SME) to conduct breakout sessions, general sessions, panels, exhibits, and matchmaking sessions. By doing so we are able to provide and empower our attendees with new contacts, business leads, and insights that they can apply after the events.

“ DC PTAC is an essential resource for companies looking to establish themselves in the DC government. They are very supportive of small businesses, and their level of responsiveness is exemplary. ”

-Wayne Perry

Chairman & Chief Executive, Cornerstone Concilium, Inc.



In this picture (from left to right): SBS attendees networking with DSLBD Director Ana Harvey.



In this picture (from left to right): SBS attendees networking with DC PTAC and DSLBD staff.

ABOUT DC PTAC

The DC Procurement Technical Assistance Center (DC PTAC) is a program provided by the District of Columbia Department of Small and Local Business Development (DSLBD). The PTAC team provides DC-based small businesses with free, personalized counseling, and competitive insight for navigating federal and local government contracting processes successfully.

CONTACT US

Find out more about our Annual SBS by contacting a Procurement Technical Assistance Specialist today!

Phone Number: 202.727.3900

Website: www.dslbd.dc.gov/PTAC

Office Hours: Monday through Friday 8:30 am – 5:00 pm

Address: 441, 4th Street, NW, Suite 850 North, Washington, DC 20001