

SNAPSHOT CASE STUDY: BUILDING PAST PERFORMANCE TO BECOME A KEY PLAYER

Challenge: The owner of SDVoBMall.com had a strong understanding of the procurement process, but required assistance developing industry relationships and a SDVoSB marketing strategy.

Solution: The DC PTAC assessed SDVoBMall.com for procurement readiness. The company had no past performance, therefore, the recommended strategy included pursuing opportunities under the Simplified Acquisition Threshold and attending specific training workshops. DC PTAC also conducted extensive market research to identify suitable contracting opportunities, which resulted in SDVoBMall.com securing contract awards. Due to the company's growth over 15 months, the client is now seeking to expand to a larger office space and hire additional resources in Washington D.C.

VETERAN SMALL BUSINESS TESTIMONIALS

“ I have lived all over the country, and worked with various PTAC's, and I don't think DC PTAC gets enough credit...of all the PTAC's I've worked with, their services combined could not even come close to matching DC PTAC's assistance to my firm. I would not be here today without DC PTAC.

-Tony Wilson”
CEO, SDVoBMall.com

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

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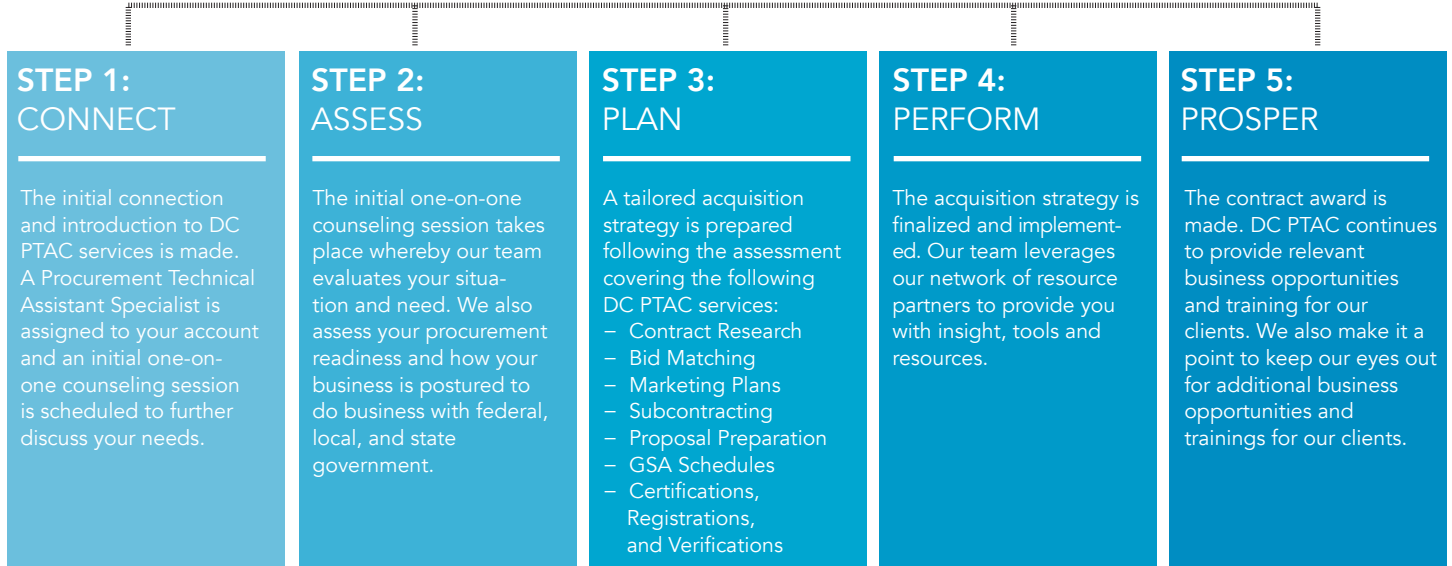
PLAN. PERFORM. PROSPER.

SERVING THOSE WHO SERVED OUR COUNTRY.

By law, the government is required to allocate a percentage of contract dollars to a handful of socioeconomic groups, including veteran-owned businesses. DC PTAC helps veteran-owned businesses identify, prepare, and secure these opportunities through the following services:

- ▶ Understand and Navigate Government Set-Asides
- ▶ Veteran-Owned Small Business Certifications
 - ▶ Small Business Administration
 - ▶ Service-Disabled Veteran-Owned Small Business (SBA SDVOSB)
 - ▶ Veterans Affairs Center of Verification and Evaluation (VA CVE)
- ▶ Identify Prime Contracting Opportunities
- ▶ Identify Subcontracting Opportunities
 - ▶ Match with Veterans Technology Services (VETS) Governmentwide Acquisition Contract (GWAC) Prime Contractors

At DC PTAC we realize that one approach does not work for all veteran contracts. Every small business is different, possessing unique nuances and specifications that must be addressed strategically and carefully. We tailor each step of our approach to meet your specific goals and challenges.



RESOURCE PARTNERS

- ▶ United States Department of Veterans Affairs
- ▶ United States Department of Defense
- ▶ United States Marine Corps
- ▶ United States Army
- ▶ United States Air Force
- ▶ United States Navy