



**KANSAS PROCUREMENT TECHNICAL ASSISTANCE CENTER'S (PTAC'S) MISSION**  
*Assist viable businesses located in the State of Kansas with potential market expansion through procurement opportunities with the government which enhances local economies.*

## **PTAC Program History**

PTACs were created by Congress in 1984 to assist businesses in their government contracting endeavors. PTACs are located in designated areas throughout the country.

## **Kansas PTAC Services**

- Marketing products/services to the government
- Training seminars
- Identify product/service codes
- Understand laws and regulations
- Gov't registrations and certifications
- Notices of contracting information/changes
- Socioeconomic programs
- Bid/quote/proposal preparation
- Understand specifications, standards, and procurement histories/National Stock Numbers (NSNs)
- One-on-one counseling
  - Pre-award:
    - Government marketing
    - Solicitation mailing list
    - Review bid package
    - Specs and standards
    - Clauses
  - Post-award:
    - Performance & delivery
    - Quality
    - Payment
- Bid notification service (details below)

## **Kansas PTAC Bid Notification Service**

- Bid-matching service (bid notification service)
  - Over 2200 bid sites searched every business day
  - Daily electronic notification of federal, state and local government bid leads that closely match a company's products/services by establishing a company profile consisting of:
    - Keywords
    - Product/Service Codes (PSCs), North American Industry Classification System (NAICS), Federal Supply Codes (FSCs), National Institute for Governmental Purchasing (NIGP) Codes, etc.
    - Awards
    - States of performance (including international leads)
    - Search output is provided to client on a web page designated only for them

## **Guidelines for Becoming a Kansas PTAC Client – Emphasis on “Guidelines”**

- Meet federal responsible contractor standards
    - Adequate financial resources\*
    - Comply with delivery/performance schedule
    - Satisfactory performance record
    - Satisfactory record of integrity/ethics
    - Organization, experience, accounting and operational controls, technical skills\*
    - Production, construction and technical equipment and facilities\*
  - Sell products/services purchased by the government
  - Not on Excluded (Debarred) List
  - In business for at least one year
  - Person available to devote time to government contracting
  - Know your pricing
  - Computer with connectivity to the Internet
  - E-Mail
  - Business plan
  - Marketing plan
  - 5 or more employees
- \* *Or ability to obtain*

A “responsible” contractor has –

*the financial and material resources, requisite experience, managerial ability and technical skills, satisfactory performance record, and complies with the contract performance and schedules.*

### **KANSAS PTAC LOCATIONS**

#### **Lead Center – Wichita Office**

*Wichita State University (WSU)*

*Kansas PTAC*

*1845 Fairmount Street, Box 215*

*Wichita, KS 67260-0215*

*Phone: (316) 978-6788, or*

*Phone: (316) 978-6876*

#### **Kansas City Area Subcenter**

**Johnson County Community College**

*Kansas PTAC*

*Regnier Center, Room 244*

*12345 College Blvd*

*Overland Park, KS 66210*

*Phone: (913) 469-2313*

#### **Wichita Office**

**City of Wichita**

*Kansas PTAC*

*455 N. Main, 12<sup>th</sup> Floor*

*Wichita, KS 67202*

*Phone: (316) 268-4417*

*Fax: (316) 219-6209*

***The Wichita State University (WSU) Kansas PTAC is supported by Pittsburg State University, Johnson County Community College and the City of Wichita.***