

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

WORKING, NATIONWIDE providing businesses with the marketing knowledge and technical tools to obtain and successfully fulfill federal, state and local government contracts—with the mission of creating and retaining jobs, fostering competitiveness and lower costs for the government, and helping to sustain our armed forces' readiness.

THE NEBRASKA BUSINESS DEVELOPMENT CENTER (NBDC)

is Nebraska's Procurement and Technical Assistance Center (PTAC). The PTAC program is jointly funded by a grant from the Defense Logistics Agency (DLA) and the University of Nebraska at Omaha to help Nebraska businesses compete and win government contracts.



IN NEBRASKA

OMAHA

University of Nebraska at Omaha
6001 Dodge Street, RH 308
Omaha, NE 68182

Andy Alexander, program manager
and PTAC counselor
(402) 554-6253
alalexander@unomaha.edu

Mary Graff, PTAC counselor
(402) 554-6254
mgraff@unomaha.edu

Roger Johnson, PTAC counselor
(402) 554-6263
wrjohnson@unomaha.edu

Lisa Tedesco, SBIR/PTAC counselor
(402) 554-6270
mtedesco@unomaha.edu

Melissa Kramer, graduate assistant
(402) 554-6252
mskramer@unomaha.edu

AUBURN

816 Central Avenue
Auburn, NE 68305

Julie Wilhelm, PTAC counselor
(402) 414-5077
jwilhelm@unomaha.edu

KEARNEY

University of Nebraska at Kearney
West Center Bldg. Room 127E
1917 W. 24th Street
Kearney, NE 68849-4440

Scott Knapp, PTAC counselor
(308) 865-8244
knappse@unk.edu

LINCOLN

285 S. 68th St. Place, Suite 550
Lincoln, NE 68510

Kate Carlin, PTAC counselor
(402) 472-1177
kcarlin@unomaha.edu

WAYNE

Wayne State College
Gardner Hall, 1111 Main Street
Wayne, NE 68787

Vicky Jones, PTAC counselor
(402) 375-7735
vijones1@wsc.edu

NBDC ADMINISTRATIVE OFFICE

University of Nebraska at Omaha
College of Business Administration
Omaha, NE 68182-0248
402-554-2521

Robert E. Bernier, PhD,
Assistant Dean and State Director



Procurement Technical Assistance



SELLING TO THE GOVERNMENT





Government buyers are looking for what you have...

quality products and services at competitive prices. There are billions of dollars in opportunities in contracting with the U.S. Army, Navy, Air Force, Defense Logistics Agency, Veteran's Administration, General Services Administration, and other federal, state, and local agencies. With help from NBDC's consultants, it could be your company that takes advantage of these lucrative opportunities.

NBDC procurement consulting includes—

BIDDING ASSISTANCE

NBDC counselors help you—

- Prepare accurate and confidential bids
- Understand the necessary forms, regulations, and specifications for your products and services
- Establish a quality assurance program
- Conform to packing, transportation, and delivery requirements
- Evaluate financial capabilities and accounting systems.

UNDERSTANDING GUIDELINES

NBDC will help you understand government expectations concerning—

- Central contractor registration
- Financial and accounting capability
- Compliance with delivery/performance schedule
- Integrity and ethics
- Technical skills
- Facilities
- Quality standards.

PROCUREMENT RESOURCES

NBDC will provide you with the resources you need to complete a successful bid—

- Government specifications
- Bidders mailing list applications
- Federal Acquisition Regulations
- Print drawings from aperture cards.

PROCUREMENT HISTORIES

Past procurement activity can help you determine whether your price is competitive. NBDC can supply you with the federal purchase history of your product, including information on—

- Government agencies that have purchased your product in the past
- The volume they bought
- How much they paid
- What firm they purchased from
- Potential teaming opportunities.

Take the small business advantage.

Federal purchasing offices are required by law to set aside contracts or portions of prime contracts for exclusive bidding by small or minority-owned firms.

Get results from your bid.

Regulations and red tape often keep highly qualified suppliers from selling to the government. NBDC's counselors can smooth your way through the bidding and contracting procedures by identifying the government agencies that purchase your products and the companies that will be competing with you for the contract. You will receive the assistance and resources you need to submit a successful bid.

Act on latest information.

Use our BidMatch service to automate your search for government contracting opportunities. Receive daily filtered matches from thousands of government opportunities based on your firm's capabilities.

For more information

Contact any procurement technical assistance counselor in Omaha, Lincoln, Kearney, Auburn or Wayne. Check out our website or see back of this brochure for details.

402-554-6253

<http://ptac.unomaha.edu>



CUSTOMER-DRIVEN SERVICE

An annual survey that we require in exchange for our assistance is used to evaluate and improve our services. Feedback from our clients helps us provide matchmaking events, improved training courses, and more! Contact your local PTAC counselor for past survey results and be certain to let us know what services you want.

