DSLBD Mission

The DC Department of Small and Local Development (DSLBD) supports the development, economic growth, and retention of District-based businesses, and promotes economic development throughout the District’s commercial corridors.
The **DCPTAC** offers District of Columbia based businesses personalized counseling and competitive insight for navigating the government procurement process successfully.
DCPTAC Value for Small Businesses

- No Cost Advisory Services To Government Contractors
- Assistance with Contract and Acquisition Rulings
- Assistance with Strategy for Better Contractor’s Positioning
- One on One Counseling for Focused Business Approach
- Assistance in Identifying Your Value Proposition
- Provide Navigation instructions toward Contract Opportunities
DC PTAC SERVICES

OUTREACH
Matchmaking Events
PTAC Presentations
Conferences
DC PTAC Small Business Summit

MARKETING
Research
Bid Matching
Marketing Plan Assistance
GSA Schedule Assistance
Strategic Partnership Development
Small Business Training

EDUCATION
Training Workshops
Information Sessions
Meet & Greets
Webinars

PRE-CONTRACT MANAGEMENT
Solicitation Reviews
Proposal Review Assistance
Subcontracting Assistance

CERTIFICATION ASSISTANCE
VA CVE
SBA 8(a)
SBA SDVOSB
SBA EDWOSB
HUBZone
SAM
Mentor Protégé

POST CONTRACT AWARD
Contract Review
Compliance
HOW DC PTAC SERVES THE SMALL BUSINESS COMMUNITY

What is the DCPTAC Process?
- Introduction to DCPTAC services
- Assessment for procurement readiness
- Identify acquisition strategy

How to Prepare to Sell to the Government
- Prepare, Plan, Position, Pursue...

Acquisition & Proposal Strategy
- Understanding Contracting Rules & Regulations
- Bid Matching Service
- Marketing Plan & Proposal Assistance

Post Award Assistance
- Contract Management Assistance
- Process & Performance Management Assistance
How PTACs Support Government Agencies

- Partner with government agencies for joint outreach events to promote agency small business initiatives
- Assist businesses in understanding complex government standards and contract requirements
How PTACs Work With Prime Contractors

- Assist with subcontracting plans
- Help primes to interpret complex government standards and contract requirements for subcontracting
- Assist in identifying qualified small businesses to meet socio-economic goals
- Collaborate with primes and government agencies on Mentor – Protégé initiatives
Tools for Contracting Success

Marketing Toolkit

- Website
- Beta.SAM.gov
- Social Media Profiles
- Dynamic Small Business Search
- Business Cards
- Elevator Pitch
- Capability Statement
## Contact a DC PTAC Team Member Today!

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