



Angelina College Procurement Assistance Center (ACPAC)

-- Who We Are and What We Do --

Angelina College Procurement Assistance Center



Purpose of ACPAC

- Assist small businesses with obtaining government contracts
- Government contracts consist of:
 - Federal - DoD, US Forest Service, VA, etc.
 - State - TxDOT, Texas Forest Service, etc.
 - Local - County, School Districts, etc.

“Developing Government Contracting Opportunities for the Texas Forest Country”

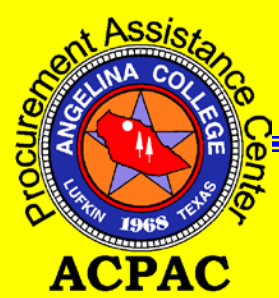
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History

- Began on July 1, 1992 through a grant from the Department of Defense, with Angelina College providing the support and cost sharing
 - Congressman Wilson assisted in arranging for Angelina College to compete for the contract
 - Goal was to assist the area in recovering from the lack of oil field business
- Broaden business opportunities in East Texas

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Personnel

- James R. (Jim Bob) Rollins
 - Director of ACPAC
 - Retired from US Army
- Kenneth A. (Ken) Smith
 - Part-Time Procurement Counselor
 - President, ImagiNet, Inc. and Senior Analyst Temple-Inland
- Jeffrey B. (Jeff) Smith
 - Part-Time Procurement Counselor
 - Retired from US Army Reserves

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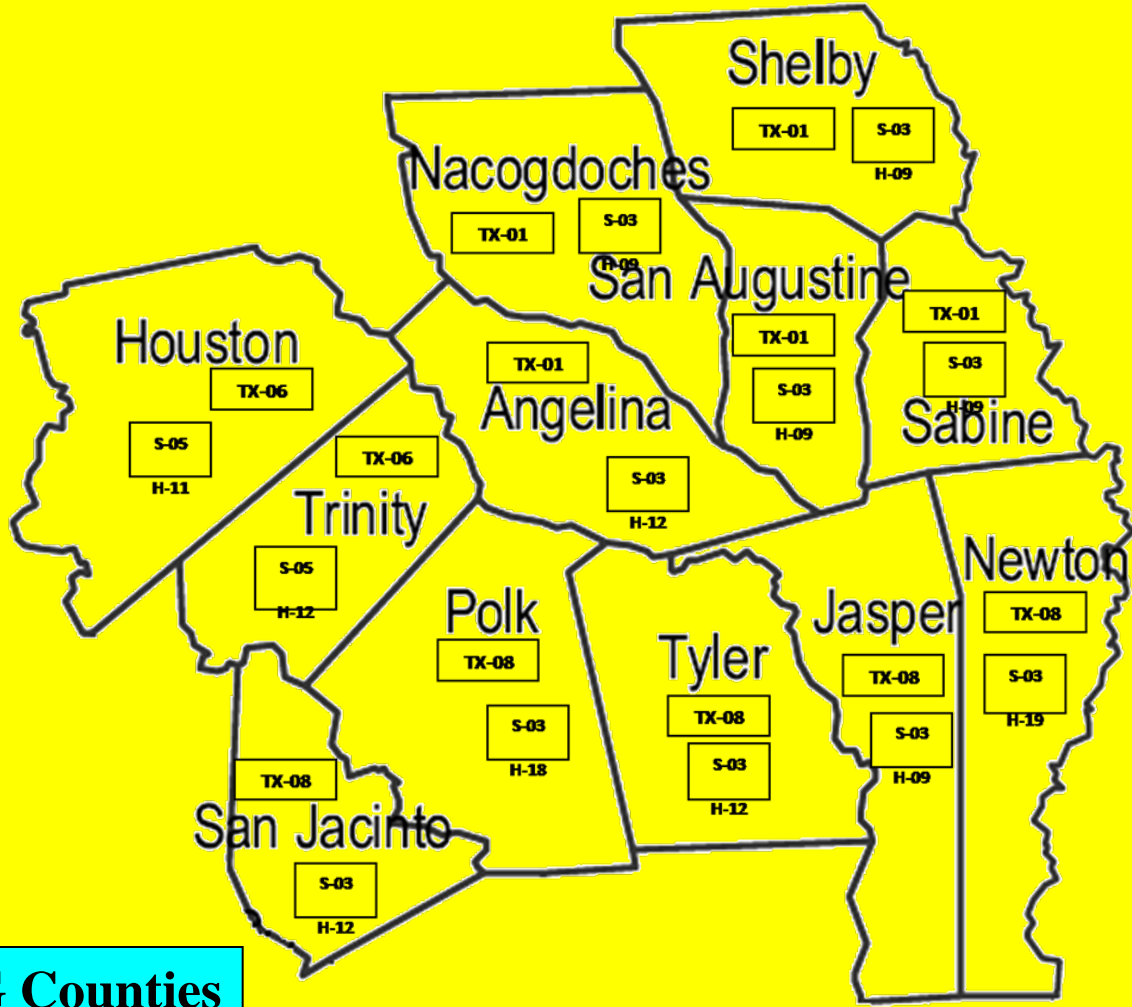


Overview

- Serves the Deep East Texas Council of Government area and as required
- Funded by the Department of Defense (DoD), Defense Logistics Agency (DLA)
- Nationwide network – 99 Procurement Technical Assistance Centers (PTAC)
- Member of the Association of Procurement Technical Assistance Centers (APTAC)

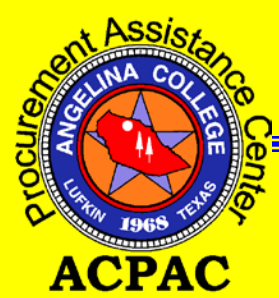
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Area of Coverage – Basic



DETCOG Counties

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Success

- Serving 158 active clients
- Each client receives approximately 45 bid matches each month, based on their individual profiles
- Over \$5 million in contracts in 2009 for ACPAC clients
- Opportunity to provide business diversity

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Government

-- Largest Purchaser in the World --

- \$225 Billion - 2800 affiliated buying agencies
- 43% of funds are allocated to small businesses
- 98% of contracts are \$25,000 or less
- Buys every product and service imaginable

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Socioeconomic Programs

(Government-Wide Procurement Preference Goaling Program)

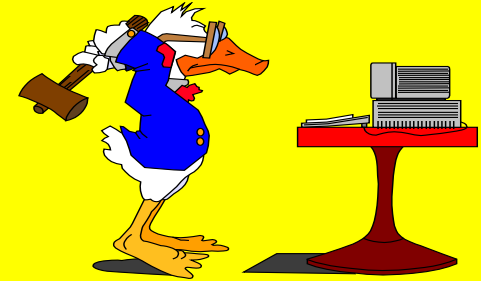
- Small Business - 23%
- Disadvantage Businesses
 - Small Disadvantaged Business (SDB) - 5%
 - Woman Owned – 5%
 - Historically Underutilized Business Zone (HUBZone) – 3%
 - Service Disabled Veteran – 3%
- 8(a) Program – 5% (Part of SDB Goal)
 - Minority, American Indian, and Woman Owned
- Small Business Innovation Research (SBIR) Program
- Mentor-Protégé Programs

SBA Goaling Program

<http://www.sba.gov/aboutsba/sbaprograms/goals/gg/index.html>

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Computers and the Internet



- Must have to be competitive
- E-Mail Bids
- Web Sites for Procurement
 - *Texas Electronic State Business Daily (ESBD)* - esbd.cpa.state.tx.us
 - *Federal Business Opportunities* - www.fbo.gov
 - *Center for Veterans Enterprise* - www.vetbiz.gov
 - *Procurement Technical Assistance Centers* - www.aptac-us.org or www.dla.mil/db/procurem.htm



Things We Need to Know

- Dun and Bradstreet Number (DUNS): 03-826-3633
- Tax ID or EIN Number: 71-85432
- Bid Match: Based on Search Criteria, what tells you who is buying what
- Central Contractor Registration (CCR)
 - Commercial and Government Entity (CAGE) Code: A8YH9
- Historically Underutilized Business (HUB) Zone
- Texas Centralized Master Bidders List (CMBL)
 - Historically Underutilized Business Certification

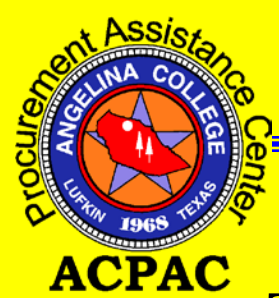
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How do I sign up?

- Services are **FREE** and Simple
- ACPAC Request for Service Form
- ACPAC Business Profile
- Begin receiving:
 - Bid Matches and Award Data through our service provider Comtech Management System (Pronto)
 - Newsletters and other information

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PTAssist - Bid Matching

- The government conducts purchases through an intricate network of purchasing agencies.
- Bid-Search, based on the search profile developed for each client, searches various government databases for bid matches.
- Comtech Management Systems PTAssist searches the following sources for bids (over 1200 agencies):
 - **Federal** - Includes FedBizOpps (replaced the CBD), DLA (Defense Logistics Agency), DoD "Blue Tops" press releases, and miscellaneous federal web sites.
 - **Non-Federal** - State and local government agencies.
 - **International** - Agricultural leads, foreign trade opportunities, and Japanese tenders.
 - **Local** - Leads that are gathered, formatted, coded, and sent daily to CMS by the Procurement Assistance Center.

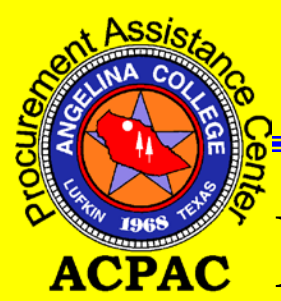
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What Happens Next?

- Find a solicitation you want to bid on
- Prepare a bid - include packaging costs
- **WIN A CONTRACT**
- **Contract Award Report Sheet!!**
- Provide the product or service to the government
- **GET PAID**

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Don't Expect Results Overnight

- Be prepared to work, research, and LEARN
- Be Organized and Keep Good Records
- Remember, you are trying something new
- We will help you from point A to Z
 - Preparation of Bids
 - Quality Assurance

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Other Resources

- Angelina College Small Business Development Center (SBDC)
 - Provides basic business assistance - business plans, financing, start-up information
 - Non-accredited courses on business building, business software, computers

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How to Contact Us

- **Mail:**

Angelina College Procurement Assistance Center
PO Box 1768
Lufkin, TX 75902-1768

- **Location:**

Angelina College, Community Services Building
3500 South First Street (Highway 59), south side of Lufkin

- **Telephone:**

(936) 633-5432
1-888-326-5223
Fax: (936) 633-5478

- **E-mail:**

Director (acpac@consolidated.net)

- **Website:**

www.acpactx.org

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ACPAC Services Provided at No Cost

- Bid-matching provided by Comtech Management Systems.
- Military Specifications and Drawings.
- DoD Publications.
- Procurement instruction through on-site visits, classes, newsletters, etc.

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DETCOC 2011

18 – 19 May 2011

- Deep East Texas Contracting Opportunities Conference 2011
 - Veterans to Business Conference
 - Texas Veterans Land Board Seminar
 - Contracting Opportunities Exposition
- Started by Congressman Wilson in 1993 and continued by Congressman Turner in 1998.
- Annual event held the week after graduation at Angelina College and Stephen F. Austin State University.
- Provides opportunity for businesses to meet with federal, state, and local government agencies and prime contractors.
- First day set aside to focus on Veteran businesses.

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