

**MONTEREY COUNTY
BUSINESS COUNCIL**
Monterey Bay PTAC

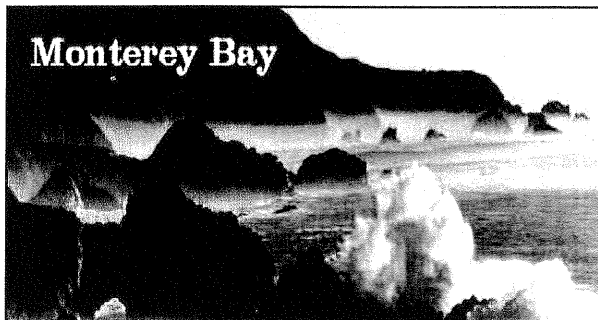
SERVICE AREA

We primarily serve 22 counties in the Central-Northern CA region, but we welcome inquiries from prospective clients throughout the region.

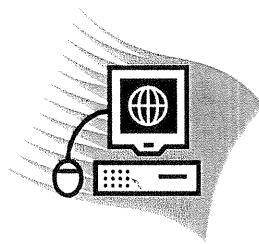


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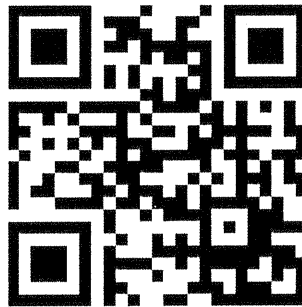
Association of
Procurement Technical Assistance Centers



HOW TO GET STARTED



Sign up to become a
Monterey Bay PTAC
Client at:
montereybayptac.com



Once you register to become a PTAC Client, we will contact you for your initial client assessment.

Brooks Merritt, Program Manager
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PO Box 2746
Monterey, CA 93942
Phone (831) 582-3234

Disclaimer: The Monterey Bay PTAC, which serves as a Procurement Technical Assistance Center, is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). Funding is also provided by the Monterey County Business Council, the City of Salinas, County of Monterey and in-kind support. The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DoD or DLA.

**MONTEREY COUNTY
BUSINESS COUNCIL**
Monterey Bay PTAC

Selling
To the
GOVERNMENT
Made Easy!
Federal - State - Local



Want to sell to the
Government?
Overwhelmed by
registrations, certifications & solicitations?
Need help making **Contacts?**

**MONTEREY BAY PTAC
CAN HELP!**

BUYER-SUPPLIER INTERFACE



PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both government contracting and the capabilities of contractors to maximize fast, reliable service and products to our government with better quality, lower prices and better value.

PTAC STAFF



Government
Contracting

The Monterey Bay PTAC is staffed with counselors experienced in government contracting who provide a wide range of services, including classes and seminars, individual counseling and easy access to bid opportunities, contract specifications, procurement histories, and other information necessary to successfully compete for government (Federal, State, & Local) contracts.



MONTEREY BAY PTAC



The Monterey Bay Procurement Technical Assistance Center (PTAC) is one of over one-hundred PTACs from a nationwide network of dedicated procurement professionals working to **help local businesses compete successfully in the government marketplace.**

The Monterey Bay PTAC was established in 2012 as a program of the **Monterey County Business Council (MCBC)** with funding from the MCBC, Defense Logistics Agency, City of Salinas, County of Monterey, and in-kind support from Passionfire Media, EZGSA, Chatterbox PR, City of Gonzalez, Central Coast SBDC, and the Monterey Regional Airport.

PTAC MISSION

The mission of the Monterey Bay PTAC is to generate employment and improve the general economic condition of the Central-Northern California region by assisting small businesses in obtaining and performing under Federal, State, and Local government contracts.

We accomplish our mission by providing procurement technical assistance to help companies in the selling of their products or services to the appropriate government agency by **offering confidential counseling at no cost.**

The core of our procurement assistance program is counseling and education.

PTAC SERVICES

The Monterey Bay PTAC provides a wide range of assistance, free of charge, to businesses through one-on-one counseling sessions, classes, seminars and networking events. The following provides a sampling of the assistance we can provide your business:

- **Determining Suitability for Contracting**
- **Certifications (SDB, 8(a), HUB-zone, SDVOSB, etc.)**
- **Researching Procurement Histories**
- **Networking**
- **Identifying Bid Opportunities**
- **Automated Bid Matching Services**
- **Proposal Advice & Reviews**
- **Securing Specifications & Drawings**
- **Post Award Contract Management**
- **Government Policies & Regulations**
- **Specialized Training & Workshops**
- **Contract Performance Issues**
- **Agency Interface**
- **Bonding**
- **Preparing for Audits, etc.**