

***Welcome!***

# **Building Partnerships**

***A Small Business Outreach Event***

**Sponsored by:**



**Hosted by:**

**gtpac** | Georgia Tech  
Procurement Assistance  
Center

# Agenda

- |               |   |
|---------------|---|
| 9:00 am       | Welcome remarks and housekeeping              |
| 9:15 am       | U.S. Fish and Wildlife Small Business Program |
|               | Chief of Contracting, Mr. Don Calder          |
|               | Small Business Specialist, Ms. Nijua Heard    |
| 9:30 am       | Georgia Tech Services                         |
| 10:00-11:35   | Presentations by:                             |
|               | Small Business Administration                 |
|               | Environmental Protection Agency               |
|               | National Park Service                         |
|               | Army Corps of Engineers                       |
|               | Dept. of Veterans Affairs                     |
| 11:35-1:00 pm | Lunch on your own                             |
| 1:00-4:00 pm  | Speed Partnering appointments begin           |
| 1:00-4:00 pm  | Concurrent workshop on bid preparation        |

# Building Partnerships

*A Small Business Outreach Event*



**The Enterprise Innovation Institute (EI<sup>2</sup>) at Georgia Tech** has programs to help startup companies, industry, the public sector, and students improve their competitiveness and increase their economic impact.

*Be sure to visit:*

<http://innovate.gatech.edu/programs>

# The Programs of EI2

- Advanced Technology Development Center (ATDC)
- AMAC
- Contracting Education Academy at Georgia Tech
- Ecosystems Strategy and Impact (ESI)
- Energy Management and Technology Program
- Flashpoint
- Georgia Manufacturing Extension Partnership
- Georgia Tech Procurement Assistance Center
- health@ei2
- Innovation Corps (I-Corps)
- Integrated Program for Startups (GT:IPS)
- Minority Business Development Agency (MBDA) Business Center
- Southeastern Trade Adjustment Assistance Center (SETAAC)
- Startup Ecosystems
- VentureLab

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# Government Contracting Assistance

*We help Georgia businesses identify, compete for, and win government contracts.*

- Learn about government contracting by attending classes held across the state.
- Electronic search service identifies bid opportunities relevant to your interests.
- One-on-one counseling provided by contracting experts.
- Services provided at *no cost*.
- Visit [www.gtpac.org](http://www.gtpac.org) for details.

## 2012 Results

- ✓ 3,094 businesses served.
- ✓ 164 classes conducted.
- ✓ 6,202 contracts worth \$667 million won by Georgia businesses.



## How to Get Started

The Georgia Tech Procurement Assistance Center (GTPAC) will train you and your business associates how to navigate the government procurement process. Our classes cover a wide range of government contracting topics and are taught by experts who have many years of government contracting experience. If you are interested in taking advantage of GTPAC's services, you are strongly encouraged to attend GTPAC's "Introduction to Government Contracting" class. This class provides comprehensive instruction on how to do business in the government marketplace and outlines all the fundamentals to get...

[READ MORE](#)



### GTPAC News

([READ ALL](#))

U.S. Fish & Wildlife Service holds small business workshop on April 8

SBA to host small business certifications workshop on April 15th

Save the date: CDC/HHS to hold small business conference on May 3rd

Veterans business symposium scheduled June 10-13 in Reno

14 Tips for Attending a Government Expo or Trade

### Georgia Tech News

([READ ALL](#))

Contracting Academy completes four-week course for Army Corps of Engineers in New Orleans

EI2 launches new web site, explains full range of resources

Advanced Technology Development Center strengthens support to technology startups

Georgia Tech launches course on cost-price analysis for government contracts in May

### Contracting News

([READ ALL](#))

GSA releases draft solicitation for massive professional services contract vehicle

Groups say veteran-owned contracting still broken

Despite push for competition, no-bid contracts increase and small business awards decline

Contractors plead guilty to illegally obtaining \$31 million in contracts intended for small businesses

SAM debarment tool

### Contracting Tips

([READ ALL](#))

Video on how to migrate CCR files to SAM now available

Who's winning federal contracts in Georgia?

SAM registrations and updates suspended until Mar. 25th

Waivers to non-manufacturer rule available to small businesses

Sequestration's impact on state and local government procurement explained

# Professional Education Courses on Government Contracting

- Government acquisition officials and contractors learn side-by-side.
- 7 courses offered in 2013, with more to come.
- All courses approved by the Defense Acquisition University.
- Offered on campus or at your location.
- Visit [www.ContractingAcademy.gatech.edu](http://www.ContractingAcademy.gatech.edu)



# THE CONTRACTING EDUCATION ACADEMY AT GEORGIA TECH

## What We Do

We offer world-class training and solutions – in the field of public sector contracting – to both the government sector and the business ...

[\[Read More...\]](#)

# [www.ContractingAcademy.gatech.edu](http://www.ContractingAcademy.gatech.edu)

## Contracting News

Federal IT funds circle the drain due to poor procurement policies

Energy Dept. overpays contractor executives

Groups say veteran-owned contracting still broken

SBA's advocacy office catches fire from business and academic communities alike

Pentagon has spent billions on doomed programs

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## Georgia Tech News

EI2 launches new web site, explains full range of resources

Georgia Tech's OSHA program awards certificates to 18 Robins AFB employees

Georgia Tech improves voting accessibility for injured veterans

Georgia Tech partners with NASA's Jet Propulsion Laboratory

Georgia Tech and the VA collaborate to accelerate health IT innovation

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## Academy News

Contracting Academy completes four-week course for Army Corps of Engineers in New Orleans

Academy launches contract cost-price analysis course in May

Here are the most popular articles and resources of 2012

Academy offers contract administration course Jan. 14-18

2013 government contracting course calendar announced

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Presentations by:

Small Business Administration  
Environmental Protection Agency  
National Park Service  
Army Corps of Engineers  
Dept. of Veterans Affairs