

Kentucky Procurement Technical Assistance Center (KYPTAC)

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Customized training & support services to businesses across the State – *Focusing on regional strengths & capabilities gaps*

KYPTAC is a federal program that assists small business throughout the state

- Coach, Train, and Equip KY businesses to work in government space
- Resource to assist entrepreneurs with strategy and engagement
- Resource to connect businesses with opportunities
- Resource to support businesses in execution
- Focused on results in terms of business growth
 - Coach – one-on-one counseling
 - Train – targeted training
 - Equip – research and bid match

Effective use of existing KYPTAC statewide network and processes to enhance KY businesses

Effective program multiplies business resource partner effectiveness

- Not tied to a particular program (i.e. SBDC, ADD, Chamber)
- Supports each region's ecosystem directly
- Meets entrepreneurs/businesses in "their space"
- Sustains businesses through growing pains
- Assists entrepreneurs in transition to a sustainable small business
- Supports start ups as they expand and grow into enterprises
- Supports the state effort to bring larger business enterprises to the state by providing a robust pool of talent and supplier diversity

Support all Businesses in the Commonwealth

Leverage business support services in each RISE cluster to support:

- *Entrepreneurs* – Support engagement and develop strategy
- *Start ups* – Explore markets and make connections with primes
- *Small businesses* – Connections and assistance with contracts
- *Established businesses* – Connections and assistance with supplier diversity
- *Large defense primes* – Connections and assistance with supplier diversity
– work with CED to improve probability of moving to or staying in KY
- *State and municipalities* – Assist procurement professionals with supplier diversity and quality in-state supply chain

Expand proven one-on-one counseling paradigm

Not just events – Counseling focus is one-on-one:

- KYPTAC counselors conduct one-on-one counseling directly with clients
 - 1800 active clients
 - Over 3400 hours devoted to individual counseling per year
- Customized training for targeted businesses
 - Over 120 webinars or live training events per year
 - Work with regional partners to target specific needs
- Work with clients to research market and develop a custom strategy that fits their capability
- Meet the client's needs – not a call center or FAQ site

Key to KYPTAC's success is Mentorship

Examples of training opportunities

- Introductory type classes
 - SAM, DSBS, DIBBS, FAR, DFARS, CFR, USC, socio-econ preference programs, etc.
- Understanding the government acquisition cycle
- Understanding how to read government solicitations
- Understanding iRAPT, WAWF, CPARS
- Preparing bids & proposals seminars
- Accounting procedures to satisfy DCAA requirements
- Subcontracting & Teaming 101 as well as advanced topics
- WOSB Program
- Veteran owned business verification & certification
- Understanding GSA schedules
- Marketing to state & local government
- Small Business certification programs
- Understanding impacts of Privacy & Cybersecurity Laws
- HUBZone road show
- Legal aspects of government contracting
- Topics evolve based on client feedback

Innovative programs to support KY businesses

- Host Veterans Affairs procurement event with TNPTAC, SBA and SBDC
- USACE Louisville and Huntington forecast and open house events
- Fort Campbell and Fort Knox forecast and open house events
- Kentucky Veterans Business Alliance support
- Kentucky Procurement Professional Association Reverse Trade Show
- SKED Reverse Trade Show
- SKED SEED Training to support small businesses in SE KY
- HUBZone Pilot Program
- Defense Innovation Unit hosted visits
- Navy Day – Hosted Director of Navy Small Business
- Kentucky Aerospace Industry Consortium
- Partner with established primes

Innovative programs to support KY businesses:

HubZone Road Show

- 10 Seminars across the state
- Cosponsored by SBA district office
- Supporters include LG&KU
- Describe what a HUBZone is
- Outline benefits of the program
- Outline requirements and application process
- Kentucky one of 10 pilot programs
 - One-on-one screening prior to application
 - Trained counselors review packets
 - Expedited review by SBA staff



Innovative programs to support KY businesses:

Defense Innovation Unit

- Unique Other Transaction Authority (OTA)
- Link innovative technology to critical needs in DoD
- Seeks to expand DoD users and expose to KY innovative businesses
- Escorted around the state to meet KY businesses
- Hosted follow up event for interested companies
- Follow up to ensure KY companies stay engaged



Innovative programs to support KY businesses:

Aerospace Day at the Capitol

- Partner with the Kentucky Aerospace Industry Consortium
- Hosted by the Governor and Lt Governor
- Aviation Primes and KYPTAC clients present and participate in one-on-one conversations related to potential work or teaming
- Elevate KY initiative to open Ft Knox and Ft Campbell as test locations for autonomous capabilities for DoD
- Did you know: KY is number 2 in the nation in terms of aviation industry exports
- Did you know: KY has two labs on the ISS



Innovative programs to support KY businesses: *(SEED) Defense Contracting*

- Supplier Education and Economic Development (SEED) Defense Contracting Symposium – Somerset Kentucky
- Partnered with Southeast Kentucky Economic Development and Congressman Rogers
- Hosted Boeing, Raytheon, Northrup Grumman, and General Dynamics to meet KY suppliers
- Worked with participating companies in the 10 months leading up to the event through SEED training events to prepare for the symposium
- Coordinated and supported follow up one on ones
- Working with Boeing for follow up training



Innovative programs to support KY businesses: *Veterans*

VA Industry Day and forecast

- Partner with the Tennessee PTAC and VA
- VA procurement professionals briefed over 200 attendees
- Local resource partners set up booths and were available for consultation
- Provided time for one on ones with VA procurement professionals

Kentucky Veteran Business Alliance

- Businesses helping businesses
- Veterans helping veterans



Innovative programs to support KY businesses: *Fort Knox and Fort Campbell MICC*

- Work with small business specialists
- Participate in open house and forecast
- Brief capabilities of KYPTAC
- Coordinate with business resource partners
- Train MICC staff on supplier diversity
- Network opportunity for clients
- Clients meet project managers for forecasted acquisitions



Innovative programs to support KY businesses:

Navy Day

- Hosted the Director, Office of Small Business Programs, Department of the Navy in Louisville
- Hosted exclusively for business resource partners in order to educate them on how the Navy does business
- Additional briefings by DIU outreach staff and the Cabinet for Economic Development



Innovative programs to support KY businesses: *Louisville and Hunting Districts USACE*

- Participate in open houses and forecasts
- Work with companies to prepare them for work with USACE
- Louisville USACE - manages all military base construction
- Huntington USACE - manages river projects
- Did you know: KY has more freshwater coastline than the entire coastline of Florida



How do you engage with your KYPTAC?

- Engage
 - Events/open houses/forecasts
 - Training – tailored to support you
 - Access to supplier diversity
- Results of collaboration with your PTAC
 - Reduce time you spend educating suppliers
 - Increase pool of quality suppliers