

# 2021 National TERO Convention

August 12, 2021



**PROCUREMENT TECHNICAL  
ASSISTANCE CENTER**



What are Native PTAC's?

# NA PTAC



Funded through a cost sharing cooperative agreement between Defense Logistics Agency and their eligible program host.

- NAPTAC's have specialized experience in Native procurement i.e.(Buy Indian Act, Indian Incentive Program, Tribal 8(a)'s, tribal procurement processes, Strategic partnerships, etc.
- NAPTAC's understand how sovereignty can affect procurement on reservations
- NAPTAC's have the knowledge of cultural practices in their regions that may affect procurement

# Who are the NA PTAC's?



American Indian Chamber Education Fund PTAC  
Venessa Gleich, PM (Northwest, Pacific, & Western Regions)



National Center AIED PTAC  
George Williams, PM (Eastern, Southwest, & Navajo Regions)



Native American Development Corporation PTAC  
Thomas Jefferson, PM (Rock Mountain & Great Plains Regions)



Tribal Government Institute PTAC  
Bobby Gann, PM (Eastern Oklahoma & Southern Plains Regions)



Ponca Economic Development Corporation PTAC  
Darren Osborne, PM (Iowa, Minnesota, Wisconsin and Michigan)



Nebraska Indian Community College PTAC  
Mike Channell, PM (Santee Sioux Nation and Omaha Nation)



# AICEF PTAC Services Provided



- Finding opportunities to bid
- Interpreting solicitations and regulations
- Certifications & registrations
- Marketing to buyer
- Services are provided through:
  - Workshops
  - One-on-one Counseling sessions
  - Matchmaking events
  - Bid Match service

# AICEF PTAC Services Provided



- Service 3 BIA Regions
- (Northwest, Pacific, Western)
- Service 198 Tribes
- In existence since 2009
- 4 office locations:
  - Chandler, AZ
  - Huntington Beach, CA
  - Richland, WA
  - Roseburg, OR

<http://aicef-ptac.org/>

# How can we work together?



- Provide training
  - How to Identify your Target Market
  - How to Respond to an RFP / RFQ
  - What is Past Performance
  - Cost Accounting Analysis
  - How to developing your Marketing Strategy
  - What is Teaming / Joint Ventures
  - What is the Mentor Protégé Program
  - Contract Management
- Identify Indian owned firms
- Educate businesses through one-on-one counseling

Knowledge  
is  
power!





# How can we work together?



- Identify Indian owned firms
  - Assist with posting advertised solicitations – getting the word out
  - Work with NA small businesses to understand the solicitation process
  - Understanding contract documents, required licenses, fees, permits, etc..

# Tribal Procurement Process



- Each Tribe has a unique and different procurement process it is important for a business to understand this process when working with each Tribe.

***\*\*Always be respectful and patient when working with Tribes***

# Indian Preference / Licenses / Fees



- Does the Tribes have an Indian Preference law?
- Business license
- Tribal tax
- TERO fees



*\* It is important to keep open lines of communication*

# Special Considerations



- Understand the Tribe's jurisdiction
  - Rules and Regulations
- Do your homework
- Understand what laws are going to affect your contractual relationship as a Prime or Subcontractor.
- Do you understand TERO Ordinances, what is expected by a Prime / Subcontractor



# Working with NA Businesses



- Know your competition
- Have a deep understanding of your competition
- Understand how the market will evolve
- Have flexibility to move quickly with market changes
- Understand – strengths and weaknesses



# Key Points to Think Through



01

Create a  
Marketing Plan  
before  
networking

02

Have the basic  
marketing tools  
readily available –  
business card,  
brochure

03

Know what  
resources are  
available

# Let's work together!

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QUESTIONS