

August 12, 2021





# 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)



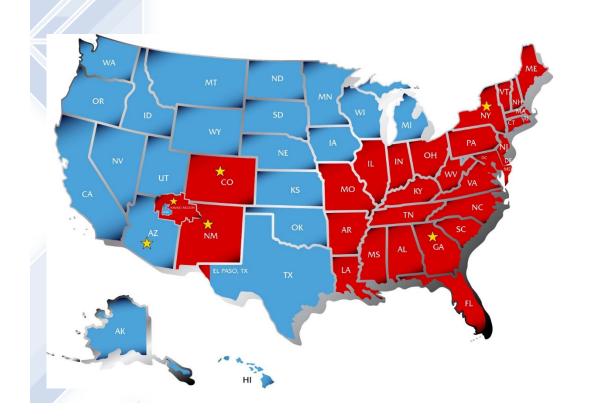
Ponca Economic Development Corporation PTAC
Darren Osborne, PM (Iowa, Minnesota, Wisconsin and Michigan)



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



George Williams - Program Manager



Covers 100% of the Eastern, Southwest, and Navajo BIA Regions

https://www.ptac.ncaied.org/

#### **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



### 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

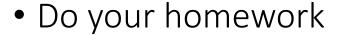


\* It is important to keep open lines of communication

# Special Considerations



- Understand the Tribe's jurisdiction
  - Rules and Regulations



- 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, broshure

03

Know what resources are available

# Let's work together!







QUESTIONS