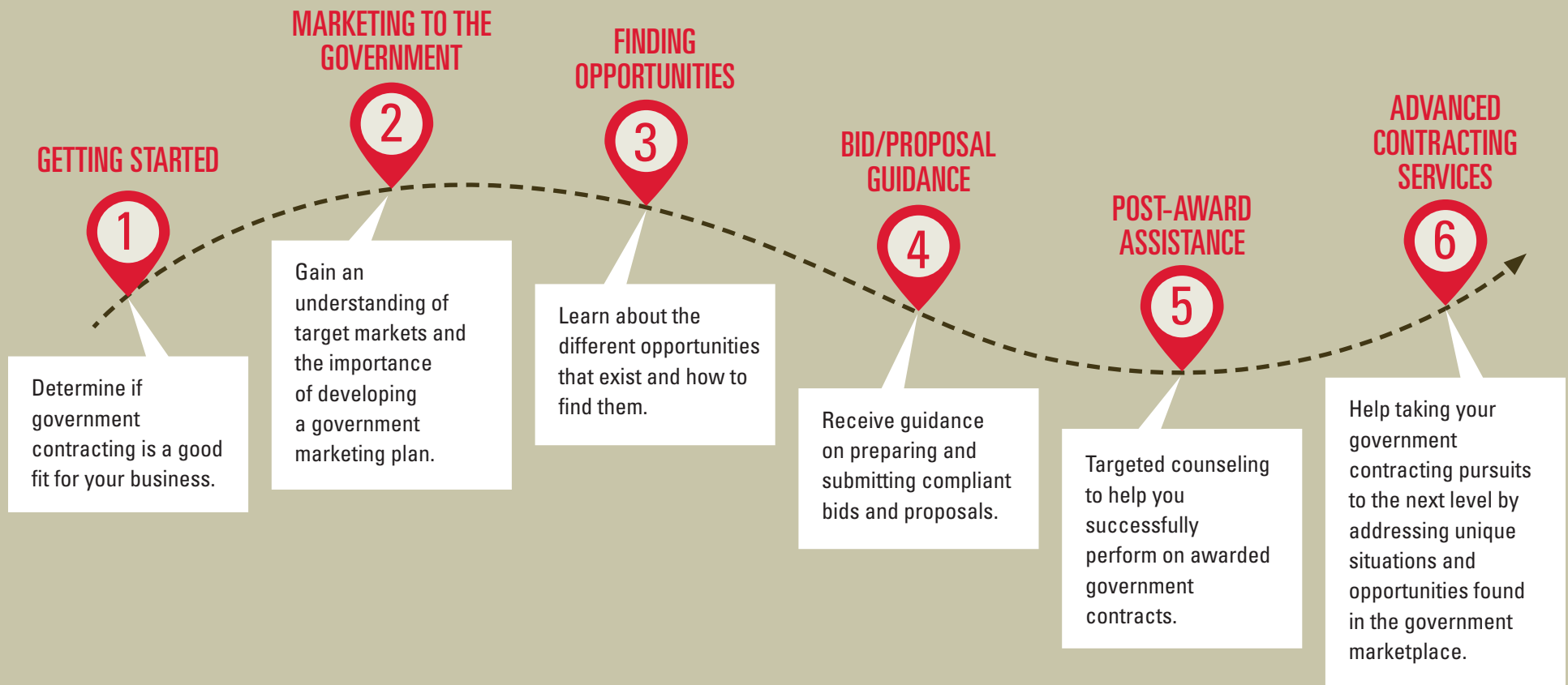


CIRAS Procurement Technical Assistance Center

The CIRAS Procurement Technical Assistance Center (PTAC) helps guide Iowa businesses through the world of government contracting. Through one-on-one counseling, educational events, and networking, PTAC experts help companies from all industries and skill levels identify, compete for, and win government contracts. The journey begins with us.

Follow the road map below to determine where you should begin. Then leverage all of the resources CIRAS can provide to help you find success.

GOVERNMENT CONTRACTING ROAD MAP



In 2017, CIRAS PTAC worked with **892 Iowa businesses** helping them successfully identify, compete for, and win nearly **\$147 million in government contracts**.

CIRAS PTAC Counseling Services

- 1 GETTING STARTED**
 - Introduction to Government Contracting
 - Suitability for Government Contracting
 - Procurement Preference Programs—Federal
 - 8(a) Business Development Program
 - Small Disadvantaged Business
 - Women-Owned Small Business
 - HUBZone Program
 - Veteran-Owned Small Business
 - Service-Disabled Veteran-Owned Small Business
 - Procurement Preference Programs—State/Local
 - Targeted Small Business
 - Disadvantaged Business Enterprise
 - Other Unique Programs
 - Registrations and Certifications
- 2 MARKETING TO THE GOVERNMENT**
 - Identifying Potential Markets and Target Customers
 - Market Research
 - Capability Statements
 - Building Relationships
 - Developing a Government Marketing Plan
- 3 FINDING OPPORTUNITIES**
 - Solicitation Process and Contract Types
 - Subcontracting Opportunities
 - Bidmatch Service
- 4 BID/PROPOSAL GUIDANCE**
 - Locating Drawings and Specifications
 - Understanding Bid Requirements
 - Pre-Submission Review
- 5 POST-AWARD ASSISTANCE**
 - Contract Administration
 - Regulation Compliance
 - Subcontracting
 - Invoicing, Receipt, Acceptance and Property Transfer (IRAPT)
- 6 ADVANCED CONTRACTING SERVICES**
 - GSA Schedule Proposals
 - Mentor-Protégé Programs
 - Teaming/Joint Ventures
 - SBIR/STTR Programs
 - Referrals to Other Partners

“ As a small business owner—government contracting can be overwhelming with the limited resources we have—CIRAS has provided us with the education, confidence, and support to grow our business through government contracts. CIRAS staff wants your business to be successful; they understand the benefits of the government contracts as well as the frustrations that go with them. The personal attention and experience they provide gives my company the confidence that the paperwork has been completed properly. If not for the CIRAS education and support, we would not have pursued these opportunities. ”

— *Len Hoogerwerf, Owner, QC Analytical, Le Claire, Iowa*

“ When it came to understanding post-award assistance, specifically prime contracting, CIRAS staff was a key resource in educating our team and providing valuable insight on what we could expect. ”

— *Joe Meier, Vice President of Operations, Geater Machining & Manufacturing Co., Independence, Iowa*

FOR MORE INFORMATION

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