

# Kentucky Procurement Assistance Program

Marisa M. Neal, MBA, MPA, ACAS  
Cabinet for Economic Development  
December 12, 2011



*Cabinet for Economic Development*

# Procurement Technical Assistance Center

- Kentucky Procurement Assistance Program, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by the DoD or DLA.



# KPAP Overview

- Kentucky Procurement Assistance Program is housed in the Kentucky Cabinet for Economic Development
- KPAP is the Procurement Technical Assistance Center (PTAC) in Kentucky
- Information about PTACs is at [www.aptac-us.org](http://www.aptac-us.org)



# KPAP Purpose and Desired Outcomes

- Purpose of program is to help Kentucky firms market their goods and services to federal, state, and local government agencies
- Desired outcomes:
  - Job creation and retention through increased government contracts
  - Increased government dollars flowing through Kentucky's economy
  - Establish and retain dependable sources of products and services

# KPAP Statistics

- More than 2,500 client companies
- Client firms have reported by survey that we assisted them in obtaining more than \$100 million annually in government contracts and subcontracts during each of the past five years



# Consulting Services

- One-on-one assistance on topics related to government contracting
- Examples of assistance:
  - Understanding contracting rules and regulations
  - Responding to government bid packages
  - Review quotes, bids and proposals
  - Market research
  - GSA schedule preparation
  - Certification programs

# Training & Networking

- Training to help firms understand how to do business with government agencies

[thinkkentucky.com/KPAP/KPAPTrainingCalendar.aspx](http://thinkkentucky.com/KPAP/KPAPTrainingCalendar.aspx)

<http://sbsd.ecenterdirect.com/Conferences.action>



# Marketing Assistance

- Networking
- Marketing Material
- Bid Match Program
  - Automatically matches a company's products and services against a database of federal, state, and local government bid opportunities
  - Collect bid information from several thousand government buying offices nationwide
  - Summary notices of government contracting opportunities are e-mailed to participating firms
  - No cost to KPAP clients

# Bid Match Example - Construction

- **U.S. Army Corps of Engineers, USACE District, Louisville**

Y--Design and Construction of the MH-47 Aviation Maintenance Hangar, Ft. Campbell, KY W912QR-12-R-0015 011812 Crystal May, 502-315-6206 [USACE District , Louisville](#) This is a Design/Build Request for Proposal for Design and Construction of the MH-47 Aviation Maintenance Hangar at Fort Campbell, KY. The project consists of designing and constructing an MH-47 aviation maintenance hangar including maintenance bays, shops, company administration, platoon offices, aviation operations, locker room and storage areas (approximately 104,900 SF)...The estimated price range is \$25,000,000 to \$100,000,000. The proposals will be evaluated using a best value source selection process...URL:

<https://www.fbo.gov/spg/USA/COE/DACA27/W912QR-12-R-0015/listing.html>

# Bid Match Example – MATOC Restricted

- **U.S. Army Corps of Engineers, USACE District, Louisville**

Y--Design/Build for SOF Barracks, Fort Campbell, KY  
W912QR-12942193 020112 Candi Burchel, 5023156212  
[USACE District, Louisville](#) PER FAR 5.7 THIS NOTICE IS  
PROVIDED FOR INFORMATION PURPOSES ONLY;  
THEREFORE FAR 5.203 DOES NOT APPLY. THIS  
OPPORUNITY IS AVAILABLE ONLY TO THE THREE (3)  
MATOC CONTRACTOR(S) UNDER THE CURRENT  
CONTRACT NUMBER(S): BL HARBERT, W9126G-11-D-  
0048; CLARK CONSTRUCTION GROUP, W9126G-11-D-  
0049; SUNDT CONSTRUCTION, W9126G-11-D-0050 FOR  
DESIGN/BUILD OF A SOF BARRACKS AT FORT  
CAMPBELL, KY. URL:

[https://www.fbo.gov/spg/USA/COE/DACA27/W912QR-  
12942193/listing.html](https://www.fbo.gov/spg/USA/COE/DACA27/W912QR-12942193/listing.html)

# Bid Match Example – Subcontracting

- **Rust of Kentucky, Inc., 6582 Beaver Dam Road, Cromwell, KY 42333**

Z -- POTENTIAL CONSTRUCTION SUBCONTRACTING OPPORTUNITIES. Contact person, Phone: (270) XXX-XXXX, E-mail: [xxxxx@rustofkentucky.com](mailto:xxxxx@rustofkentucky.com) Rust of **Kentucky**, Inc. is soliciting bids for potential subcontracting and/or material supplier opportunities for the following project: Bond Forfeiture, Group IX MAD 11, K&T Energy And Mining Corp. #889-0131, Muhlenberg County Kentucky, RFB-148-12. This project consists of erosion control bales, grading, placement of crushed stone, fertilizer, ag lime, crimping, debris removal and reseeding. Plans and specs can be reviewed and purchased at [www.lynnimaging.com](http://www.lynnimaging.com) ...All quotes must be received by noon, Central Time, December 13th 2011.

# Bid Match Example - Commodities

- **Department of the Army, MICC Center - Fort Knox, Directorate of Contracting, Building 1109B**

99--ARMY STRONG COASTERS, PPI 911, CUSTOM IMPRINTED WITH THE ARMY STRONG LOGO AND URL. W9124D12T0024 121211 Timothy J. Elder, 502-624-6547 [MICC Center - Fort Knox](#) Firm Fixed Price Contract for Coasters, size: 4-1/4" square X 2/8" thick, sandstone material with a cork back and finished with bull-nose edges. Coaster shall be similar in style to Coaster Stone SKU: SQ868. TOTAL QTY: 24,000 each. Products shall be delivered to Fort Knox, Kentucky. The acquisition is 100% set aside for small businesses. NAICS is 327112. URL: <https://www.fbo.gov/notices/ccc6da67f8aa80b4e8d12fb924762636>

# Who buys what you sell?

- Forecasts posted on federal agencies' sites
- Contact an agency - SADBUS
- [USAspending.gov](http://USAspending.gov)



## Kentucky

- All State Agency Master Agreement Listing
  - <http://finance.ky.gov/business/procurementservices/>
- Open Door- Kentucky's Transparency Portal
  - <http://opendoor.ky.gov>

# Who are My Competitors?

Find which small businesses in your industry have registered to be able to sell to the federal government.

- SBA Profile aka Dynamic Small Business  
[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)

# Contact Information

**Marisa M. Neal**

Program Manager

Kentucky Procurement Assistance Program  
Cabinet for Economic Development

300 West Broadway

Frankfort, KY 40601

502-330-1313 (cell)

502-782-1984 (direct)

800-838-3266

[Marisa.Neal@ky.gov](mailto:Marisa.Neal@ky.gov)

