



Helping Kentucky Businesses Grow

Procurement Technical Assistance Center (KYPTAC)

KYPTAC.com



Kentucky Procurement Technical Assistance Center

- Mission: Promote Kentucky economic development by assisting companies in the process of providing products and or services to Federal, State, and Local government.
- Funding: Grant from the Defense Logistics Agency with matching funds from the Kentucky Cabinet for Economic Development.
- Strategy: KY PTAC exists as part of a broader “funnel” of business development resources for Kentucky businesses. Specifically, we work with existing companies interested in selling to the government. The KYPTAC works with our Innovation Network partners, Small Business Development Centers (SBDC) and the Cabinet for Economic Development as a key player in Kentucky’s strategy for economic development.



Measurable Performance – not just counting phone calls

- One-on-one “Doing business with the Government” counseling – How many companies are actually mature enough to work with government contracts?
- Bid match service – How many matches to Kentucky companies? Are we helping Kentucky companies shape their offerings to maximize opportunities?
- Proposal counseling – Are Kentucky companies actually submitting credible responses?
- Training and events – Are events meaningful and providing relevant, targeted training?
- Teaming opportunities – Frank discussions with companies that need to leverage existing/experienced companies to build capacity and past performance.
- Opportunities won – How many proposals resulted in a successful award?
- Company growth – Are clients growing and are they growing in the direction that maximizes potential for them and the State?
- Economic development – Quantify the KYPTAC impact on Kentucky economic growth.



Leveraging Success in an Existing Network:

Provide a Seamless Network of Support for KY Businesses

- Partner with the Innovation Network for marketing, events, and training – Leverage the same Sales Force CRM to assist clients.
- Work with Small Business Administration for marketing, events, and training
- Share clients with Small Business Development Centers co-located with the Innovation Network – KYPTAC adopts businesses that are ready to do business with the government
- Work with the Kentucky Commission on Military Affairs to support local Military Posts and attract defense related business to the State

