

George Mason University

Tips and Opportunities for Small Business

*The Role of the Mason Enterprise Center
Procurement Technical Assistance Program
And Mentor-Protégé Program Office*

Presented to:

Society of American Military Engineers

Ft. Belvoir Officer's Club

September 10, 2009



AGENDA

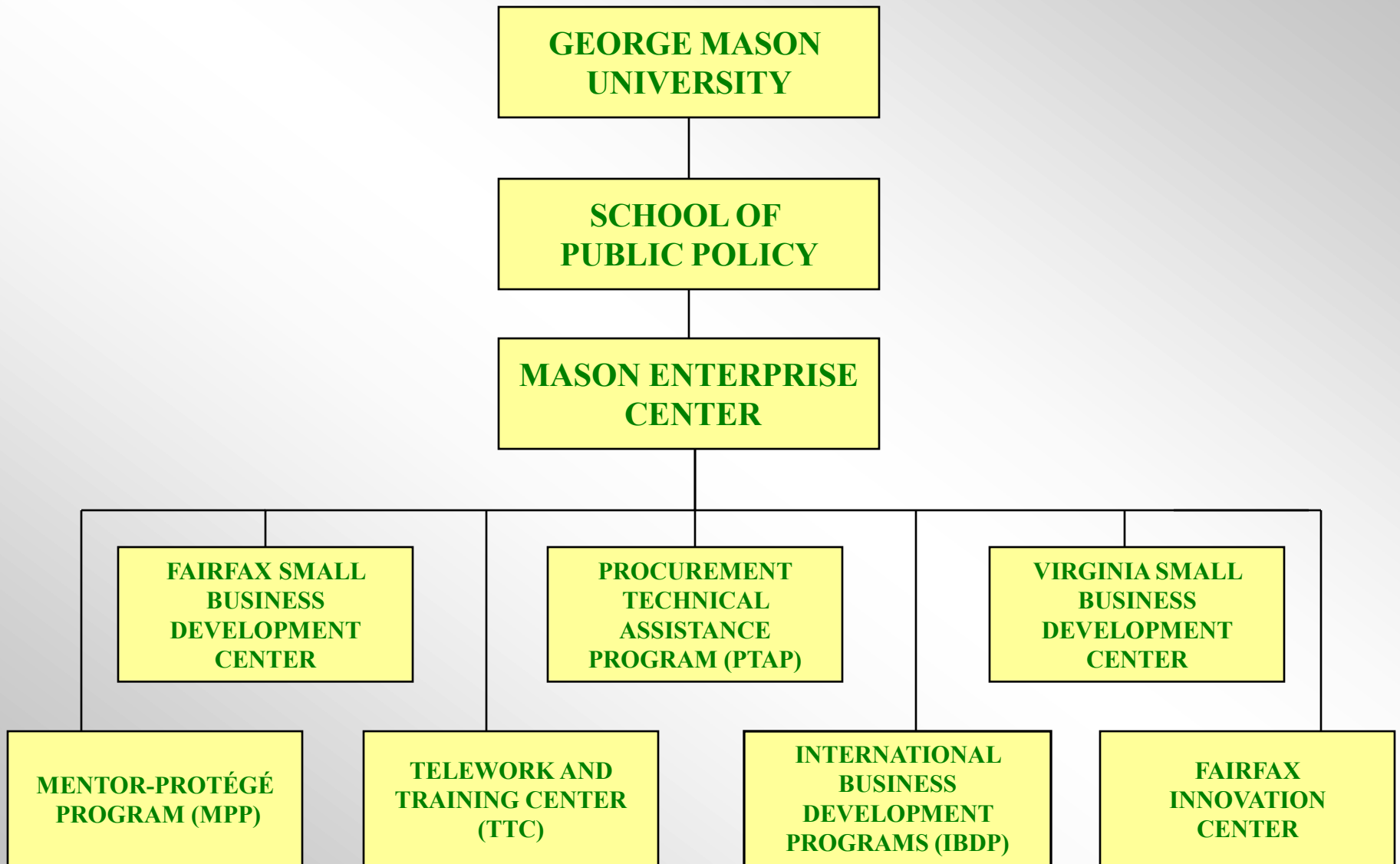
- George Mason University (GMU)
- Small Business Programs
 - **Mason Enterprise Center's (MEC's) Role**
 - PTAP Background and Services
 - BRAC in Virginia - Belvoir, Quantico & Ft. Lee
 - GMU MEC DOD Mentor-Protégé Program
 - Contact Information

GEORGE MASON UNIVERSITY (GMU)

- One of the fastest growing Metropolitan Universities in the United States
- The most culturally Diverse University in the nation (135 Nation represented in the student body)
- The largest University in the state of Virginia with more than 30,000 students



GEORGE MASON UNIVERSITY



PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- **Apply University's resources to improve business and economic climate in Local Communities**

Defense Logistics Agency & George Mason University



PTAP BACKGROUND

- Defense Logistics Agency Cooperative Agreements
- **Began mid 80's – PTAP early 90's**
- Originally DoD oriented
- **Mid 90's extended to other Federal Agencies**
- Now includes State and Local Government
- One stop shop – pre and post award Assistance





How PTACs Serve America's Small Businesses

90 Procurement Technical Assistance Centers (PTACs) form a nationwide network (245 locations) of dedicated procurement professionals providing critical assistance to small businesses seeking to participate in Defense and other government agency procurement contracts.

PTACs offer a wide array of services – most at no charge – through one-on-one counseling sessions, classes, seminars, and matchmaking events.

Last year, PTAC clients were awarded more than 99,250 government contracts and subcontracts worth over \$14.188 billion – a return of \$636.25 for every federal dollar spent on the program. These federal contracts have created or retained over 334,000 jobs.

GMU PTAP SERVICES

- Outreach
 - Seminars & Conferences (sponsor and participant)
- Associations (networking and participation)
- Education
- Counseling



GMU PTAP SERVICES (Cont.)

- Marketing
 - ✓ Research
 - ✓ Strategic partnering
 - ✓ Mentor-Protégé
- Teaming & Joint Venture Networking
- Proposal Development Assistance
- Bid Matching System
- Reference Library



PROCUREMENT TECHNICAL ASSISTANCE PROGRAM





VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM



WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP

Our Mission
Our Services
VA PTAP Events Calendar
Find Your PTAC
Contact VA PTAP

The Virginia statewide PTAP at George Mason University's School of Public Policy Mason Enterprise Center is a non-profit program funded by the Defense Logistics Agency, George Mason University and the Center for Innovative Technology.

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.

All centers provide services that help business do business with government at the Federal, State, and Local level.



Virginia PTAP Satellite Offices





Central VA
PTAC

Northern
VA PTAC

Hampton
VA PTAC

Other Regional PTAC's




Last Updated: May 31, 2006

Some photos provided by the Virginia Tourism Corporation

Virginia PTAC Areas of Responsibility

<http://www.vaptap.org>



Other PTAC's

<http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). **PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .**

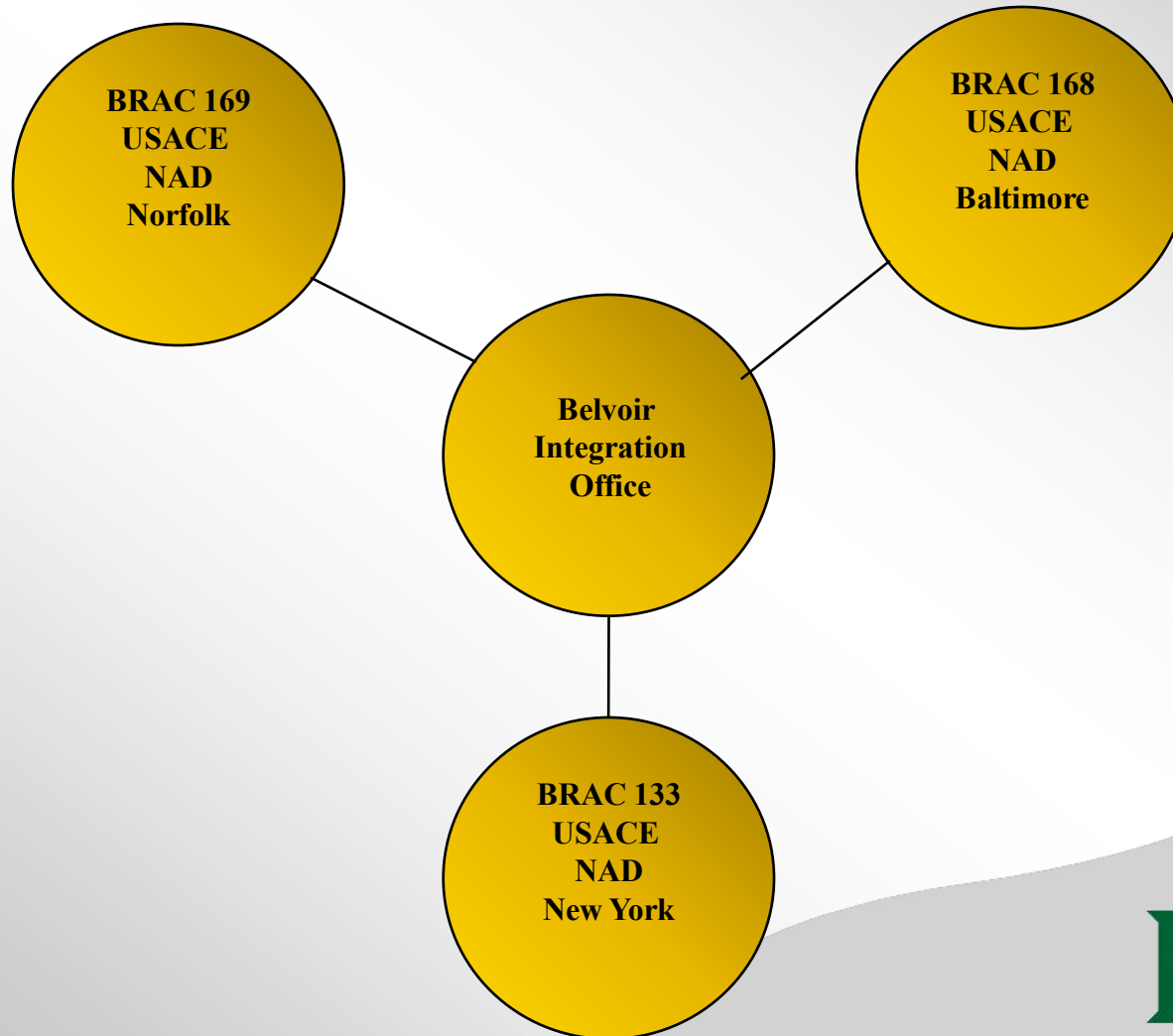
CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS
[Click on your State for the location of the nearest PTAC](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA
IOWA	KANSAS	KENTUCKY	LOUISIANA	MAINE
MARYLAND	MASSACHUSETTS	MICHIGAN	MINNESOTA	MISSISSIPPI
MISSOURI	MONTANA	NEBRASKA	NEVADA	NEW HAMPSHIRE
NEW JERSEY	NEW MEXICO	NEW YORK	NORTH CAROLINA	NORTH DAKOTA
OHIO	OKLAHOMA	OREGON	PENNSYLVANIA	PUERTO RICO
RHODE ISLAND	SOUTH CAROLINA	SOUTH DAKOTA	TENNESSEE	TEXAS
UTAH	VERMONT	VIRGINIA	WASHINGTON	WEST VIRGINIA
WISCONSIN	WYOMING			

BRAC in Virginia

- Ft. Belvoir - \$4B+
 - 133, 168 & 169
 - Army Museum, Joint Intel Analysis Facility, MDA HQ, Post Infrastructure, + others
- Quantico - \$312M
 - Military Defense Investigative Agencies (MDIA)
- Ft. Lee - \$1.7B
 - Ft. AP Hill, Ft. Eustis - \$700M

The Ft. Belvoir USACE Participants



The Ft. Belvoir Industry Participants




National Geospatial-Intelligence Agency (NGA)

- Groundbreaking for NGA's new \$1.8 billion facility, which is referred to as New Campus East (NCE), occurred in September 2007.
- Construction of the 2.4 million square foot building is approximately 25% complete and is scheduled to be completed in Spring 2011.

Balfour/Beatty JV

Fort Belvoir Community Hospital

- A new 120-bed hospital at Fort Belvoir is being constructed on the Main Post and is replacing the DeWitt Army Community Hospital.
- Construction of the 1.3 million square foot complex is approximately 33% complete and is scheduled to be completed in Spring 2011.



Turner/Gilbane JV



North Atlantic Division-Belvoir Integration Office
US Army Corps of Engineers
MDA HQ

\$38.5 M to design and construct a 99 ksf, multi-story, highly secure headquarters office facility for 292 Missile Defense Agency personnel


- Design 95% Construction 6%
 - SEP 08 Contract NTP
 - OCT 08 Ground breaking
 - APR 09 Site work and excavation
 - SEP 09 Begin vertical construction
 - JUN 10 Construction complete



Foulger - Pratt

DOD Office Complex

- Mark Center, Alexandria, VA



Duke Realty – Clark Construction

*Joint Use Intel Analysis Facility –
Rivanna River – Charlottesville
Archer Western*

U.S. Marine Corps Base Quantico

Relocate Military Defense Investigative Agencies (MDIA) from current locations to MCB Quantico by 15 Sep 2011

- Defense Security Service (DSS) – Alexandria, VA
 - Joint Counter Intelligence Academy – Elkridge MD
- Elements of Defense Intelligence Agency (DIA) – Crystal City, VA
- Naval Criminal Investigative Agency (NCIS) – Washington Navy Yard, Washington D.C.
- Army Criminal Investigation Command (CID) – Fort Belvoir VA
- Air Force Office of Special Investigations (AFSOI) – Andrews AFB, MD
- Positions relocating – 2658
 - 351 Military
 - 1752 Civilian DOD
 - 555 Contractors
- Student – 263 average daily student load

•Construction Project

- \$312 Million
- Hensel Phelps prime contractor

•Facility

- Location west side of Base, 1 mile west of I-95
- 100 Acres secure compound, 2600 Parking Spaces
- Headquarters Complex, Training, Logistics, Security
- Sensitive Compartmented Information Facilities
- ATFP Compliant
- LEED Silver

•Base Infrastructure

- Widen Russell Road to four lanes from Interstate to BRAC Site
- Bypass from Russell Road to MDIA site
- Interstate I-95 Interchange 148 Ramp Improvements
- Improvements to Ponderosa Y Gate west Side

Some Available Resources

QUANTICO/BELVOIR REGIONAL BUSINESS ALLIANCE, INC.

HOME : ABOUT THE ALLIANCE : CREATING THE ALLIANCE : JOIN THE QBR : PRESS ROOM : FOUNDING MEMBERS : RESOURCES : CONTACT US : QBR db

OUR MISSION
Position the region as a welcoming and supportive community to the military and their business partners. Our objective is to ensure the community, as well as MCG Quantico and Fort Belvoir, enjoy the maximum benefits of (S)AC exposures - including opportunities for business and job growth.

[Join the Alliance >](#)

The Alliance Would Like to Recognize Our 4-Star Member
transurban
Alliance 3-Star Member

Upcoming Events

- 05.27.2009** **BRAC Impact Seminar:** Identifying and Attaining the Skills Needed to Win Contracts and Jobs Related to BRAC Construction...George Mason Prince William Campus. Co-Sponsored by the Mason Enterprise Center. View [press release](#) or [seminar agenda](#)
- 06.26.2009** **Internet Marketing for Entrepreneurs...**Mason Enterprise Center at Prince William. Co-Sponsored by MDA Technologies and the Mason Enterprise Center
- 07.17.2009** **Health Industry Job Fair and Expo** Learn About the Jobs, Identify Resources and Meet the Employers...Northern Virginia Community College (Campus to be determined) Co-Sponsored by Northern Virginia Community College
- 07.2009** **A Series of Seminars on Living in Northern Virginia:** Acclimating Sessions for Employees Relocating to Northern Virginia as Part of the BRAC Realignment...July 14, 23, 29 at NVCC/Woodbridge
- 7.14 & 29 2009** **Community Event to Honor Ft. Belvoir, Quantico Marine Corps Base and Our Nation's Military...**City of Manassas [learn more >](#)

www.qbrbusinessalliance.org

CRATER Procurement Assistance Center
Helping You Through the Maze of Government Contracting

Home
Federal Procurement
Virginia Procurement
BRAC
HRPAC
CPDC
SBDC
Contact Us

The Crater Procurement Assistance Center
The Crater Procurement Assistance Center is sponsored by the Defense Logistics Agency of the Department of Defense and the Crater Planning District Commission. Our coverage area consists of the following counties and cities:

Calendar of Events
September

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	29	30

Our Mission
Our mission is to assist Small, Disadvantaged, Women Owned, Veteran Owned, Disabled Veteran Owned and HUBzone certified businesses that want to increase their opportunities in the Federal, State, and Local Government marketplace. We also assist Prime Contractors in locating small businesses to act as subcontractors for government contracts.

www.craterptac.org

GEORGE MASON UNIVERSITY VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

THE HOME OF VIRGINIA PTAC I

Our Mission | Our Services | VA PTAP Events Calendar | Find Your PTAC | Contact VA PTAC

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Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Williamsburg, Virginia.

All centers provide services that help business do business with government at the Federal, State, and Local level.

Virginia PTAP Satellite Offices

- Central VA PTAC
- Northern VA PTAC
- Hampton VA PTAC

Other Regional PTAC's

CRATER Procurement Assistance Center

GEORGE MASON UNIVERSITY MASON ENTERPRISE CENTER
4031 UNIVERSITY DR., SUITE 200,
FAIRFAX, VA 22030
Point of Contact: Operations Manager
Phone: 703-277-7757

Last Updated: August 06, 2009

www.vaptap.org

GEORGE MASON UNIVERSITY

An Event of Interest

Fort Belvoir to Host Public Information Meeting Regarding Construction of NGA's New Facility

- Location: Saratoga Elementary School
8111 North Umberland Road, Springfield, VA
- Time: From 7:00 to 8:30 PM
 - Presentation at 7:30 PM
- Purpose of the meeting
 - Update information to the community re NGA Construction
 - Other development activities at Ft. Belvoir
 - Review exhibits, meet agency personnel & Q&A

GMU MENTOR-PROTÉGÉ PROGRAM OFFICE

**WALLACE JOHNSON
DIRECTOR**

**LISA NGUYEN
BUSINESS MANAGER**

**DEBORAH HUNT (CMMI)
RICHARD GILLIS (ISO)
QUALITY MANAGEMENT**

**DIVYA JAYARAJ
ANDREW DESBIENS
ACCOUNT MANAGER**



Johnson Center, Fairfax

WHY

GEORGE MASON UNIVERSITY?



Innovation Hall
Fairfax



Center for the Performing Arts
Fairfax



Law School
Arlington



Bull Run Hall
Prince William



AN EXPERIENCED PARTNER

- Service provider since 1994
- Supported 49 DoD sponsored Mentor-Protégé programs (Included more than 100 Protégé Firms)
- Performed over 150-180 different types of tasks per year
- Supported 20 Nunn- Perry Award Winning Teams
- DOD Special Recognition for Support of Nunn-Perry Recipients

2007
Mentor-Protege Conference
DEPARTMENT OF COMMERCE
Mentor-Protege
The Mentor
Building Strategic



WHY GEORGE MASON?

- Access to University Resources and Technology
- Access to Professional Business Network
- In-depth knowledge of DoD and Industry
- Proven Program Management Experience
- Ability to build the bridge between large corporations and small businesses



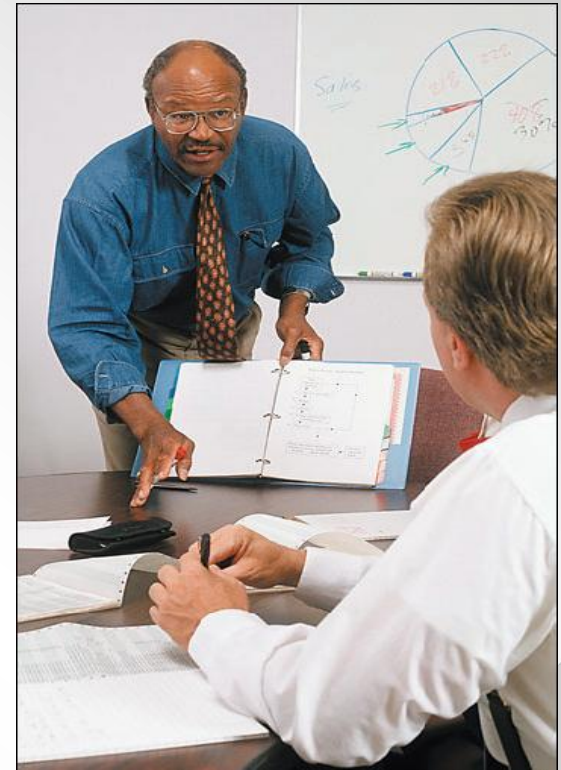
WHY GEORGE MASON?

- Have both SBDC and PTAP offices
- Ability to subcontract and place contractors on its payroll
- Cost savings to your Mentor-Protégé Program



TYPICAL TASKS PERFORMED

- Businesses Needs Assessment
- Program Management
- Business & Strategic Plans
- GSA Schedule Support
- Marketing & Business Development
- Financial Systems Review
- HR Assessments
- SEI/CMM,CMMI & PMP Certification
- ISO 9000: 2008 & AS9100 Registration
- Promotional Materials
- Various Types of Technical Training



REPRESENTATIVE CLIENT LIST

- Northrop Grumman
- AT & T
- Booz Allen & Hamilton
- CSC
- HJ Ford*
- Lockheed Martin
- Motorola
- KARTA
- Unisys
- Radiance Technologies
- EDS
- Applied Research



- ARTI*
- FC Business
- Raytheon
- SAIC
- Textron
- L3 - Titan Corporation
- Unified Industries
- KEI Pearson
- Chenega
- IBM

* **Graduated 8 (a) Firms**

George Mason - Road to Success



DoD MENTOR-PROTÉGÉ SUCCESS STORIES

- ENSER Corporation (3) Nunn Perry Awards
- Fuentez Systems Concepts, Inc.
- Artel, Inc.
- Arrowhead Global Solutions, Inc.
- HMR tech
- Computer & Hi-tech Management, Inc.
- Artech
- M & M Tech
- Stratom



ABOUT THE PROGRAM :: FOR MENTORS :: FOR PROTÉGÉS :: SERVICES :: OUR EXPERIENCE :: MAJOR SPONSORS



**"WIN – WIN – WIN."
BOTTOM LINE OF THE MPP
PHILOSOPHY FOR ALL PARTIES INVOLVED.**

The [School of Public Policy's](#) Mason Enterprise Center Mentor Protégé Program Office supports the Department of Defense (DoD) by serving as a vehicle and catalyst for building long-term business relationships between major DoD contractors and small businesses.

The DoD Pilot Mentor-Protégé Program is congressionally recognized and funds major contractors for the purpose of enhancing the capabilities of Small Disadvantaged Businesses, Service Disabled Veteran Owned Businesses, Historically Underutilized Business Zones, and Women Owned Small Businesses.

**CLIENTS & TESTIMONIALS :: FAQs :: VENDORS :: IN THE NEWS :: LINKS ::
QUESTIONS & COMMENTS :: CONTACT US**

How to Contact Us



George Mason University

Mason Enterprise Center
Mentor-Protégé Program
4031 University Drive, Suite 200
Fairfax, VA 22030-3409



Phone : (703) 277-7700
Fax : (703) 383-1204
E-Mail : wjohnso6@gmu.edu
URL : mentorprotege.gmu.edu



SUMMARY

George Mason University Brings to the Table:

- Proven Experience
- Access to Invaluable Resources
- Unmatched Mentor-Protégé Program Support

