

United States House of Representatives
Committee on Small Business
Expanding Opportunities for Small Businesses at Military Bases

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Raul Mercado, Director of New Jersey Institute of Technology, Procurement Technical Assistance Center (NJIT PTAC)

- New Jersey's Statewide PTAC services all counties except Union County
- Funded through a cooperative agreement with the Defense Logistics Agency

Program Goals:

Provide training, counseling, bid match services, and technical assistance to New Jersey based businesses that help them navigate through the government and government prime procurement landscape.

Who We Serve:

Our clients consist of small and large businesses working with or seeking to work with government entities (state, local and federal agencies). We collaborate with government agencies and large prime firms in helping identify and engaging small and diverse businesses in their respective sourcing/procurement projects.

Successes:

Our organization has significantly increased impact to NJ business revenues, innovation, job growth and retention. We have successfully linked qualified small businesses to large prime contractors and government procurement opportunities.

- New Department of Defense deviation called Commercial Solutions Opening (CSO) that allows contracting officers to “obtain solutions or potential new capabilities that fulfill requirements, close capability gaps, or provide potential technological advancements” (See attached: USA001228-18-DPAP)
- More than \$600 Million in contract awards for NJIT PTAC New Jersey business clients (AUG2018-JUL2019)
- NJIT PTAC collaboration with first Pitch Day for Joint Base McGuire-Dix-Lakehurst on June 10, 2019 (See attached press release)
- Collaborated with MacDill Air Force Base's first Pitch Day taking place today (August 1, 2019) in Florida
- Industry Days: NAVAIR, Defense Contractors Management Agency
- Host NJIT PTAC Supply Chain Matchmaking Conferences matching small businesses to buying agency and military installation needs.

Barriers:

- Lack of awareness of available resources available from PTACs
- Inequitable funding of PTACs (Statewides Max \$750K, Regionals Max \$450K)

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- Documentation and proposal processes consume programmatic service time and inhibit ability for greater impact
- Legislation/Regulations
- Burdensome documentation for small businesses
- Government's lack of understanding of small business capacity and need for viable resource
- Large prime contractors not contributing a significant role in small business procurement, mentorship and development.

Potential Steps for Success:

- Increase use of Commercial Solutions Openings (CSOs) and set-asides.
- Increase engagement of small businesses throughout the sourcing process.
- Promote PTAC resources throughout military bases and small business community.
- Increase responsibilities of entrenched prime contractors to be proactive and inclusive of small businesses within their procurement processes.
- Award multi-year grants to PTACs so that more time may be dedicated to providing resources to clients in their respective service areas.