



## **Jim Randle**

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## **OUTLINE**

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- **What We Do**
- **How We Do It**
- **Metrics**
- **PTACs & Primes**

# Cross Timbers Team



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**Elizabeth Beck**, Administrative Assistant



**Roger Flores**, Procurement Counselor



**Henry Vinson**, Procurement Counselor  
Construction Specialist



**Jim Randle**, Procurement Counselor, Prime Contractor Specialist  
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<http://www.ctpc-texas.org/>

# Cross Timbers Procurement Center

## Who We Are:

- Procurement Technical Assistance Center (PTAC)
- One of 93 PTACS in the U.S.
- One of 9 PTACS in Texas
- Provide services to 61 counties in North Texas
- Our services are No Cost to our small business clients

## How We're Funded:

- Defense Logistics Agency
- To apply for funding, raise matching funds
- Matching funds come from many of you

## What We Do:

- Help small businesses sell to the government
- Help small businesses sell to their prime contractors

<http://www.ctpc-texas.org/>

# Cross Timbers Procurement Center

## How We Do It:

- Sponsor conferences, networking and outreach events
- One on one counseling – Selling to the Government
- One on one counseling – Selling to the Primes
- Bid-Match Service (\$120)
- Training Workshops and Seminars
- Preparation of bids and proposals
- Mentor-Protégé programs
- Preparation of applications, certifications, registrations

<http://www.ctpc-texas.org/>

# Metrics

Workshops / Events					
2008	2009	2010		Jan - Jun 2011	
Events	Events	Events	Attendees	Events	Attendees
19	78	110	4,322	55	2,383

Metrics - Individual Counseling Sessions			
Classification	Initial Sessions	Follow-Up Sessions	Total
Small Business	259	429	688
SDB	88	192	280
WOB	80	123	203
HubZone	4	17	21
SDVOSB	20	86	106

**THANK YOU FOR YOUR SUPPORT!**

# PTACs & PRIMES

## How We Can Work Together to Achieve Our Mutual Goals:

- Be a part of your Small Business Team
- Use of our Auditorium at no cost
- Help you find qualified small businesses
- Help you qualify small businesses
- Refer small businesses to us
- Mentor-Protégé team
- Supplier training & development
- Buyer training – CCR, Importance of small business
- SBLO training

**Compliance  
Reviews:  
Both SBA & DCMA  
encourage prime  
contractors to work  
with PTACs  
(640 Form)  
'Good Faith' Efforts**

**Let's Work Together to Help Small Businesses!**