

# WELCOME!

2021

## Small Business Certification Webinar

Thank you for attending!

We will get started shortly.

And NO, you are not the only one participating! Webex offers anonymous participation.

All attendees are muted upon entry to prevent background noise.

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**DGS**  
CALIFORNIA DEPARTMENT OF  
GENERAL SERVICES



**NORCAL**  
**PTAC**  
PROCUREMENT TECHNICAL  
ASSISTANCE CENTER



Business  
**OUTREACH**  
Committee



# PRESENTERS

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## Host: Business Outreach Committee (BOC)

- Artemise Davenport, Golden Gate Bridge, Highway & Transportation District

## California Department of General Services (DGS):

- Vic Marzan, Certification Officer
- Norma Curiel, Certification Officer
- Jermaine Carter-Gibson, Business Outreach Liaison

## Norcal Procurement Technical Assistance Center (Norcal PTAC):

- Kristina Kunkel, Program Director
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# PANELS

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## Participants:

Participation is anonymous. You will only be able to view Panelists and Host names

## Q&A:

Panelist will answer questions in the Q&A panel or may provide a verbal answer. Add the Q&A Panel if you are unable to view it on your screen

## Chat:

Host may add useful links in the Chat Box. Please do not submit your questions in the Chat Box!

This event is NOT being recorded. Some presentation slides will be available on the District's website at, [www.Goldengate.org](http://www.Goldengate.org) on the Business Outreach Committee page.



## For Assistance Contact Office of Small Business and DVBE Services (OSDS):

### Any Questions?

#### A. OSDS contact information:

I. Phone: 916.375.4940, option 3, three times.

II. Fax: 916.375.4950

III. Email: [OSDSHelp@dgs.ca.gov](mailto:OSDSHelp@dgs.ca.gov)

#### IV. Physical address:

707 3<sup>rd</sup> Street

West Sacramento, CA 95605

Room 1-400

\*Office hours are Monday through Friday, 8am to  
5pm (except holidays)



**No-Cost Government Contracting Assistance**

# **Procurement Technical Assistance Centers**

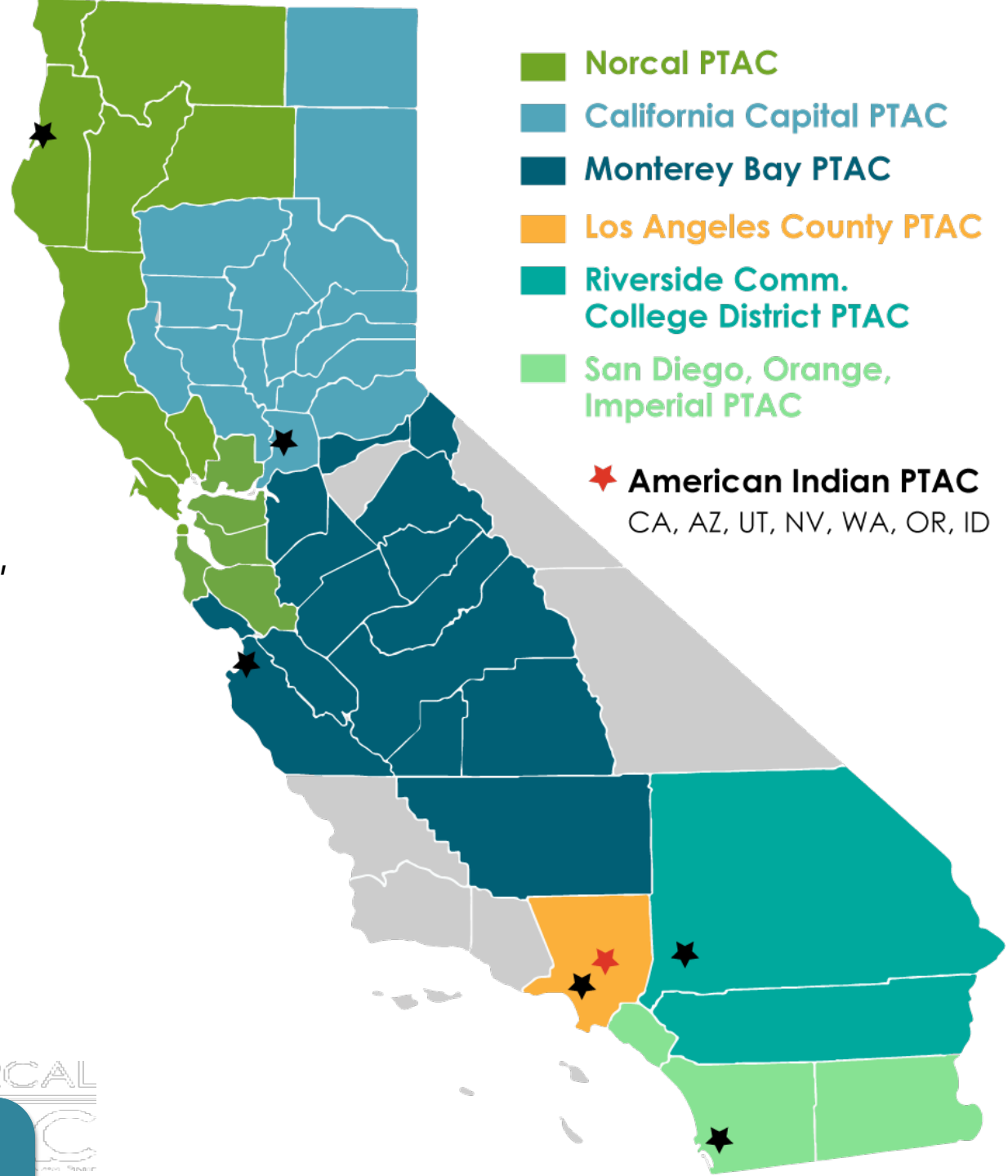


Presented by Kristina Kunkel  
Program Director, Norcal PTAC



# PTACs in California

- ▶ 94 PTACs nationwide
- ▶ Help businesses compete & succeed in the government marketplace
- ▶ All services are no-cost: funded by federal, state, and local grants and contracts
- ▶ In 2019, PTACs served over 57,000 clients and helped them win over \$24 billion in government contracts and subcontracts. That's a return on investment (ROI) of \$553 for every \$1 in federal spending!



# Norcal PTAC

Northern California Procurement Technical Assistance Center



One-On-One  
Counseling



Custom  
Bid Matching



Resources  
& Training

In 2020, our clients won more than \$314 million in government contracts, nearly twice as much as in 2019.

Sign up at [www.norcalptac.org](http://www.norcalptac.org)

Or find your local PTAC at [www.aptac-us.org/find-a-ptac](http://www.aptac-us.org/find-a-ptac)



*This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.*

# Norcal PTAC Services

- ▶ DUNS # / SAM registration
- ▶ Certifications
- ▶ Crafting capabilities statements
- ▶ Market research – GovSpend
- ▶ Marketing to government agencies
- ▶ Proposal reviews
- ▶ Post-award support
- ▶ Connecting primes & subs
- ▶ GSA schedules
- ▶ SBIR/STTR
- ▶ Anything related to federal, state, local, or tribal government contracting





# Resources for Small Businesses

[Find your PTAC](#) – [Find your SBDC](#) – [SBA Small Business Events](#) – [Identify your NAICS](#) – [DBE program](#)  
[SB/DVBE Certification](#) – [Federal Contract Opportunities](#) – [State of CA Opportunities](#)  
[WOSB certification](#) – [Caltrans Contractor's Corner](#) – [Cal eProcure Vendor Training](#)  
[Veterans First Program](#) – [Federal Certification Eligibility](#) – [Dynamic Small Business Search](#)  
[CA Code of Regulations](#) – [Minority Supplier Development Council](#)  
[System for Award Management \(www.sam.gov\)](#) – [Dunn & Bradstreet](#)  
[8\(a\) Business Development Program](#) – [HUBZone Program](#) – [Norcal PTAC: COVID-19 Resources](#)

Upcoming webinars: <https://www.norcalptac.org/calendar>

Past webinars: <https://www.norcalptac.org/webinars>

# Questions?



707.267.7561  
info@norcalptac.org

Sign up at [www.norcalptac.org](http://www.norcalptac.org)

Or find your local PTAC at: [www.aptac-us.org/find-a-ptac](http://www.aptac-us.org/find-a-ptac)





# Thank You!

## Q&A Session

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