



Kentucky Procurement Technical Assistance Center

Leveraging existing government resources and agile software to provide orders of magnitude improvement in technology acquisition for US infrastructure advancement

NDIA Agile in Government Summit

7 June 2018

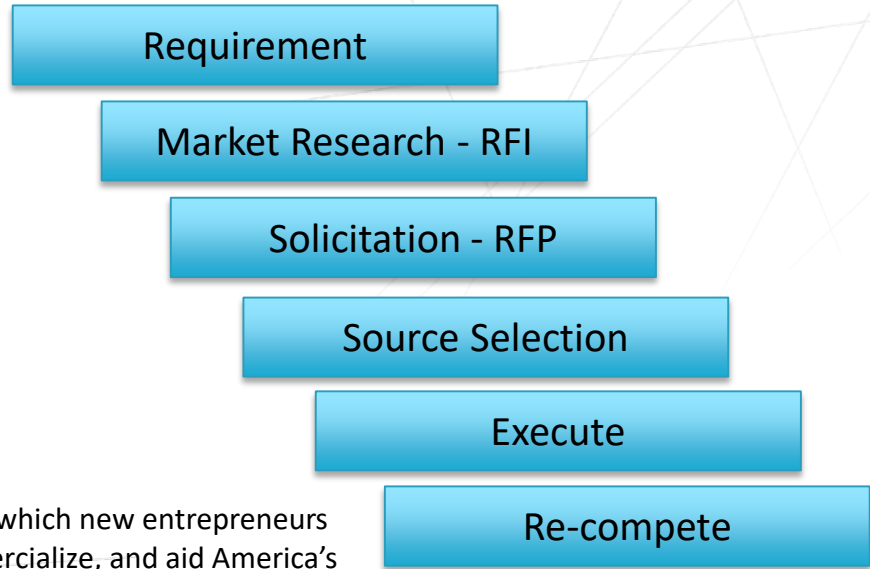
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Agenda for today – Increase Agility in Procurement

- Procurement today
- Typical business life cycle
- Get to the question
- Who's who in the zoo
- Collecting the dots
- Connecting the dots
- Setting up for success
- Questions

Is there a better approach to accelerate the process by which new entrepreneurs or technologies are able to leave the idea stage, commercialize, and aid America's crumbling infrastructure?



Thinking of doing businesses with Government?

THINK 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.
- **Services (Coaching, Training, and Equipping):**
 - ✓ Determining Suitability for Government Contracting
 - ✓ Assist companies in securing Necessary Registrations
 - ✓ Identifying Bid Opportunities
 - ✓ Assist with SDB, 8(a), HUBzone and other certifications
 - ✓ Proposal Techniques and Review
 - ✓ Researching Procurement Histories
 - ✓ Reviewing Contract Terms & Conditions
 - ✓ Government Contract Performance Issues
 - ✓ Networking & Business Development
- **No cost to the client:** KYPTAC Service are free to qualified clients



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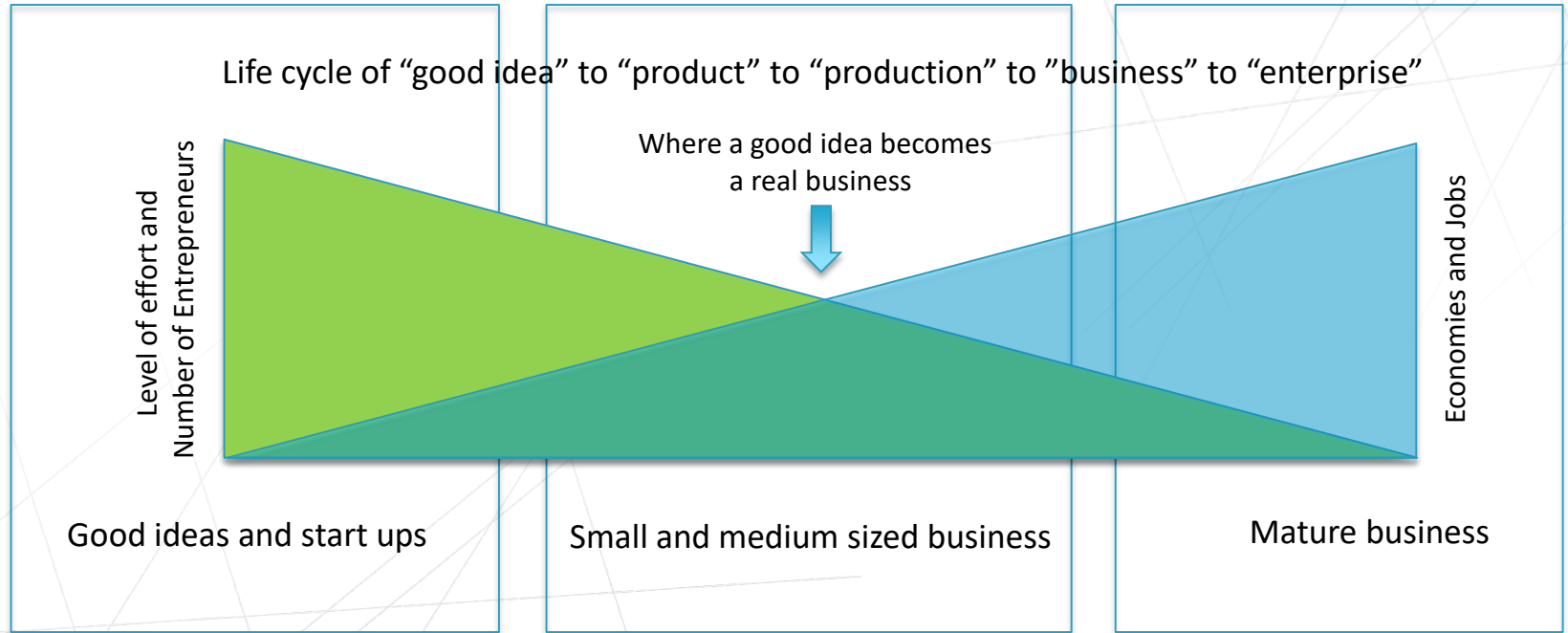
US PTAP and KY PTAC Overview

- National Procurement Technical Assistance Program (USPTAP) Mission: Promote economic development by assisting companies in the process of providing products and or services to federal, state, and local government
- Kentucky Procurement Technical Assistance Center (KYPTAC): Coach, Train, and Equip Small and Medium sized business through one on one counseling on how to successfully compete in the government space
- Funded by US Congress and managed by Defense Logistics Agency
- Active in all 50 States, territories and Indian Nations

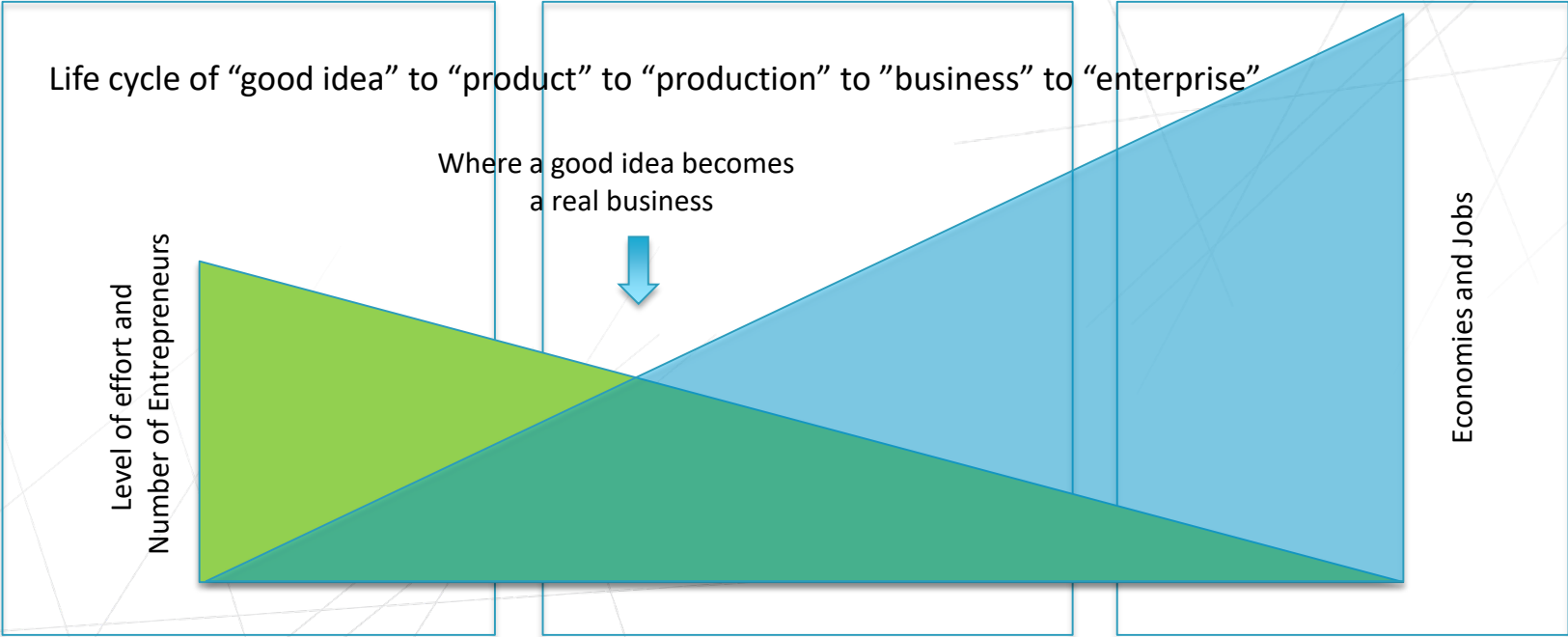


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Where are jobs are created and economies are grown



Shifting the transition point to the left



Shifting the transition to the left

Is there a better approach to accelerate the process by which new entrepreneurs or technologies are able to leave the idea stage, commercialize, and aid America's crumbling infrastructure?

- Address the broader supply chain outside of existing company needs
- Avoid duplication of efforts by streamlining the process by which resources are deployed
- Combine a mix of existing federal, state, and local government resources with private partners
- Result is a cross functional and agile team at various levels in the government process



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Shifting the transition to the left - Who's Who?

- SBA and SBDCs – advice and assistance to start small business
- SBIR and STTR – R&D, new product development and commercialization
- Kentucky Science and Engineering Foundation
- Kentucky Experimental Program to Stimulate Competitive Research
- Kentucky Enterprise Fund – capital for early stage, high growth oriented companies
- Kentucky Procurement Technical Assistance Center – introduction to government
- Cabinet for Economic Development



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Collecting the dots



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Connecting the dots

- Cabinet for Economic Development Office of Entrepreneurship – nurture ideas
- SBA and SBDCs – transition good idea into a potentially viable business
- SBIR and STTR – stepwise transition from idea, to prototype, to commercialize
- Kentucky Science and Engineering Foundation – funding for S&T
- Kentucky Experimental Program to Stimulate Competitive Research
- Kentucky Enterprise Fund – capital for early stage, high growth oriented companies
- Kentucky Procurement Technical Assistance Center – introduction to government contracting



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Streamlining the process

- No Silos (cylinders of excellence)
- Share clients
- Share information
- Shared training
- Shared resources
- Cradle to grave warm hand offs and follow up
- Exit ramp for "not ready for prime time clients"
- Rolodex of public partners as needed – no egos
- Rolodex of private partners as needed



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