



Federal Facility Perspective: PTAC and Working Together

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LLNL Main Site

- Located ~ 50 miles east of San Francisco
- 1.2 square miles
- ~ 7000 career employees
- FY 2008 budget - \$1.5 Billion
- \$650M spent annually through procurements to large and small businesses for products and services

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are needed to see this picture.



In 1996, LLNL launched a program in Hawaii - National Security Field Experience Initiative (NSFEI)

- Contribute to science and technology efforts in the Pacific Region through collaborations with businesses, government, academia, and non-profits.
- Complement, not compete with or duplicate ongoing efforts in Hawaii and Alaska
- Integrate community and cultural values - an important element of our collaborations





Strategic location of Hawaii is important relative to National Security.



Proximity of countries with:

- Nuclear capabilities
- Homeland security threat potential
- Economic competitors



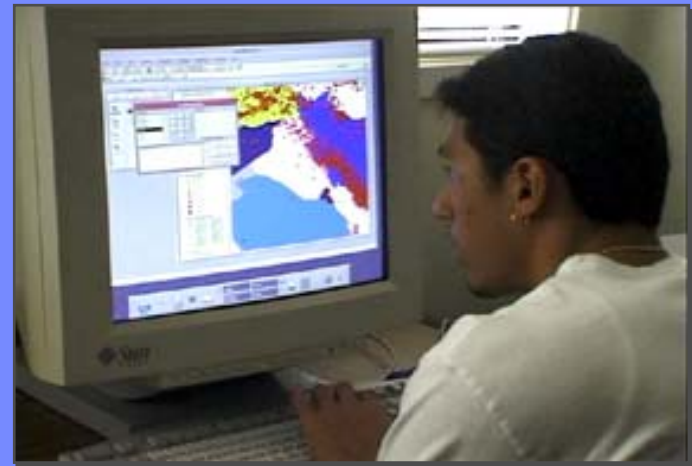
Hilo provides key elements for the growth of sustainable science and technology

- University of Hawaii, Hilo and Hawaii Community College
- Abundant natural resources
- Established large-scale research programs
- Large industrial association (Kanoelehua Industrial Area)
- Local chamber of commerce and economic development groups
- Leaders with vision, wisdom, enthusiasm and aloha in the local community



NSFEI Approach

- Network with Pacific-based science and technology businesses, non-profits, academia, and non-profits.
- Work together to build workforce and infrastructure
- Target issues of common interests; I.e. renewable energy, veterans' needs, precision machining, and other "green" science & technology areas





LLNL/NSFEI will be working with PTAC to help bring opportunities to local businesses.

- Must register with Central Contractor Registration (CCR) and be part of the Federal Government primary vendor database:
<http://www.ccr.gov/>
- Network at PTAC workshops - “matchmaking”
- Help field questions or refer to procurement experts



PTAC is an excellent resource for businesses.

- **Federal projects can help boost local economies.**
- **Promotes sustainable growth.**
- **Growth provides career opportunities that may allow graduates to remain in the community.**



Procurement Technical Assistance Center (PTAC) Typical Areas of Assistance

- Determine suitability for contracting
- Secure necessary registrations
- SDB, 8(a), HUBzone and other certifications
- Researching procurement histories
- Networking
- Identifying bid opportunities
- Proposal preparation
- Contract Performance Issues (negotiating, cost accounting, ES&H plans)
- Preparing for an audit

Source: Association of Procurement Technical Assistance Centers