



# Government Contracting Services Your Gateway to Success

**\$602 MILLION**  
**IN GOVERNMENT CONTRACTS WON**  
by client businesses in 2013 and  
more than \$7.4 billion since 1986,  
resulting in 170,193 jobs created  
and retained.

## DIRECTORY

Pensacola.....	850.474.2549
Fort Walton Beach.....	850.301.3514
Jacksonville.....	904.620.2476
Orlando.....	407.420.4850
Melbourne.....	321.433.5570
Tampa.....	813.905.5800
Fort Myers.....	239.745.3708
Fort Pierce.....	772.462.4942
Boca Raton.....	561.862.4782 or 4781
Fort Lauderdale.....	954.762.5235
Miami.....	866.737.7232
Statewide Manager.....	850.473.7806

## READY FOR GOVERNMENT CONTRACTS?

Visit us online or contact your  
local office and get started on  
your path to success today.



**fptac.org**



Looking for an opportunity to grow your sales? Government contracting may be an avenue to consider, as it can provide long-term growth for a wide variety of businesses. Every level of government buys goods and services, spending billions of dollars, annually, even during times of economic uncertainty and reduced spending.

Florida SBDC Network Government Contracting Specialists provide high-value, confidential consulting at no cost and affordable training to help Florida businesses—small or large, profit or non-profit—research and bid on government contracts from the Department of Defense, other federal agencies, state and local agencies and prime contractors. Government Contracting Specialists can assist with:

### Certifications

- ★ Assist with certifications such as 8(a), Women-owned Small Business, HUBzone and state and local certifications
- ★ Assist with the Veteran-Owned Small Business verification program and other veteran initiatives

### Bid/Proposal Preparation

- ★ Analyze solicitations/bids
- ★ Review GSA Schedule solicitations
- ★ Identify cost elements

### Computerized Bid Matching Services (select clients)

- ★ Develop customized profile
- ★ Provide daily searches and email alerts for matching federal, state and local government solicitations

### Obtaining Registrations

- ★ Assist with database registration to participate in the government marketplace

The Florida SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. SBA, Defense Logistics Agency, State of Florida, and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs.

**State Designated as Florida's Principal Provider  
of Business Assistance [288.001, Fla. Stat.]**

### Marketing

- ★ Research government procurement histories
- ★ Identify bid and subcontracting opportunities
- ★ Provide information on government buying activities

### Networking

- ★ Sponsor networking events to connect business owners with agency buying officers and prime contractors

### Contract Administration and Performance

- ★ Assist with contract needs such as auditing requirements, cost accounting systems and contract modifications

**Helping Businesses  
Grow & Succeed**