



PTAP

**NEW HAMPSHIRE PROCUREMENT
TECHNICAL ASSISTANCE PROGRAM**

NH Procurement Technical Assistance Program - NH PTAP

We are a program within NH DRED &
are funded by DLA – Defense
Logistics Agency, part of the US
Dept. of Defense

Our services are free to NH
businesses.

www.nheconomy.com/ptap

We help NH businesses find & compete for federal, state & local government contracts.

We help NH businesses with large government contracts find NH subcontractors.

Things we help our clients with...

- We help you understand and comply with the “red tape”:
 - Business type codes
 - Registration
 - DUNS
 - CCR
 - SBA
 - ORCA
 - Administrative “readiness”

Things we help our clients with continued...

- Assistance in getting certified as HUBZone or 8(a) if you are eligible.
- Getting Veteran-owned businesses registered in the appropriate sites as VOSB or SDVOSB.

Things we help our clients with continued...

- Teach you how to identify companies & agencies that would use your products or services.
- Understand your role as a Prime or subcontractor (or both).
- Assist you in getting a NH State vendor code for marketing to state agencies.

NH PTAP additional services...

- We help our clients find drawings, specs, forms, standards, etc
- We can do any research our client needs to help their business with government.
- *We will teach you how to help yourself.*

Government Market Opportunities

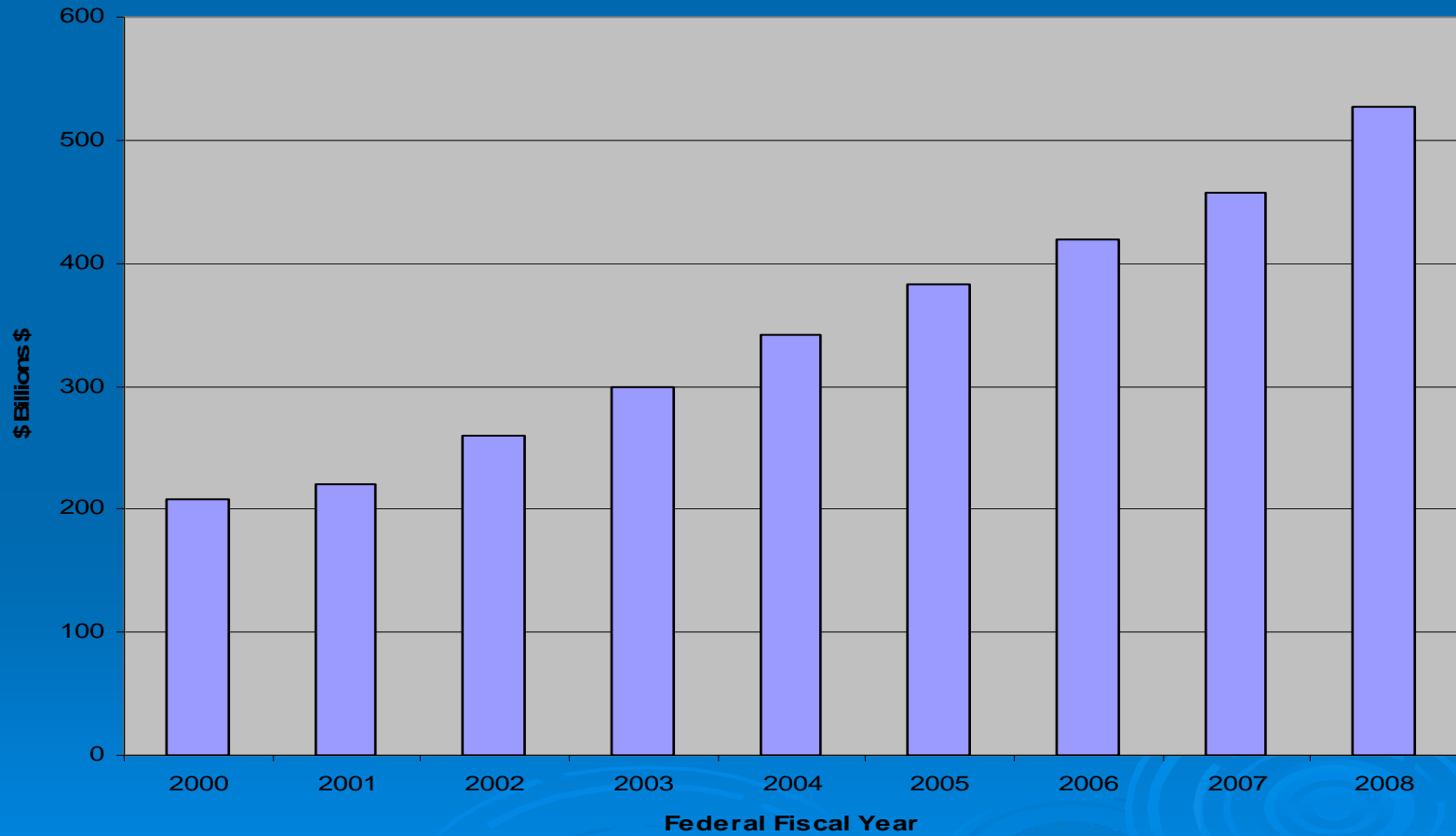
- Federal Contracts for Goods & Services
 - Recent history - steady growth
 - Is it sustainable?
- ARRA (Stimulus)
 - One-time injection
 - Narrowly applied
 - Infrastructure
 - Education
 - Energy
- State \$\$ - scarce

The Federal Government Market for Goods & Services

- 2000 - \$208 billion
- 2002 - \$259 billion
- 2004 - \$341 billion
- 2006 - \$457 billion
- 2008 - \$527 billion
- 12.3% CAGR – 253% Increase

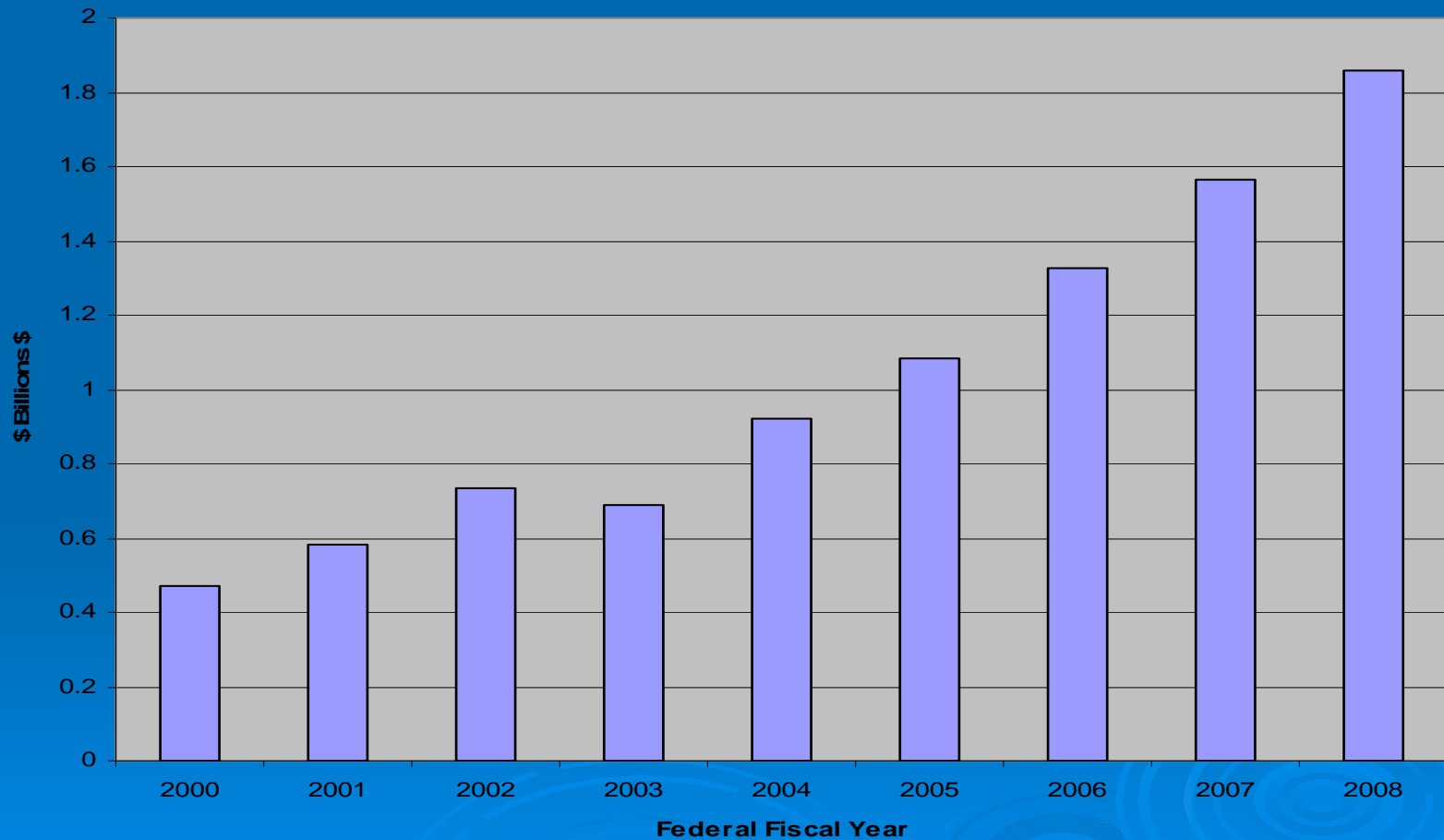
USA

Federal Contracts - Goods & Services



New Hampshire

New Hampshire Federal Contracts



Federal \$\$ Growth 2000 - 2008

- Maine – 128% (3.2% CAGR)
- Rhode Island – 154% (5.5% CAGR)
- Vermont – 189% (8.3% CAGR)
- Massachusetts – 229% (10.9% CAGR)

Federal \$\$ Growth 2000 - 2008

- USA – 253% (12.3% CAGR)
- New Hampshire – 396%
 - 18.8% CAGR
- \$1,856,000,000 in FY 2008
- New Hampshire has gained market share, regionally and nationally.

ARRA Track Record

- NH has received: \$693,066,327
- \$524.27 per capita – ranked 27th out of 55 states, DC & Territories.
- US average = \$516.96
- NH has received a reasonably “fair share” of stimulus \$\$.

Greatest Opportunities

- \$2,500,000,000 in Federal \$\$ short-term
- Strongest markets include:
 - Construction
 - Military manufacturing*
 - Education
 - Healthcare
- Must be prepared & positioned to compete

How do I get started with PTAP?

- Go to the website and answer our questionnaire (www.nheconomy.com/ptap).
- Give us a call at (603) 271-7581
- Dave.pease@dred.state.nh.us
- Come and visit us at Pembroke Road in Concord (by appointment)
- Request a site visit – we'll come to you.

