

HB20-1116 Support of the Extension of the Procurement Technical Assistance Center

Madam Chair (Tracy Kraft-Tharp), members of the committee, thank you for the opportunity to present to you today.

My name is Warren Elbeck, representing Raytheon one of the large Defense Contractors in the State of Colorado. I am here to day to support the extension of the Procurement Technical Assistance Center HB20-1116

Talking Points:

Colorado PTAC is currently supporting our Air Force DoD mentor protégé program, as a subcontractor to Raytheon/Infinity Technology Services mentor protégé agreement.

The Purpose of the DoD Mentor-Protégé Program initiative:

Enhance the capabilities of eligible small business concerns in transitioning from current state to their next level of capability and capacity. Program assists the Small Enterprise (protégé) to successfully compete for prime contract and subcontract awards by partnering with a large company (mentor) under individual, project-based agreements.

Protégée Qualification: Must be a Certified Small Disadvantage Business, a Woman Owned Small Business, a Service Disabled Veteran Owned Small Business or a certified HUB-Zone supplier. The same small businesses Colorado PTAC is chartered to support through this bill.

One aspect of the DoD Mentor Protégé Program (MPP) requires a minimum 5% subcontracting goal to (HBCU/MSI/PTAC/SBDC) non-profits like CPTAC

MP Areas the non-profits typically support

- (i) General business management, including organizational management, financial management, and personnel management, marketing, and overall business planning;
- (ii) Engineering and technical matters such as production inventory control and quality assurance; and
- (iii) Any other assistance designed to develop the capabilities of the protégé firm under the developmental program described in I-107(g).

CPTAC is a valuable member of the Raytheon/ITS mentor protégé team supporting ITS

- Supported ITS GSA Schedule 70 application process
- Developing a briefing and training package for ITS “how they can market their newly awarded GSA Schedule Contract and how it can be utilized and maximized for growth.” Marketing a GSA Schedule is not unlike other marketing, capture, and business development efforts but requires some different approaches. Among these are educating some contracting officers and specialists as to how to order from the vendors’ contract. Also a high-interest item is reporting sales and remitting the Industrial Administration Fee to the GSA
- Developing a training package to lead a strategy session to increase the probability of ITS getting on the OASIS (One Acquisition Solution for Integrated Services) Government-Wide Acquisition Contract. OASIS is a government-wide acquisition contract administered by the General Services Administration. The OASIS contract is designed to provide agencies with one solution to procure integrated professional services including: management consulting, program management, financial management, engineering, and scientific services.
- Develop a workshop to provide specific, tailored training, an overview of the Federal Mentor-Protégé Programs for Small Businesses

Colorado PTAC has been a valuable member of the Raytheon/ITS mentor protégé team and I believe in their mission

Thank you for allowing me the time to speak to you today and if there are any questions I will be happy to answer them.

Representative ___ the answer to your question is.....

About Raytheon

Raytheon Company, with 2019 sales of \$29 billion and 70,000 employees, is a technology and innovation leader specializing in defense, civil government and cybersecurity solutions. With a history of innovation spanning 98 years, Raytheon provides state-of-the-art electronics, mission systems integration, C5I® products and services, sensing, effects, and mission support for customers in more than 80 countries. Raytheon is headquartered in Waltham, Massachusetts.