



Are you contract ready?

If your business is unprepared – not ready when the opportunity is available, the end result may not only be a lost contract but potentially a lost long-term client

- ✓ Business Ability, Capability, & Capacity
 - ✓ Business Positioning & Relationship Development
 - √ Business Contract Readiness





Ability, Capacity & Capability

- Ability the skill, knowledge or power to do something
- Capability the ability to do something in "either/or" scenarios; The capability of a business refers to its ability to do something when all its resources are optimally employed.
- Capacity the innate potential; the business capacity refers to the maximum level of output that it can yield and deliver within inherent limitations

Ability	Capability	Capacity (Max level of output)
Staff (People): - Management - Key Personnel - W-9 Employees - Subcontractors Staff Training & Certification Contingency Plans Standard Operating Procedures	Past Performance Completed projects Existing Master Subcontract Agreements Contingency Planning & Resources Accounting Systems Job Codes Cost tracking mechanisms	Bonding Capacity Maximums: Ceiling & Project limitations Available Bond Amount? Work in Progress Availability of Manpower Availability of Equipment Financial Resources Risk Management Limitations Contingency Resources Supply Chain Availability Inherent Limitations



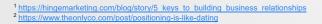
Positioning & Development

A company's relative <u>position within its industry matters for performance</u>. Strategic positioning reflects choices a company makes about the kind of value it will create and how that value will be created differently than rivals.¹

Positioning is all about who you say you are in the marketplace to <u>build the types of</u> relationships your business needs for success.²

Building Business Relationships

- Prime/Sub Contract Relationships
 - Contract Performance Similarly Situated Limitations on Subcontracting
 - Subcontracting Plans Requirements
- Teaming Agreements
- Master Subcontract Agreements
- Mentor/Protégé Agreements
- Joint Ventures







Business Contract Readiness

Are you contract ready?

Contract Compliance

- System for Award Management (SAM) registration
- Updated Dynamic Small Business Search (DSBS) profile updated
- Small Business Certifications where applicable
 - DBE Certification
 - SBA Certifications
 - o 8(a) Disadvantage Business Development Program
 - HUBZone
 - WOSB/EDWOSB
 - SDVOSB

Alaska Bidders Preferences – where applicable

- Alaska Bidders Preference
- Alaska Veteran Preference
- · Alaska Offeror's Preference

https://www.commerce.alaska.gov/web/portals/4/pub/APP/StatePreferenceGuide.pdf





Questions?



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