

The Federal Technology Center Statewide Procurement Assistance Program

Who We Are and What We Do

The Federal Technology Center (The FTC) was founded in 1995 as a 501(c)(3) not-for-profit public benefit California corporation. It is located at 4600 Roseville Road, Suite 100 in North Highlands, California (Sacramento Area). The FTC has been designated by the Department of Defense as a Statewide Procurement Assistance Program to serve over 1,000,000 businesses in 54 counties throughout California. Our goal is to improve the state's economy by helping small businesses successfully compete for federal, state, and local government contracts. As they are successful, their revenues increase, they are able to create and retain jobs, and the tax base is enhanced.

Our Services to Small Businesses

The FTC provides the following free services:

- Training in basic and advanced topics on how to do business with government entities
- Help in identifying government marketing opportunities and strategies
- Assistance in completing registrations which are a prerequisite for eligibility to bid
- Help with certifications to apply for government bid preference programs
- One-to-one counseling to meet individual business needs
- Referrals to other business programs, resources, and websites
- Our website, www.TheFTC.org, provides resources to businesses interested in contracting with the government

The FTC provides the following low cost service:

- GovLink Bid-Matching Service - For a small fee of \$199 per year, The FTC's GovLink Bid-Matching Service provides businesses access to over 1,000 federal, state, county, and local sites to identify government contracting opportunities specific to their type of product or service.

Our Program's Results

During the period from October 2000 through September 2007, The FTC:

- Conducted 1,003 classes
- Provided 15,044 counseling sessions
- Assisted over 5,570 businesses

Our small business clients received:

- 8,519 government contract awards, totaling \$632 million. Based on the federal standard, this translates into 12,640 jobs created or retained in a wide variety of industries. Of these awards, approximately \$28 million were subcontract awards resulting from federal, state, and local government prime contracts. With our assistance, as small businesses develop and grow, the pool of qualified subcontractors available to prime contractors also grows.
- Approximately 75 percent of the \$632 million in government contract awards received by our business clients are federal dollars, which without The FTC's help, could have gone to businesses in other states.

Awards & Recognitions

- In April 2005, The FTC received the "Outstanding Center Award" from the Association of Procurement Technical Assistance Centers (APTAC), a national association representing 92 centers throughout the United States.
- Rated "Outstanding" by a federal government review team at each evaluation, in December 2001, February 2003, and June 2004.
- On May 17, 2002, The FTC was awarded the 2002 "Small Business Supporter of the Year" award by the River City Consortium and the Sacramento Metro Chamber of Commerce.

Funding

Under our Cost Sharing Cooperative Agreement with the Defense Logistics Agency (DLA) The FTC can receive up to \$600,000 in federal funds, provided we can obtain local matching funds. Local funding for the current year, 2007/08, consists of grants from the cities of Citrus Heights, Elk Grove, Folsom, Lincoln, Roseville, Sacramento, Stockton, and West Sacramento; and Sacramento County, Solano County, Placer County, Sacramento Regional Transit District, Sacramento Municipal Utility District, Jet Propulsion Laboratory, and Bank of the West.