



Virtual Small Business Training Week 2021 August 17 - 19

Session Q&As

Day 2: Wednesday, August 18 @ 4:30pm – 5:30pm

Session: Strategic Market Research – How to get the team on board.

Q	Strategic versus Tactical. i am following... Strategic includes multiple requirements, i am really liking that! Meaning, how are they federally funded?
A	Strategic market research is broad study of the market and sources, keeping acquisition professionals informed about overall market developments, trends, and capabilities. Since it is a broad study of the market, it is not focused on a single acquisition and can be applied to multiple acquisitions. Since it is a study of the market, there is not a funding requirement.
Q	Leaving DLA, going where?
A	DOD Office of Small Business Programs. See page 41 in this report: https://www.gao.gov/assets/gao-21-287.pdf
Q	Where is the event posted at on the SAM.gov website?
A	https://sam.gov/opp/46a0e4034a5943b69897925a9ad25448/view

Questions Below Were Answered Live During the Presentation and Do Not Require an Additional Response

Q	How are the PTACs financed or resourced?
Q	Should a Small Business have (2) type of Capability Statement? One to do business with federal government and the other one for commercial business?
Q	What is a "tech bridge"? Is it like an accelerator?
Q	There were a lot of key support opportunities, such as coffee hour PTAC, services and DOD council. Are there other websites that have links to all these support opportunities. Or is everything on the PTAC website?
Q	It sounds like you receive a lot of companies that are mis-marking their capacities to the wrong agencies, what do you do then?