

CLIENT STORY: PROTEX CENTRAL

How to Succeed in Government Contracting with a Little Help



REPORT DATE

➤ March 16, 2020

INDUSTRY

➤ Specialty trade contractors

CONSULTING

➤ Accounting, bookkeeping assistance

RESULTS

➤ Business recognized for success and contributions to community

CONSULTANT: CHUCK BECK
COUNTY: ADAMS
STATE SENATE DISTRICT: 33
CONGRESSIONAL DISTRICT: 3

Acting on what has been learned from meetings with a Nebraska Business Development Center (NBDC) government contracting specialist, Protex Central is working to increase its visibility to state and federal agencies.

Established in 1966, Protex Central provides fire protection systems, security systems and life safety system services that monitor and protect people, property and assets throughout the Midwest. The company has offices in Omaha, Des Moines, Scottsbluff, and its corporate office in Hastings.

Regional sales director Tom Reiber was introduced to NBDC and its services when he attended a series of workshops held at the Hastings Chamber of Commerce. The workshops included a session on federal contracting basics and set-aside programs presented by Chuck Beck, a Procurement Technical Assistance Center (PTAC) consultant in the NBDC office at the University of Nebraska at Kearney.

After the workshop, Reiber contacted Beck to learn more about doing business with federal agencies. Beck presented market research and suggested how Protex Central could increase its presence and interaction with federal agencies. Since the company could serve as a prime contractor on some contracts, a BidMatch profile was set up for the company. Reiber also worked to improve the company's Small Business Administration (SBA) profile.

"Now I get information about government contract bids via email every day," Reiber says.

Additionally, the two discussed pursuing potential opportunities to subcontract on projects. Beck explained how to identify prime contractors in the federal market and shared strategies for reaching out to those potential partners.

"Chuck helped put together a capability statement dedicated for government agencies

and contracting that serves as our company's snapshot," Reiber says. "His advice helped us find information about available bids and how to interface with government agencies all the way through payment processing."

Beck and Reiber also talked about pursuing local and state opportunities. Beck provided information about registering to do business with the State of Nebraska's purchasing division and the Nebraska Public Power District.

Since Protex Central first attended the NBDC PTAC government contracting workshops in August 2016, the company has increased sales in the federal and local markets.

Reiber attended a Meet the Buyers Conference hosted by NBDC PTAC at Chadron State College in 2017, which proved beneficial. "It was a good tool to help us get in touch with the purchasing sources and exchange information," he says. "It's always helpful to be able to put faces with the names."

He says the conference led to a closed-circuit television security project with the Internal Revenue Service in Scottsbluff, and a contract for an intrusion system for the Forest Service.

Most recently, Reiber consulted with Beck on a product that the company believes would benefit school districts and Beck provided him with contacts.

"Chuck has been very helpful as we navigate the different government processes and regulations," Reiber says. "We really appreciate what he has provided from a support standpoint."