




2016 ECONOMIC IMPACT

Statewide Government Contracting Services



Helping Businesses Grow & Succeed

Client businesses have won \$8.3B in contract awards since 1986, helping to create/save 187,090 jobs.

	→ 2016	→ 5 YEAR
 Create & Save Jobs	7,865	38,654
 Acquire Government Contracts (#)	1,307	12,350
 Acquire Government Contracts (\$)	\$461.8M	\$2.163B
<i>Includes:</i>		
Small Disadvantaged-Owned*	\$33.7M	\$323.4M
Women-Owned	\$26.3M	\$373.6M
Service Disabled Veteran-Owned	\$108.2M	\$376.5M

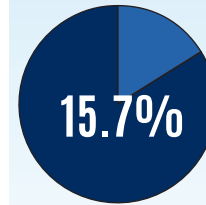
*Data captured for federal reporting purposes

SERVICE DELIVERY SUMMARY

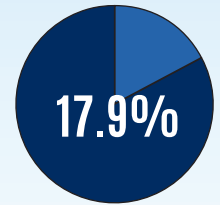
12,251 Professional Consulting Hours Delivered

2,029 Entrepreneurs and Small Business Owners Consulted

Veteran Status



Veterans



Service-Connected Disabled Veterans

129 Training Events Delivered

1,793 Training Event Attendees

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]



"I would say other businesses looking to start up in Pinellas County go to the SBDC, use the resources that they have and they'll definitely speed the path to success and profitability," said Brian Book. *Read full story on the back.*

Florida SBDCs Help You Help Your Small Business Constituents Grow & Succeed

The Florida SBDC Network is a statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Defense Logistics Agency, State of Florida, and other private and public partners, with the University of West Florida serving as the network's lead host institution. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for limited English proficient individuals.

→ fptac.org





Client Highlight

“Because the barrier for entry is so high in the government space the SBDC helped us to overcome some of those barriers and helped guide us through the maze of government agencies and the maze of websites and other areas that were required for us to set up and do business with the federal government.”



Helping Businesses Grow & Succeed

Book Zurman, Inc. of Pinellas County

Book Zurman, Inc. is a company that develops interoperability standards for electronic health records, specifically for veterans and their families. The company moved to the healthcare space in 2010. Brian Book, President of Book Zurman Inc., is a Desert Storm, disabled veteran who saw the need for computer software for the VA to share information with third party healthcare organizations. Passionate about improving the lives and health of future members of the military and veterans alike, Book sought out to find a solution.

“I had an invested interest in the success of the VA because I am a customer and consumer of the VA product. I always want to do whatever I can to help the veteran community receive the best healthcare that is possible. That healthcare largely happens in the VA but also in the private community and the ability for the VA to share that information in the community is very important,” Book said.

Book Zurman, Inc. had a mission, but they faced challenges navigating through the government to do business. “When we launched into work with the federal government, it’s very difficult to navigate that environment, and when started we didn’t have a whole lot of help, and we hadn’t discovered the SBDC, and we made lots of mistakes. I say often, that we stepped on many landmines,” Book added.

The **Florida SBDC at Pinellas County** specifically helped Book Zurman, Inc. with their CVE (Certified Veteran Enterprise) certification, a certificate that verifies the company as a disabled veteran-owned small business and gives support for funding and financing.

“Our biggest success so far has been the award of our newest contract with the VA that allows us to provide interoperability standards support and subject matter expertise in interpretation and implementation of healthcare standards within the VA,” Book said.

This past May, the VA awarded Book Zurman a \$20.7 million 5-year integrated health standards contract.

Not only is Book passionate about the success of his own company, he is involved with other veteran-owned businesses as well to help them understand how to navigate the environment and be successful in the government space. “I would say other businesses looking to start up in Pinellas County go to the SBDC, use the resources that they have and they’ll definitely speed the path to success and profitability,” Book added.

About the Florida SBDC’s Government Contracting Services

A specialized service provided through the Florida SBDC Network, the Florida Procurement Technical Assistance Center (PTAC) was established in 1985 to help any business located in Florida (small or large, profit or non-profit) interested in obtaining contracts with the Department of Defense (DOD), other federal agencies, state/local government agencies and government prime contractors. Consulting and training events are provided by Government Contracting Specialists who are trained and experienced in government contracting processes and requirements. Strategically located in Florida, these specialists assist with marketing strategies, responding to bids and solicitations, obtaining certifications such as Federal 8(a) and State of Florida Minority Business Enterprise, and a range of other areas in government contracting.

Pensacola (850) 474-2549
Ft Walton Beach (850) 586-7809
Tallahassee (850) 599-3407
Jacksonville (904) 620-2476
Orlando (407) 420-4850
Melbourne (321) 433-5570
Tampa (813) 905-5800
Ft Myers (239) 745-3708
Ft Pierce (772) 462-4942
Boca Raton (561) 862-4782/4781
Fort Lauderdale (954) 762-5235
Miami (305) 779-9232

Statewide Manager
Pensacola (850) 898-3485

Florida SBDCs Provide a Full Suite of Business Services

- Strategic Market Research
- Business & Strategic Planning
- Market & Revenue Growth Strategy Development & Implementation
- Capital Access & Loan Packaging
- Financial Analysis & Assessment
- Accounting & Financial Literacy
- Feasibility Analysis & Start-up

As the **only statewide provider** of entrepreneurial and business development services, Florida SBDCs play a vital role in Florida’s economic development by assisting entrepreneurs in **every stage of the business life cycle**.

Since 1976, Florida SBDCs have assisted hundreds of thousands of emerging and growing businesses by providing the **professional expertise, tools, and information** necessary to make sound business decisions in a complex and ever-changing marketplace.

In addition to the core service offerings of no-cost consulting, training, and business research, Florida SBDCs provide a **comprehensive toolkit of specialized services** for businesses looking to accelerate market growth, including:

- Growth Acceleration
- International Trade
- Government Contracting
- Capital Access
- Business Continuation

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