



Upcoming Events

Part of our mission at the PTAC is to provide training to our clients and members of the business community. We are very excited to announce the following upcoming training events in 2017:

- **May 4, 2017 Veteran-Owned Small Business Seminar**
Altoona, PA, - This seminar will cover the rules and benefits of being a Veteran-owned small business, and how to register your company. Tentative guests include a representative from the DVA's CVE program. Keep a lookout for emails and newsletters from us regarding this event. [Register Now!](#)

- **May 5, 2017 The Ever Popular Doing Business With Penn State**
State College - 9 AM to 12 PM. Registration information will be posted shortly.

- **May 25, 2017 SBA Matchmaking/DYNET**
Pittsburgh - Registration information will be available in March. This event will bring businesses and local, state, and federal partners together for a day of networking and education. More information will follow.

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Tech Companies Prep for Trump's Infrastructure Plan-Even Without Details

By Mohana Ravindranath

For the past few years, French entrepreneur Fabrice Brassart has been building what he thinks will be the backbone of the city of the future: a network of app-summoned self-driving cars that seamlessly navigate roads on a rubber pad lined with radio frequency identification tags.

It's an ambitious project that's still in the conceptual stage, at least a year from pilot deployment and four years from commercialization. Brassart is still raising funds in Europe for his Nice-based startup, REVA2, and already aims to use French cities Cagnes-sur-Mer and Rennes as testbeds-they have already expressed interest, he said. But he's found a reason to pursue entering the American market as well: President Donald Trump's campaign promise for a \$1 trillion infrastructure spending plan, meted out over 10 years.

"We will harness technology and make smarter decisions on how we build and utilize our infrastructure," Trump's transition team wrote in a brief description of his plans. "Our roads,

bridges, airports, transit systems and ports will be the envy of the world and enhance the lives of all Americans."

[Read more](#)

(Accessed on February 23, 2017)

GSA Moves Closer to Ending Reliance on DUNS Numbers in Contracting

By Charles S. Clark

The General Services Administration recently solicited information from industry on planned reforms to the government-wide system for identifying and validating businesses.



Since the 1970s, agencies have relied on the proprietary Dun & Bradstreet Data Universal Numbering System, or DUNS number, as the main tag for files on companies that bid for federal contracts.

Last September, GSA updated its Dun & Bradstreet contract to allow agency acquisition personnel and contractors wider latitude to use standardized company information for purposes beyond mere identification. In addition, both the Federal Acquisition Regulation and the regulations in Title Two of the Code of Federal Regulations have been revised to delete proprietary references to Dun & Bradstreet and DUNS.

This week's request for information noted that Dun & Bradstreet's contract to provide services to uniquely identify each commercial, nonprofit or government entity in contract relationships expires in 2018.

More Details

(Accessed on February 23, 2017)

For The Army, "Cyberwar" Is Quickly Becoming Just "War"

By Patrick Tucker, Defense One

The next great conflict will play out not just on physical terrain, but also in the electrical pulses of cyberspace and the electronic spectrum. But while anonymous enemies like ISIS or Russia's "little green men" are free to use the digital space as they like, U.S. Army leaders say legal requirements and a pre-digital rules structure complicate their response. That's why for the last 18 months, the service has been experimenting with different concepts of operations for the cyber units that will be on the front lines of tomorrow's fights.

The Army, which already has 30 cyber teams at full operational capability and 11 more at initial operating capability, is aiming to have 41 fully operational teams by year's end. "As soon as we create them, they are in operational use" in both offense and defense, said Brig. Gen. J.P. McGee, Army Cyber Command's deputy for operations. "We have Army soldiers delivering effects against ISIS and ISIL."

[Read more](#)

(Accessed on February 23, 2017)

About Us

The PTAC at SAP&DC is an economic development entity that bridges the gap between supplier and buyer in the government marketplace. The PTAC stands ready to support businesses in the Alleghenies region in their pursuit to secure contracts with local, state and/or federal government agencies nationwide by:



- Identifying niche government markets and specific contract opportunities
- Assisting with bid and proposal preparation
- Preparing the required vendor registrations
- Navigating your company through the requirements and procedures of government contracting

- Enhancing competition by obtaining applicable socio-economic certifications
- Providing guidance to ensure successful post-award contract performance

Due to the generous support of our Commonwealth and Federal funding partners, services provided by the PTAC are free of charge.

Whether you are an experienced contractor or new to the government marketplace, the PTAC will provide one-on-one counseling utilizing the following program resources to increase your share of contract awards.

PTAC Resources

- Electronic Bid Matching for products and services
- Military/Commercial specifications and standards
- Past procurement information and pricing histories
- State and Federal regulations guidance
- Professional training and outreach events
- Quality assurance and packaging guidance

Contact us today at The PTAC at SAP&DC to get started!

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