

Do you want to do business with the government but don't know where to start? Have you wondered what the benefits are of being registered as a Woman Owned Business or a Veteran Owned Business? If these are questions that you want answers to, then this seminar is one that you need to attend! This seminar will provide small businesses with practical and updated information for doing business with the government. Topics to be covered include:

- Intro to PTAC/Government Contracting Basics
- Over \$500 billion is spent annually on federal government spending
- Learn benefits/obstacles to government contracting
- Types of purchases and contract vehicles
- Intro to SBA Certifications
- 8a, Woman Owned Small Business, Historically Underutilized Business Zones
- Intro to Veteran Verification

Date: Monday, August 13, 2018

Time: 10:00 a.m. to 12:00 p.m.

(Event registration begins at 9:30 a.m.)

Place: North Central

49 Ridgmont Drive

Ridgway, PA 15853 (use 651 Montmorenci Road for GPS users)

The co-sponsors and speakers for event are:

Aleshia Marshall, Business Consultant/Clarion SBDC
Marisa Fentzel, Business Opportunity Specialist/SBA
Pittsburgh District

Donna Hottel, Director Procurement Assistance/North
Central Procurement Technical Assistance Center
(PTAC)

[Click Here to Register](#)

State of Contractor Registrations

by James Gerraughty,
PTAC Program Manager



Federal side of things:

The times, they are a-changing...just like the process for SAM registrations. The one bright spot is that GSA and SAM have dropped the requirement for the notarized letter before they give you (or update) your CAGE code. You will still have to mail in a notarized letter within 30 days of receiving/updating your company's CAGE code, but you'll at least be active and won't have any contracts or grants disrupted.

Here are the new steps:

- First, through SAM.gov, create a login.gov user account (if you don't already have one). Going forward, you will use your login.gov username and password every time you log in to SAM.gov. Your old SAM.gov username and password won't work anymore. You'll need to:

- Create a login.gov account if you don't have one. You only need to do this once.
- If you have a login.gov account, check the email address. If you already have a login.gov account, the associated email address must match the email address associated with your SAM.gov account in order to migrate your roles. If the email addresses don't match, you'll need to create a new login.gov account.
- If you don't have a login.gov account, enter an email address. Use the same email address you use for SAM.gov. If you don't currently have a SAM.gov account (are a brand-new user, for example), you may use any email address you have access to.
- Create a new password.
- Pick how you want to receive security codes. You need a working phone number (mobile or landline) or an authentication app (installed on your mobile or on your computer). Login.gov will use your phone or your authentication app to send you a one-time security code for authentication.
- Every time you select "Log In" on SAM.gov, you'll go to the login.gov sign-in page. You need to enter your login.gov email address, password, and the one-time security code that you receive. You can tell login.gov to remember your browser which stores your security code for 30 days.

- Second, you will need to mail a notarized letter stating that the entity administrator is who they say they are. The letter needs to be sent as soon as possible following the entity update process. The SAM.gov site has templates available, as does your friendly neighborhood PTAC.

As I wrote in the last newsletter, the data breach has also delayed the rollout of <https://beta.sam.gov>, the site that was to replace www.sam.gov in July of 2018. I have received no information from GSA on if or when the changeover will happen. Continue to use the original www.sam.gov site, and the login.gov site for credential management.

State side of things:

Good news again! No changes to registrations on the PA Supplier Portal!

A final word on SAM and PA Supplier registrations: SAM registration and PA Supplier registration will always be free. Please contact your local PTAC for any assistance regarding these new registration guidelines or any other questions. We can be reached at (814) 949-6550 or ptac@sapdc.org.

Groundhog Solar: The panels have hit the roof!

Groundhog Solar, headquartered in Altoona, PA, provides solar panels and installation/integration into buildings and structures.

Richard Flarend, Groundhog Solar's Owner-operator, submitted a bid proposal to CamTRAN Johnstown Renewable Energy Improvement Project, to install panels on the roof of the downtown Johnstown (PA) bus terminal. Mr. Flarend bid on the project, and was informed that he didn't get the bid. However, the project was rebid in May of 2018 and Groundhog Solar was invited to rebid.

Mr. Flarend met with both SAP&DC's International Trade and PTAC programs during this time. The PTAC assisted Groundhog Solar and Mr. Flarend with research on prevailing wage (Davis-Bacon) rates and review of the CamTRAN bid.

Groundhog Solar was awarded the project in early June, with a projected value of \$390,000.

Submit your noteworthy client success story that was facilitated by the PTAC's assistance or other significant programmatic accomplishments. Success Stories should include information pertaining to a specific favorable outcome related to a new customer, market, opportunity or actual contract award. Contact us and we will send you a simple form to complete!

Government's Delayed Response Breached Contract, Says ASBCA

by Steven Koprince

Here's a situation my colleagues and I see with some frequency: a contractor, in the course of working on a government contract, submits a request of some sort to the agency. Then waits for a response. And waits some more. Meanwhile, the government's delay in responding prevents the contractor from moving forward with some aspect of the project, causing the contractor to incur costs.

For contractors faced with this type of government inaction, a recent decision by the Armed Services Board of Contract Appeals is welcome news. In that case, the ASBCA held that the government breached its implied duty of good faith and fair dealing by waiting more than three months to respond to the contractor's request to amend the Statement of Work-allowing the contractor to "twist in the wind" during that period.

The ASBCA's decision in Relyant, LLC, ASBCA No. 59809 (2018) involved an Army contract for the acquisition of pre-fabricated relocatable buildings (abbreviated "RLBs" in the decision) for use at two different sites in Afghanistan.

The solicitation's Statement of Work included certain specifications for the RLBs. Among those specifications, the SOW required the installation of gypsum interior drywall to the interior of the shipping containers that would cover fiberglass insulation. But in its proposal, Relyant, LLC proposed a different configuration: the use of a "sandwich panel," including Styrofoam as the insulator instead of separate insulation and drywall. The Army awarded the contract to Relyant, but did not adopt the SOW change Relyant had proposed. In November 2008, Relyant submitted a written request to the Contracting Officer asking for permission to substitute the sandwich panel for the walls and ceilings. However, this request was apparently lost due to government computer crashes. Relyant resubmitted its request in April 2009. Relyant then repeatedly followed up with the government about its request, while two Relyant employees in Afghanistan were on standby, awaiting the Army's decision whether to allow the SOW change. In August 2009, the Army finally rejected the proposed change, insisting that Relyant perform in accordance with the original SOW. Relyant filed a claim with the Contracting Officer seeking damages for a variety of reasons. [Keep Reading](#) (Accessed 08/02/2018)

Official Says Vendors Will Have To Abide by New IT Spending Schema Too by Aaron Boyd

As the whole of government moves to adopt an analysis and accounting structure that can map technology investments to business outcomes, federal officials expect the contracting community to come along for the ride.

Included in the President's Management Agenda is a mandate for agencies by 2022 to implement the Technology Business Management schema-an industry standard for categorizing and tracking IT costs across an enterprise. The aim is to tie IT decisions on spending and operations directly to the value to the government and taxpayer.

Agencies are currently under mandates to report IT spending to the Office of Management and Budget. However, "The TBM piece is different [than other taxonomies] in that the measured outcomes are not in shrinking the number of spinning drives and blinking lights in your infrastructure. It's more about business outcomes," David Shrive, CIO at the General Services Administration and an early federal adopter of TBM, said during the TBM Summit on July 11.

But if a standards adoption effort is to succeed, it needs buy-in from all parties injecting or consuming data in the system. To that end, vendors will have to abide by the TBM schema, as well, according to the government's top IT leader.

"This is the discipline we're imposing on ourselves. It's also the discipline we're going to ask for from our vendors," Federal CIO Suzette Kent said at the event. "So our vendors are providing information into it using

some of those same taxonomies and when we share information, using that same nomenclature." It is unclear how the administration plans to enforce that discipline, whether by creating a mandate to include TBM as a requirement in contracts, standing up a standards office-similar to the Federal Risk and Authorization Management Program, or FedRAMP, which verifies vendors' cybersecurity-or just a strong suggestion.

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(Accessed 08/02/2018)

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 central PA Alleghenies region in the pursuit to secure contracts with local, state and/or federal government agencies nationwide.

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 all of the program resources necessary to increase your share of contract awards.

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

Email: ptac@sapdc.org

Phone: (814) 949-6500

Web: [PTAC @ SAP&DC](#)

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