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**State of the PTAC -  
March/April 2019**

By James Gerraughty  
PTAC Program Manager



**PTAC Training Details**

[PA UCP - Unified  
Certification Program  
webinar](#)

April 9th: 11:00 am - Noon

[Talent Succession  
Planning for DoD  
Contractors Class](#)

April 10th, Towanda, PA

[Talent Succession  
Planning for DoD  
Contractors Class](#)

April 17th, Wellboro, PA

[Wired for Gov't  
Contracting - Your Link  
to the US Army Corps of  
Engineers and the US  
Forest Service - Class](#)

April 18th, Ridgway, PA

[Finding & Winning  
Simplified Acquisition  
Opportunities](#)

May 7th, 2019

9:00 am - 1:00 pm

North Central PTAC

49 Ridgmont Drive

Ridgway, PA 15853

[Simplified Acquisitions](#)

I wanted to alert you to a

change that could affect our PTAC clients and partners:

The DUNS number, which has been administered by Dun & Bradstreet and a part of Federal contracting since 1962, will be phased out. A new vendor (Ernst & Young) will be taking over the entity validation system. This was announced on March 19, 2019.

The entity number, called a System for Award Management Managed Identifier (SAMMI), will be part of the SAM registration process, and SAM registrations will be needed for contracts and grants.

Details are a little vague as to when all of this will hit and changeover timelines. Everyone at the PTAC (and our national group APTAC) is keeping an eye on this, and has reconfirmed contacts with GSA and Ernst & Young to ensure minimal disruption to our clients and partners. Original information from the GSA stated that the DUNS numbers would be grandfathered, but a recent presentation at APTAC's Spring Conference from the GSA indicated that all contractors would need to get a new identifier/SAMMI.

As I get more information, I will pass it along. Keep an eye out for special emails, social media posts, and upcoming newsletters.

In other news: The next few months, we're going to have various training opportunities, both face-to-face and online,

[eChat webinar](#)

May 14th 11:00 AM EDT

[C3 Pittsburgh](#)

May 20th 8 am to 5 pm

[COSTARS Connections](#)

May 23rd 8:30 am to 12:30 pm EDT.

COSTARS contracting networking event. Two workshops featured  
- Intro to COSTARS for the member  
- Intro to COSTARS for the buyer.

The sessions will be followed by trade show style networking event.

[Simplified Acquisitions Full webinar](#)

June 11th 11:00 am EDT

**SAP&DC Events:**



**ADVANCED SALES TRAINING ON HOW TO SELL TO COMMERCIAL MARKETS**



Wed., April 17, Johnstown, PA  
8am to 1pm with lunch provided  
AN INTERACTIVE WORKSHOP FOR COMPANIES AND SALES TEAMS FACING UNIQUE CHALLENGES WHEN SELLING INTO LARGE ENTERPRISE AND COMMERCIAL ACCOUNTS. THIS WORKSHOP IS VITAL FOR THOSE WHO MUST SELL TO GOVERNMENT AGENCIES, SUB-PRIMES, DOD, LARGE CORPORATIONS AND MORE.

[RESERVE MY SPACE](#)

**Other Events:**

[DYNET FAIRMOUNT](#)

April 11th 8 am to 5 pm, Fairmount, WV

[Showcase for Commerce 2019](#)

May 30-31 Johnstown War Memorial Arena

covering some interesting topics in government contracting to help your business. Please refer to the events calendar at left. Furthermore, you can review and register for upcoming events on our [eCenter Page](#)

If you have ideas for topics, or would like to learn more about something, please drop us a line at (814) 949-6500 or [Email us](#).

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**"Eliminate Most DoD Small Business Set-Asides," Says Section 809 Panel**

By Steven Koprince, Managing Partner, Koprince Law, LLC

The Section 809 Panel has recommended that Congress eliminate most small business set-asides for DoD acquisitions. The Panel would replace the longstanding set-aside system with a meager five percent small business price preference.

For small government contractors, this recommendation is the policy equivalent of a five-alarm fire. Small contractors may need to fight hard to save the set-aside system.

Get ready for a battle.

**The Government's Longstanding Small Business Policy**

The United States Government has long supported small contractors. Policymakers wisely understand that providing contracting opportunities to small businesses isn't just good for those businesses, but benefits the nation as a whole. Here's how that longstanding policy is described in the Small Business Act itself, at 15 U.S.C. 631:

The essence of the American economic system of private enterprise is free competition. Only through full and free competition can free markets, free entry into business, and opportunities for the expression and growth of personal initiative and individual judgment be assured. The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this Nation. Such security and well-being cannot be realized unless the actual and potential capacity of small business is encouraged and developed. It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise, to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the Government (including but not limited to contracts or subcontracts for maintenance, repair, and construction) be placed with small-business enterprises, to insure that a fair proportion of the total sales of Government property be made to such



## The Air Force Just Handed Out 242 Contracts in Two Weeks and It Might Change Everything

By Scott Maucione

NEW YORK - This week the Air Force awarded a contract in three minutes. That's astronomically shorter than the three months it usually takes the service to award a small business contract.

The breakneck pace was thanks to the Air Force's Pitch Day, which awarded 51 contracts to companies that have little or no experience with the military. The service doled out \$3.5 million to those small businesses on Wednesday - each in 15 minutes or less. The first installments of the companies' contracts were in their bank accounts almost immediately.

While Pitch Day signifies a momentous increase in acquisition speed, it also indicates a sea change in the way the Air Force looks at the future of its industrial base and who it spends its money on.

### [Keep Reading](#)

Accessed 04/04/2019

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### 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](mailto:ptac@sapdc.org)

Phone: (814) 949-6500

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

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