

PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER - CONNECTING BUYERS & SUPPLIERS

Progress Through Regional Cooperation In The Alleghenies

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Upcoming Events

- Wide Area Workflow (WAWF) online training on February 22 ([Register here: https://attendee.gotowebinar.com/register/5243623008926530562](https://attendee.gotowebinar.com/register/5243623008926530562))
- SBA Matchmaking/DYNET Pittsburgh event on May 25, 2017 - Registration information will be available in March. This event will bring businesses and local, state, and federal together for a day of networking and education. More information will follow.
- Veteran-Owned Small Business Seminar, Altoona, PA, May 4, 2017 - We are still working out the details, but this seminar will cover the rules and benefits of being a Veteran-owned small business, and how to register your company. Tentative guests will be a representative from the DVA's CVE program. Keep a lookout for emails and newsletters from us regarding this event.

If you have any questions on the above events, please contact James Gerraughty at jgerraughty@sapdc.org or (814) 949-6528 with your ideas.

SAP&DC Marketing At Your Service

One-On-One Assistance to Build Business

Need help promoting your business? Tired of waiting for the phone to ring? Unsure how to best utilize new technologies and the Internet to attract customers/clients?



Southern Alleghenies Planning and Development Commission's Marketing and Communications Assistance Program (SAP&DC's MCAP) is here to help! We offer specialized marketing consultation and assistance. Businesses eligible include:

- Businesses in Bedford, Blair, Cambria, Huntingdon, Fulton and Somerset Counties
- Small and medium-sized businesses with 100 employees or less
- All for-profit businesses
- Any industry/sector except retail

Thanks to the support of generous sponsors, SAP&DC MCAP provides marketing assessment and marketing plan development services FREE of charge. SAP&DC's MCAP aids businesses in the region by providing one-on-one assistance. We guide you through the static to get your business, idea, message and brand moving! We work with you to create a comprehensive marketing plan rooted in a deep understanding of your brand, goals, and mission.

You need a plan! Start by talking to us. Start now by calling Ben Mazur, MCAP Marketing Specialist at 814-949-6552 or email Ben at bmazur@sapdc.org.

Governor Wolf, Bipartisan Leaders Announce Pennsylvania REAL ID Extension

January 19, 2017

Harrisburg, PA - Pennsylvania has been granted an extension until June 5, 2017 from the Department of Homeland Security (DHS) to fix state law to allow for federal REAL ID compliance after Governor Tom Wolf and bipartisan leaders including Senators Scarnati, Corman, and Costa, and Representatives Turzai, Reed, and Dermody, wrote to DHS Secretary Jeh Johnson earlier this month.



The extension will allow the Wolf administration, including the Pa. Department of Transportation (PennDOT), to work with the General Assembly to resolve Pennsylvania's non-compliance during the current legislative session. DHS told state leaders that additional extensions may be granted, as necessary, once the commonwealth can commit to meeting all REAL ID requirements.

[READ MORE](#)

DBE Contracting Opportunities Under the

Trump Administration



By Tony Franca, PilieroMazza, PLLC

With President-elect Trump's promise to turn America's crumbling infrastructure into an opportunity for accelerated economic growth, there are likely to be significant investments in the next four years in transportation, construction, and other similar projects. The new administration's plans are likely to have a particularly big impact on the highway construction industry, which stands to ultimately receive billions in federally-financed dollars. State and local governments will be first in line to receive the funds so they can be trickled down to create thousands of new jobs. Those dollars will be filtered through prime contractors and their disadvantaged business enterprise ("DBE") partners, which will be performing many of these federally-funded projects. With billions of dollars likely to hit the streets, this is a good time for firms to look into the DBE program.

[Tell Me More](#)

Article accessed 01/20/2017

Accelerated Small Business Subcontractor Payments Extended To December 31, 2017

By Steven Koprince

The government's policy encouraging prompt payment to small business subcontractors has been extended to December 31, 2017.

In a Memorandum issued on January 11, 2017 by the Office of Management and Budget, OMB Director Shaun Donovan ordered that the popular policy be extended to the end of the year, and provided additional direction to agencies regarding their quarterly reports on implementing the accelerated payment policies.

[Read On](#)

Article accessed 01/20/2017

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 contact 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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