



## Upcoming Events

Happy Summer! While the weather is nice, the PTAC will still be providing training to our clients and members of the business community. We are very excited to announce the following upcoming training events in June 2017:

### DATE CHANGE!

*The ever-popular* **Doing Business With Penn State**  
June 27, 2017 in State College from 9 AM to 12 PM.  
[Register Today](#)

### Tobyhanna Industry Day

June 21, 2017 at Tobyhanna Army Depot.  
Click: [LINK](#) to open the option to save or open a PDF for registration. Cost to attend is \$20. If you have questions or issues, give us a call or email, and we will gladly assist you.

If you have any questions about these events, please email [James Gerraughty](#), PTAC Program Manager or call him at (814) 949-6528. You can also email [Gloria Brooks](#), PTAC Specialist, or call her at (814) 949-6518.

## In This Issue

[Upcoming Events](#)

[SAM Issues - June 2017](#)

[Pentagon Killing Military Technology Edge](#)

[IT Modernization](#)

[Kingdomware Doesn't Require Recertification](#)

[About Us](#)

## SAM Issues - June 2017

By James Gerraughty

One thing I've been noticing with clients and other entities is an ever-increasing frequency of places that offer to renew or register your company's SAM profile for a fee. While this isn't illegal, and free market principles apply, I would advise any company to be on the lookout for these emails. They look "sorta" official, and often cause confusion and panic.

SAM Registration and renewal will always be unconditionally free. If you receive an email that IS NOT FROM A ".GOV" ADDRESS, just ignore it. If you get a phone call, that's definitely not legitimate; SAM will not call companies.

If you're not sure, give our office a call; we'd be happy to review the communication. We have seen it all. As always, if you need some help registering/renewing your company, the Southern Alleghenies PTAC is here to help!

Regards,

James F. Gerraughty, Program Manager, Southern Alleghenies PTAC  
jgerraughty@sapdc.org  
(814) 949-6528

## How Pentagon Contracting Is Killing the Military's Technological Edge

by Katherine McIntire Peters

How long does it take to buy a new handgun? More than a decade, if you're the U.S. Army. What sounds like the set up to a bad joke is all too real in the world of Defense acquisition. It took the Army 10 years to develop and rewrite requirements for a new handgun when, in 2005, the service set out to replace the M9 Beretta pistol soldiers had carried for decades.

The first draft of the Army's 350-page request for proposals (not counting 23 attachments) issued in 2015 somehow neglected to identify key requirements, such as the caliber of the weapon. As chronicled in a new report on Defense acquisition, "the paperwork alone added an estimated \$15 million or 20 percent to procurement cost." Ruger, a leading manufacturer, was so put out by the costly and complex process of selling to the government that [Read complete article](#)

(Accessed 05/19/2017)

## U.S. House Passes IT Modernization Bill

By Frank Konkell

Next stop for Rep. Will Hurd's Modernizing Government Technology Act: the Senate. The bill passed the House in a floor vote Wednesday, highlighting the bipartisan concern lawmakers share regarding the nation's aging federal technology, which includes at least 10 critical systems more than four decades old.

"Our government needs to be able to introduce cutting-edge technology into our workforce and to increase efficiency and decrease cost," Hurd said on the House floor. "This legislation is an innovative solution to strengthening our digital infrastructure. It will keep our digital infrastructure safe from cyber attacks while saving billions of dollars."

The MGT Act's journey through the House was swift, sailing through the House Oversight and Government Reform Committee only days after its April 28 introduction. Companion legislation in the Senate, however, is moving slower.

Sen. Jerry Moran, R-Kan., with cosponsors Sens. Tom Udall, D-N.M., Mark Warner, D-Va., and Steve Daines, R-Mont., introduced their version of the IT modernization legislation in April, but a vote before the Senate Homeland Security and [Read](#)

(Accessed 05/19/2017)

## Kingdomware Doesn't Require Recertification for GSA Schedule SDVOSB Set-Aside Orders

by Steven Koprince

The Supreme Court's landmark ruling in Kingdomware Technologies, Inc. v. United States does not require SDVOSBs to recertify their eligibility in connection with individual GSA Schedule task orders.

In a recent decision, the SBA Office of Hearings and Appeals held that Kingdomware doesn't affect the SBA's SDVOSB eligibility regulation for multiple-award contracts, which specifies that if a company qualifies as an SDVOSB at the time of the initial offer for a multiple-award contract, it ordinarily qualifies as an SDVOSB for all orders issued under the contract.

OHA's decision in Redhorse Corporation, SBA No. VET-263 (2017) involved a GSA RFQ seeking transition ordering assistance in support of the Network Services Program. The RFQ contemplated the award of a task order under the GSA Professional Services Schedule. The order was set aside for SDVOSBs under NAICS code 541611 (Administrative Management and General Consulting Services). The GSA contracting officer did not request that offerors recertify their SDVOSB eligibility in connection with the order.

After evaluating quotations, the GSA announced that Redhorse Corporation was the apparent awardee. An unsuccessful competitor subsequently filed a protest challenging Redhorse's SDVOSB status. The SBA Director of Government Contracting sustained the protest and

found Redhorse to be ineligible for the task order.

Redhorse filed an SDVOSB appeal with OHA. Redhorse argued that it was an eligible SDVOSB under the Professional Services Schedule and was not required to recertify its status for the order. Therefore, Redhorse contended, the SDVOSB protest should have been dismissed. OHA agreed with Redhorse and granted the appeal.

The competitor then filed a request for reconsideration. The competitor argued, [continue reading](#)

(Accessed 05/19/2017)

## 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!  
[Read more](#)

[Forward this email](#)

STAY CONNECTED

