



Success Stories & Events

We are changing up the Newsletter to make it more personal and welcome your suggestions on topics you would like to see included. Share your Success Story with the PTAC! Contact us to help write your success story.

The Southern Alleghenies PTAC is lucky to have other PTACs to partner with to bring government contracting educational opportunities to you, including "Doing Business with Penn State" [See story below](#)

We're taking some time off from outreach events during the summer months. They will resume them in September/October of 2017 so stay tuned.

In This Issue

[Success Stories & Events](#)

[Showcase Highlights](#)

[Doing Business with PSU](#)

[Another Win for Vets](#)

[What Gov't Wants](#)

[Gov't Breaking Laws](#)

[About Us](#)

Showcase of Commerce Highlights

By Gloria Brooks

Well, another Showcase of Commerce has come and gone. This annual event in Johnstown, sponsored by the JARI PTAC, ran from May 30th to June 1st and I attended the Showcase on May 31st.

My first session was The Government Contracting Series, sponsored by Wessel & Company. They covered the following topics:

- "What is Cost & Price Analysis in Government Contracting and How Does It Affect Your Proposal." The speaker was Tim A. DiGuseppe of TD Government Solutions.
- "Successful Government Contract Management & Performance." Speakers were Patrick Bearjar, CPA and Christopher Weir, CPA, both of Wessel & Company.
- "ScMI Subcontract Management and Training Mission." The speaker was Margaret DiVirgilio-CTC, Sr. Vice President and ScMI Trustee.

These topics were intended for program managers, contract, procurement or finance professionals who are involved with companies that have a prime or subcontracts with the Federal Government (or companies who want to begin to get involved with government contracts).

The topics were all very informative and everyone was very helpful with questions.

My next session, Government Acquisition Leaders Briefing, was my favorite. The speakers this year were:

- Major General David G. Bassett - Program Executive Officer, Ground Combat Systems
- Brigadier General Anthony J. Carrelli - The Adjutant General of Pennsylvania (National Guard). He was very informative.
- Brigadier General Brian P. Cummings - PEO (Program Executive Office) Soldier

My take away from these speakers are new contacts and different avenues for our companies to possibly do business with the armed services. Give me a call if you could use some new contacts or avenues to Procurement at 814-949-6518 or gbrooks@sapdc.org.

Doing Business with Penn State

June 27, 2017

The SAP&DC PTAC, in partnership with the SEDA-COG PTAC of Lewisburg, PA, sponsored an outreach on "Doing Business with Penn State University" in June. We were fortunate to have Duane Bullock of the Purchasing Department, and Vernon Davis of the Office of Physical Plant, give information and tips on doing business within the Pennsylvania State University Commonwealth Campus system. We had a full house at the Centre County Solid Waste Authority Learning Center.



Another Big Win For Vets: SDVOSBs Trump AbilityOne At VA, Court Rules

By Steven Koprince

The VA cannot buy products or services using the AbilityOne List without first applying the "rule of two" and determining whether qualified SDVOSBs and VOSBs are available to bid.

The May 30th decision of the U.S. Court of Federal Claims in *PDS Consultants, Inc. v. United States*, No. 16-1063C (2017) resolves - in favor of veteran-owned businesses - an important question that has been lingering since *Kingdomware* was decided nearly one year ago. The Court's decision in *PDS Consultants* makes clear that at VA, SDVOSBs and VOSBs trump AbilityOne.

[Read More](#)

(Accessed May 30, 2017)

What the Government Wants, What it Really, Really Wants

By Gloria Larkin

According to USASpending.gov, the government spent \$472,158,562,285 last year through contracting for services and products with large and small companies nationwide. This was a \$34 billion increase over the previous year, and 2017 is anticipating another increase, especially in Department of Defense spending.

To dive deeper, Maryland was the place of performance for \$29,744,228,534 in contract awards during fiscal year 2016, with subcontract awardees receiving an additional \$3,603,994,381 in Maryland. None of the noted totals include entitlements, grants or non-contract obligations.

The real questions most contractors ask [Continue Reading](#)

(Accessed May 20, 2017. Posted In: Contracting Strategies and Tactics, Government Contracting Institute)

The Government's Websites Are So Unreadable They Actually Break Their Own Laws

By Ephrat Livni

Federal agencies must use plain language. It's the law. Yet the new 2017 US Government Website Clarity Index (pdf), put together by the content analysis company Visible Thread, shows that many sites defy the Plain Writing Act with puzzling prose.

That 2010 statute ordered US federal authorities to communicate clearly. The idea is that simple language is easy to understand, making government more effective, efficient, and accountable to the people.

Plain writing can also make money. For example, the Department of Revenue in Washington state reports that after clearly rewriting a use-tax collection letter in 2003, citizens volunteered an additional \$2 million in a year (ppt). For every cent spent on this letter, the state made a dollar.

Perplexity's end, delayed

To help agencies comply with the 2010 act, various government arms-including the Office of Personnel Management and the General Services Administration-immediately planned the transition to plainness and provided online resources. Among these is a dedicated plain-language website [Read More](#)

(Accessed 06/23/2017)

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!

[Read more](#)

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