

# PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER - CONNECTING BUYERS & SUPPLIERS

Progress Through Regional Cooperation In The Alleghenies

Issue No.  
03-15

## In This Issue

[Contracting & Survey Data](#)

[Gov. Contracting 101 Classes](#)

[Say Goodbye to the Classic  
U.S. Postal Truck](#)

[GAO Saved the Government  
\\$40 billion in 2 Years](#)

### Contracting & Satisfaction Clients Surveys Rolling Out This Month

As part of our funding agreements from the State and the Federal Governments, the Southern Alleghenies PTAC is to conduct quarterly surveys into both contracting data (contracts awarded and by what agency) and client satisfaction. I mentioned this previously in our December 2014 newsletter.

We will be sending the contracting data survey to all of our clients, and the satisfaction to a portion of our clients, starting February 27. The satisfaction survey will only be sent to your company once per calendar year. The surveys are very short and will take 5-10 minutes to complete, and information therein will not be shared with any 3rd party entities, aside from our funding agencies.

The Southern Alleghenies PTAC uses these surveys as a barometer of economic health and our services to our clients in the region. If you have any questions regarding the surveys, please direct them to at (814) 949-

## Say Goodbye to the Classic White Boxy U.S. Postal Truck

The classic white boxy U.S. Postal Service truck that's been roaming American streets for decades just received a Dear John letter. The agency has issued a Request for Information for a ["Next Generation Delivery Vehicle"](#) it hopes will replace the existing fleet by 2018. Here's [Automotive News](#), which spotted the RFI documents online:

The agency has scheduled a meeting with potential bidders next week in Washington. It says it will pick vendors this summer to build prototypes, which will undergo tests in 2016 before a contract is awarded in early 2017.



Old U.S.P.S. Truck

It could be one of the largest fleet purchases ever. According to specifications released to potential bidders Jan. 20, the Postal Service would buy 180,000 vehicles at \$25,000 to \$35,000 a piece, valuing the contract at \$4.5 billion to \$6.3 billion.

The USPS began purchasing its current fleet of rectangles-on-wheels in 1987 - then for \$11,651 a pop according to a [2014 inspector general report](#). The new information request reveals that the service bought about 163,000 from the time through 2001. In recent years these so-called Long Life Vehicles have become a maintenance burden the cash-strapped agency can no longer bear.

The USPS wants to expand the payload capacity of its trucks to a minimum of 1,500 pounds, which looks like a nod to its increased emphasis on package

6528 or email  
[jgerraughty@sapdc.org](mailto:jgerraughty@sapdc.org).



James  
 Gerraughty,  
 PTAC Program  
 Manager

[jgerraughty@sapdc.org](mailto:jgerraughty@sapdc.org)  
 (814) 949-6528

## Government Contracting 101 Classes Ramping Up For 2015

Back in 2013, the Southern Alleghenies PTAC held a series of Government Contracting 101 classes in the four counties we serve. I'm pleased to announce that we will be doing it again as a free service to not only our clients, but the business community in Bedford, Blair, Fulton and Huntingdon counties.

The first confirmed class we have will be on April 15, 2015 at the McConnellsburg VFW in McConnellsburg, PA. Registration is required, and can be done online here: [registration for Gov. Contracting 101](#). Additionally, the Southern Alleghenies PTAC will make use of its eCenter page to promote other classes and presentations throughout the year. Our eCenter events page is found here: [eCenter Page](#)

If you have any questions, please don't hesitate to contact us at [ptac@sapdc.org](mailto:ptac@sapdc.org), or 814-949-6500/814-949-6500.

### Become a PTAC Client

To take advantage of the services and resources provided by The PTAC at SAP&DC, complete the [New Client Sign-Up form](#).

### Quick Links

delivery. *Automotive News* suggests the specified needs could be met by European-style vans that have "proliferated in the U.S. over the past decade." As we've written before, this class of slimmer vans, with its ability to take tighter turns, also has the potential to help [city planners design safer streets](#).



New U.S.P.S. Truck

The request documents reveal a number of design flaws in the current fleet that the USPS hopes to address in the next one. The preferred upgrades include:

- **Durable door design**-i.e. locks and latches that can "withstand the rigors of the postal duty cycle."
- **Stronger wipers**-the fleet's existing windshield wipers evidently experience "fatigue" from all the rain and sleet or even snow that don't keep post-people from getting where they need to go.
- **Crevice elimination**-apparently the current trucks have lots of "difficult to access" cracks where letters can accidentally slip and get lost in the mail.
- **Heavy-duty mats**-all that stepping in and stepping out takes its toll.
- **Better climate control**-Keeping the semi-exposed delivery person comfortable in every season requires a ventilation system that delivers heat or air "in the right quantities to the right body locations."

And let's not forget a good cup holder. Supplementary material supplies the specs here: The vehicle shall be equipped with a standard adjustable cup holder. The cup holder shall be within reach of the 5th percentile female and the 95th percentile male in the normal seated operating position. All exposed edges shall be rolled or provided with a radius of curvature to prevent injury.

Which raises the question: In what sense was [Newman](#) a 95th-percentile male?

*Article posted courtesy of  
 Eric Jaffe*

## GAO Saved the Government \$40 billion in 2 Years. Why Isn't Anyone Listening?

The Government Accountability Office released its [2015 High Risk List](#) this morning before a series of officials, including U.S. Comptroller General Gene Dodaro, testified before the Senate Homeland Security and Governmental Affairs Committee.

The biennial report is GAO's most-valued effort - a detailed description of the most troubled large-scale programs and projects in government.

[The PTAC at SAP&DC](#)

[PA Department of General Services](#)

[PA Small Business Procurement Initiative](#)

[PA Supplier Portal](#)

[PA eMarketplace](#)

[System for Award Management \(SAM\)](#)

[FedBizOpps](#)

[Small Business Administration / Contracting](#)

[Two new issues](#), IT acquisition and operations and health care at the Department of Veterans Affairs, were added to this year's list, joining 30 other problematic programs.

Here are some of the most egregious tidbits from GAO's newest report:

- GAO estimates more than \$90 billion in improper payments among Medicare, Medicaid and the earned income tax credit. "Any effort to reduce the size of (improper payments) could yield billions, if not more in savings in those programs alone," Dodaro stated. The Centers for Medicare and Medicaid Services overpaid for medical devices in 2012 by \$6 billion, a figure referenced by a clearly disgusted Sen. Claire McCaskill, D-Mo.
- GAO has been reporting problems in veteran health care since 2000, with increased attention in the past five years. During the span, GAO has made 167 recommendations to VA, but only 20 percent have actually been heeded. If I followed only 20 percent of the recommendations of my overseers, I'd receive a swift boot in the butt out the doorway. "VA suffers from mismanagement and inadequate oversight, especially in individual facilities," Sen. Tammy Baldwin, D-Wisc. No kidding.
- The government spends a shade over \$80 billion on IT each year, but \$58 billion goes to legacy operations. That's not a recipe for modernization. GAO has made 737 recommendations to agencies in an effort to improve IT spend, but only 23 percent of those recommendations [have been fully implemented](#). "Again, Congress has made efforts in VA and IT, but efforts need to be monitored with more congressional oversight and, in my opinion, agencies need to be reformed," Dodaro said.

What's ironic is that when the government does fully follow GAO's recommendations, it saves a whole lot of money.

Committee Chairman Sen. Ron Johnson, R-Wisc., put his accounting background on public display, highlighting one of the most absurd facts tossed around today.

In the past two years, the federal government has saved \$40 billion by fully implementing GAO recommendations, which led him to ask Dodaro, "If we were to implement all the recommendations on the current High-Risk List, what do you think the potential savings would be?"

Dodaro didn't give an exact number, but he hinted that just fixing improper payments in Medicare, Medicaid and earned income tax credits - implementing predictive analytics across those agencies to sniff out bad payments, for example - would likely save billions alone.

Despite such an obvious value - \$40 billion saved in two years - Congress has actually cut GAO's annual budget by some \$30 million since 2010.

GAO's operating budget is about \$522 million, so the savings generated by its recommendations amount to a "76 to 1 payback," Johnson said. He added, "We need to make sure GAO stays fully funded."

*Article posted courtesy of  
Frank Konkel*

## 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!



SAP&DC  
PTAC

[Forward this email](#)



WkL#hp dl#z dv#hqw#r#survhuC vdsqflruj #e | #[mhudxjkw/C vdsqflruj](#) ;#  
UdsL#hp rydc#z lk#[VdihXqvxevfueh0](#) #; [SuYdf](#) | #[SrdF](#) | 1



VDS) GF #; 6#Vkhudwrc#Gulyh#; Dwrqrd#; SD#; 49934