

PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER – CONNECTING BUYERS & SUPPLIERS

Progress Through Regional Cooperation In The Alleghenies

Issue No.
11-14

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The PTAC at Southern Alleghenies Commission would like to wish all of our clients a Happy Thanksgiving.

Sincerely,
James, Brandon & Gloria



Two Outreach Events by the Southern Alleghenies PTAC

Southern Alleghenies PTAC's mission is to educate businesses and related stakeholders on all aspects of government contracting. During the month of October, we had the pleasure of holding two events to benefit of businesses in the region.

The Federal Contracting MBA brought several PTACs from the center of the state, and numerous clients to State College for an upper-level course in government contracting presented by Patrick Bearjar and Christopher Weir of Wessel & Company, Johnstown, PA.



Federal Contracting MBA

Attendees were educated on Prime & Sub-Contractor relationships, federal contract compliance, and key concerns for government contractors. We were fortunate to co-sponsor this event with the SEDA-COG PTAC of Lewistown, PA.

The Contracting with the Commonwealth

Doing Business with Penn State

The Southern Alleghenies PTAC, in partnership with the PTAC at SEDA-COG in Lewistown, PA, is sponsoring a class on Doing Business with Penn State University, taking place December 4, 2014, in Bellefonte (Not too far from the Nittany Mall). The course is taught by Duane Bullock, PSU Supplier Diversity Manager, and Vernon Davis, PSU Contractor Liaison. Topics to be covered are:

- How Penn State purchases products and services
- How to find business opportunities with Penn State
- How to get on Penn State's Prequalified Bidders List
- What is the Penn State Purchasing Card
- Learn more about the Office of the Physical Plant (OPP) Contractor Diversity Program
- How to find Construction Opportunities with Penn State

The class starts at 10 AM and ends at 12:00 PM, with a registration check-in at 9:30 AM. There is no charge for attending, but pre-registration is required. You can register at the following link:

http://www.ptassist.com/services/ptac_register.php?id=D1ED243529

The location of the event is at the Centre County Recycling & Refuse Authority (253 Transfer Road, Bellefonte, PA), just off of I-99 and near the Nittany Mall.

For more registration information or questions, please contact James Gerraughty at jgerraughty@sapdc.org or (814) 949-6528.

JPMorgan Says Government Purchase Cards Not Affected by Hack

At least one segment of the population appears immune from the JPMorgan data breach that hit 76 million households this summer: federal cardholders.

The hackers who compromised a cache of names, phone numbers, and home and email addresses did not see contact information for the 500,000 government employees who use agency-issued JPMorgan

class was presented by Bruce Beardsley of the Pennsylvania Department of General Services. Attendees representing eight companies in the area were educated in contracting with PA, and the PA COSTARS program, which is a public-private cooperative purchasing program the Commonwealth of PA has had for the past 9 years.



Contracting with the Commonwealth

The PTAC at Southern Alleghenies is happy to either present or host these educational events, because of the benefit to companies and the region. If you have a suggestion for an outreach event, please send us an email at ptac@sapdc.org, or call (814) 949-6550.

Small-Business Contracting on the Rise, Official Says

For the first time, the Pentagon has exceeded departmental goals for small-business contracting, a senior Defense Department official said last week.

Small businesses made up 23 percent of the Defense Department's prime contracts in fiscal year 2014, receiving about \$53 billion in work, said Andre Gudger, director of the office of small business programs, in a DoD News Interview.

"This year, the Department of Defense not only exceeded its goal, but it also is on course to exceed the federal wide goal. ... That's significant -- that's historical, in fact," he said.

The department also exceeded its goal of 3 percent for contracts with small businesses owned by service-disabled veterans -- about \$9 billion in contract value - - Gudger said. "There's no one better than that group of people to know what we need and how fast we need it, and help us to reduce the barriers in acquiring it," he said.

Prime contracts are contracts in which the department contracts directly with the business, as opposed to

cards.

This means there is no need for federal employees to replace cards or be concerned about hackers emailing duplicitous messages to defraud them - at least in this case. If they used those cards to shop at Kmart, Target or Home Depot, whose payment systems were recently poached, that puts them in a different risk category.

Consumers and small business employees who logged onto JPMorganOnline or Chase.com were affected by the August assault. However, feds sign on through a different website, called PaymentNet.

"Federal cards issued by JPMorgan were not impacted," company spokeswoman Patricia Wexler told *Nextgov*.

JPMorgan, Citibank and U.S. Bank are part of a federal program called SmartPay that provides purchase, travel and fleet cards to federal employees.

Government and private investigators now "know with certainty what was compromised and what wasn't compromised," she said.

Officials at the General Services Administration, which runs the SmartPay program, said the JPMorgan breach did not impact GSA or SmartPay government cards at all.

Some security experts say the bank attackers might have ties to Russia or another Eastern European country.

JPMorgan serves about 37 federal agencies under SmartPay, including the Environmental Protection Agency, Transportation Department and NASA, according to the company.

Separately, on Tuesday, internal EPA investigators told lawmakers at a House hearing that out of \$152, 602 worth of transactions sampled, more than half -- or \$79,254, covered prohibited, improper or erroneous purchases. In several cases, cardholders purchased unauthorized gym

subcontracting, where a second company is hired by a defense contractor to accomplish some part of the work.

Critical to battlefield dominance

This is an important accomplishment, Gudger said, because small businesses are critical to dominance on the battlefield.

"The department is very interested in technology innovation capability," he said, "and traditionally, small business is the hub for innovation in technology." This led DoD to focus on small businesses as mission enablers, Gudger explained, and the office of small business programs serves as the principal advisor to the secretary of defense in all matters of small business.

"Small companies are typically very agile and nimble," he said. "They are very responsive to new and emerging threats, new and emerging technologies and new and emerging capabilities, so being more agile and nimble, they can bring and deliver products to the market faster."

Perhaps even more critical in a tight fiscal environment is that small businesses drive competition and, in turn, drive affordability, Gudger said.

"If you go back to Better Buying Power 1.0, small business was specifically called out there, and it carried forward into Better Buying 2.0, and now we have Better Buying Power 3.0, and small business is continuing to be a focus, because there is a value proposition there," he said.

The defense contracting community has accepted the challenge, Gudger added.

"In light of the perfect storm -- a sequester, a continuing resolution, a shutdown, a furlough, a workforce reduction -- it made it very difficult in a time of budget uncertainty to achieve small business goals. ...And so, you have to do things on purpose," he said. "You have to plan."

Improving relationship between government and business

As the first director of the small business office to come from the private sector, Gudger said that decision to bring in someone with his background was driven by President Barack Obama's focus on improving the relationship between government and business. The president has referred to small business as "the engine of job creation."

In sharp contrast to when he first arrived at the small business office -- when, Gudger said, it seemed much of the department felt that small business contracting goals were basically another box to check, the Defense Department and the entire

memberships totaling \$2,867. The missteps are unrelated to JPMorgan or the recent penetration.

Article posted courtesy of Aliya Sternstein

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federal government now actively seeks to contract with more small businesses, and more businesses in general.

Through an interagency collaboration program Gudger described as "fantastic," the government reached out to small businesses to generate awareness of shifting investment priorities, and they responded.

Looking for modern, capable products

For example, in times of budget uncertainty, the department looks to services for efficiencies, and looks for more modern, capable products to invest in, Gudger said. "We wanted small businesses to really be aware where the Department of Defense was going to make investments," he added.

The small business office oversees \$100 billion in spending, for products ranging from boots and clothing to supersonic aircraft, Gudger said, adding that small businesses play a role in every one of those contracts.

"There's a myth that small businesses don't build planes or ships or nuclear equipment," he said. "Our Virginia-class-sub--a nuclear sub -- is 70 percent built by or developed by small businesses at the prime contract level."

This arrangement led to the development of interoperable systems, Gudger said, which drove down costs while helping the Navy modernize and maintain its dominance in undersea warfare.

"Small businesses at the prime contract level can lead to a phenomenal outcome and lead to a capability that's the finest in the world," he added.

*Article posted courtesy of Claudette Roulo
DoD News, Defense Media Activity*

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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