



## UPCOMING EVENTS

### Doing Business With Penn State

Tuesday, December 12, 2017

10:00 a.m. to Noon

Centre County Recycling & Refuse Authority  
253 Transfer Rd., Bellefonte, PA 16823

This is a repeat performance of how to do business with The Pennsylvania State University and its 19 Commonwealth Campuses. Duane Bullock and Vern Davis will go through the contracting process, what Penn State is looking for in contractors, and answer any questions you might have. SAPDC PTAC is doing this in partnership with SEDA-COG PTAC.

[Register Now](#)

### Doing Business with PA Army Depots

Thursday, December 14, 2017

13:00 to 14:30

Online Webinar

This is an online version of what was presented at the PA Services Industry Day in Mechanicsburg on October 18, 2017. Kelly Rhodes of Letterkenny Army Depot and David Kern of Tobyhanna Army Depot will be reviewing what the two locations are looking for in terms of services from small businesses in support of the warfighter. There will be opportunities for Q&A in this interactive online event!

[Enlist Today](#)

## In This Issue

[Upcoming Events](#)

[Veteran's Day 2017](#)

[Could Senate Plan Backfire?](#)

[SBA Cuts Back](#)

[Happy Thanksgiving](#)

[About Us](#)

## Veterans Day 2017

Take a moment to give thanks and remember the veterans of past and present that have sacrificed to allow us all the freedoms that we have.

Sincerely,

Gloria, Jill & James





## Could the Senate's Plan to Speed Up Bid Protests Backfire?

By Frank Konkel

The Senate's National Defense Authorization Act contains a provision that would force the Government Accountability Office to resolve Defense Department-related bid protests within 65 days instead of the current 100-day deadline.

It's one of two controversial provisions in the NDAA addressing the increasing number of bid protests across government that Congress will address in conference over the coming months—the other being a provision that would require large defense contractors to cover the government's costs incurred if they file losing protests.

Regarding both provisions, the agency that would be affected most by these provisions—the GAO—appears to be their biggest critic.

"The proposed reduction of the DOD bid protest timeframe to 65 days would significantly reduce the opportunity for participants in DOD protests (traditionally more than half of GAO's protest caseload) to fairly and thoroughly address and present issues to assist in GAO's review," wrote U.S. Comptroller General Gene Dodaro in a September letter addressed to the Senate Armed Services Committee.

Speeding up the protest process would give contractors and agencies less time to assess the procurement, and could lead Defense to "produce less robust responses," including situations when the department voluntarily corrects an error in the procurement. A shorter duration also increases "the risk that all parties, including DOD, will not have a meaningful opportunity to present GAO with a full explanation of the facts and legal issues involved."

In addition, shortening the timeframe by 35 percent also puts significant stress on GAO. [Read More](#)

(Accessed 10/25/2017)

---

## SBA Hopes to Cut Back on the Hoop Jumping for Government Contractors, WOSBs

By Meredith Somers

The Small Business Administration is closing in on a proposed rule that will lighten the load for both its contracting officers, and the women-owned small businesses (WOSB) looking to work with the federal government.

Sean Crean, director of SBA's Office of Government Contracting, said SBA is about 30-60 days away from putting a rule out for public comment, establishing a WOSB certification process.

"What will eventually happen, after this process is complete, we will implement a policy where contracting officers no longer have to go into an electronic file cabinet, they'll be able to rely on the fact that SBA has now got an approved certified firm and it'll be on parity with the other certification programs that we have like HUBzone, as well as the 8(a) program," Crean said during said Thursday's ChallengeHER event in Washington, hosted by SBA, Women Impacting Public Policy (WIPP), and American Express OPEN. "And then their choices as a contracting officer become very simple."

The certification issue dates back to the National Defense Authorization Act of 2015, when Congress said it wanted two things for WOSBs, Crean said: certification for this type of small business, and for WOSBs to have sole-source contract opportunities available to them.

"When the [certification] program was initially stood up and implemented, it was stood up as a self-certification program," Crean said. [Continue Reading](#)

(Accessed 10/25/2017)

---

## Happy Thanksgiving from the Southern Alleghenies PTAC!

*Happy Thanksgiving to everyone from Gloria, Jill, & James, PTAC staff at Southern Alleghenies. Take a moment to give thanks for all the good things you have going for you!*

*Food for thought...eating contests involving turkey rarely end well.*

*We are grateful for being given the opportunity to work with you.*



### 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

