

PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER – CONNECTING BUYERS & SUPPLIERS

Progress Through Regional Cooperation In The Alleghenies

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November 2016

The Southern Alleghenies PTAC is looking forward to two upcoming outreach events to serve the companies in our area! All of these events are in partnership with other PTACs to serve our clients in western and central Pennsylvania!

The PTAC will also be attending the **Association of Procurement Technical Assistance Centers (APTAC) conference** in Washington, D.C., November 6 through 9. This conference is an excellent forum for training and networking with other PTACers.

Doing Business with Tobyhanna Army Depot - November 1, 2016, 0800 to 1300, Park Inn by Radisson, Mechanicsburg, PA. We're very excited about this one! Registration is \$20/person, with a limit of 2 people per company. Please visit [PTAssist](#)



Doing Business with Penn State University - November 17, 2016,

10:00 to 12:00, 253 Transfer Rd, Bellefonte, PA. A favorite of businesses around the area, and free to attend! Please visit [PTAssist](#)

If you have any questions on the above events, or would like to see a course put on, please contact James Gerraughty at jgerraughty@sapdc.org or (814) 949-6528 with your ideas.

Beware of scams involving FEMA's response to Hurricane Matthew



By Georgia Tech PTAC

Accessed 10/20/2016

Hurricane Matthew is being used as a platform to circulate false information to government contractors and other vendors.

We want to make sure that you are aware of this situation so no one takes advantage of you, especially at a time when so many people are vulnerable to the storm hitting Florida, Georgia and South Carolina.

Please be on alert to the possibility of phone calls and emails which encourage you to register in a database that will give your company "priority vendor" status by "emergency managers" (implied to be FEMA officials) so that you can be given the "opportunity to help your community for disaster relief efforts and make profits at the same time." The services offered in these solicitations carry a price tag ranging between \$195 and \$1,200 for a variety of services, including a "priority listing."

Please be advised that FEMA does NOT have a "priority vendor" program. FEMA does maintain a legitimate web site for vendors who wish to voluntarily provide supplemental information on the kinds of services they would like to furnish to FEMA, and there is no fee to use it. That web site is at (click here) [FEMA](#).

FEMA states: "Submission of the vendor profile form does not place you on a preferred list of vendors to be considered for procurements. FEMA does not maintain such a list. The form is used to assist in secondary market research and is voluntary. FEMA does not charge any company a basic registration fee. There are companies that replicate services of Federal Government entities and there are typically fees associated with their services. Most Federal Government services, if not all, are free of charge. Always make it a practice to reach out to the appropriate Federal agency first to inquire about the validity of the service, specifically if a fee is associated with it."

Please feel free to consult with any GTPAC (or other PTAC) counselor whenever you are in doubt about the legitimacy of any government contract-related offer. In fact, we would appreciate it if you would share questionable solicitations with us. (Click here for [Link to story](#)).

Manufacturing Day @ MDL Manufacturing

Sixteen businesses participated in Manufacturing Day held at MDL Manufacturing in

Bedford PA on October 7th.

According to Wayne Blue, Executive Director of the Pennsylvania Workforce Development Centers, there were 190 students from Bedford, BCTC, Chestnut Ridge, Claysburg, and Tussey Mountain, plus Hyndman and Everett kids that were at the BCTC. Timing of the day was excellent because it happened to be the Friday that NBC, Tussey and Everett all had their Homecoming Games and celebrations.

Purpose of the day was for students to see how manufacturing is changing and becoming very automated and that there are local jobs in manufacturing. Several training schools were also there to make students aware of where they can get the training they need.



Students observe automation in manufacturing at MDL in Bedford on Manufacturing Day.



DoD Mentor-Protégé Program: Major Changes Proposed

By Steven J. Koprince, Managing Partner, Koprince Law LLC



Accessed 10/20/2016

The Department of Defense is proposing a major overhaul of the regulations governing its "pilot" mentor-protégé program for small businesses. The proposed rule, which was published in the Federal Register on

September 23, 2016, makes a number of important changes, including adding new eligibility criteria, placing limits on the amount of time a protégé can participate in the program, adding new required elements to mentor-protégé agreements, and much more.

The DoD's proposed rule responds to the 2016 National Defense Authorization Act, which called for the DoD to amend its mentor-protégé program. The proposed rule makes the following important changes: [Click for details](#)

Bid Protest Corrective Action: You Can't Always Get What You Want

By Nicholas T. Solosky, Fox Rothschild LLP

Accessed 10/20/2016

Every government contractor that files a bid protest has the same goal in mind - corrective action. The agency made a procurement error and changes need to be made.

But just because the agency takes corrective action does not mean it will be the corrective action your firm wants. Contractors should take the time to consider the possible outcomes of a successful bid protest before filing.

Take, for example, the recent U.S. Court of Federal Appeals decision denying a protest over corrective action. In that case, an unsuccessful offeror successfully protested a United States Transportation Command non-temporary storage contract. In response to the protest, the agency took corrective action and started the process of re-evaluating all offerors in order to make a new award decision.

But this was not the corrective action the protestor expected. [Click here for full article](#)

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!



Contact: **James Gerraughty, Government Procurement
Program Manager**
3 Sheraton Drive, Altoona, PA 16601
| 814-949-6528

