

PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER – CONNECTING BUYERS & SUPPLIERS

Progress Through Regional Cooperation In The Alleghenies

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In This Issue

[Events @ SAP&DC PTAC](#)
[Year-End Spending Rush](#)
[DOE Rescinds \\$5 Billion Award](#)
[New Rule for Small Business](#)
[About Us](#)

SAP&DC
PTAC

Events @ SAP&DC PTAC *October 2016*

The Southern Alleghenies PTAC is looking forward to four 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!



COSTARS Training with SEDA-COG PTAC

October 4, 2016 10:00 to 12:00

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

To register, please visit [PTAssist](#)

Manufacturing Day

Friday October 7th @ MDL Manufacturing Industries, Inc. in Bedford Township, PA.

Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Students, mainly from the Bedford area, will be touring the plant and visiting the exhibits from regional technical schools, manufacturers and other organizations. SAP&DC is again making a presence by exhibiting at MFG DAY.

Student tours run from 8:30 until noon. Lunch is from 12 to 1:15 with afternoon tours from 1:30 to 2:30. [Click here for details.](#)

Doing Business with Tobyhanna Army Depot

November 1, 2016, 0800 to 1300

Park Inn by Radisson Harrisburg/West, 5401 Carlisle Pike, 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

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

A favorite of businesses around the area! To register, 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.

Year-End Spending Rush is On, But Not What It Used to Be

By Katherine McIntire Peters

September 16, 2016



The federal equivalent of Black Friday isn't what it used to be. Conventional wisdom has it that agencies rush to spend their budgets in the final quarter of the fiscal year, but a new analysis of federal contracting data shows that Q4 spending is declining after years of elevated levels, with more agencies obligating a larger share of funds in the first quarter of the fiscal year. [More](#)

Department of Energy Rescinds \$5 Billion Award Due To Contractor Sale After Bid Submission

By: Damien Specht and Rachael Plymale

September 9, 2016



A string of recent decisions have found the U.S. Government Accountability Office (GAO) struggling with the impact of corporate transactions on pending proposals. See FCi Federal, Inc., B-408558.7, B-408558.8, Aug. 5, 2015, 2015 CPD ¶ 245 (overturning award where "as a result of the sale . . . the original proposal, upon which the award decision was based, no longer reflects the intended approach to performance"); see also Wyle Labs., Inc., B-408112.2, Dec. 27, 2013, 2014 CPD ¶ 16 (overturning award where the awardee had recently engaged in a corporate reorganization); IBM U.S. Federal, B-409806 et al., Aug. 15, 2014, 2014 CPD ¶ 241 (noting that a corporate reorganization did not appear "to have any significant cost or technical impact on performance of the requirements"). These decisions have led to significant uncertainty as to what best practices should be adopted by contractors in significant transactions.

Continuing this confusion is yet another case where an apparently successful offeror has lost its contract because of a transaction. Earlier this week, the National Nuclear Security Administration ("NNSA") rescinded the award of a nearly \$5 billion contract to a Lockheed Martin company-Nevada Site Science Support and Technologies Corporation ("NVS3T")-after learning that the company had been sold to Leidos Innovations Corporation after submission of the bid. [More](#)

New Rule Finalizes Small-Business Subcontracting Changes

By Sheila A. Armstrong & Robert J. Sherry - August 29, 2016

Regulatory amendments related to small-business subcontracting will take effect on November 1, 2016.

On July 14, the Federal Acquisition Regulatory Council issued a final rule in the Federal Register to implement regulatory changes that the Small Business Administration (SBA) made. The final rule makes many important changes to the Federal Acquisition Regulation (FAR) Part 19 and FAR clause 52.219-9 to implement the statutory requirements of Sections 1321 and 1322 of the Small Business Jobs Act of 2010 (Pub. L. 111-240). These changes, which take effect on November 1, are summarized below. [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!



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