



UPCOMING EVENTS

COSTARS: "It's Not Just Price" presented October 3, 2017

COSTARS, the Commonwealth's Cooperative Purchasing Program, leverages the purchasing power of the state and our over 8150 members (consisting of local governments, public authorities, and non-profit educational and health entities and fire and rescue companies) to generate competitive pricing while eliminating the need for the public bidding process. With its comprehensive choice of products, it gives local public and non-profit agencies the option of keeping their procurement dollars in their local economy by purchasing from qualified suppliers. At the same time, COSTARS provides increased opportunities for hundreds of businesses of all sizes in all locations to compete for over \$575 million of government business. COSTARS contracts are awarded to all responsive and responsible bidders.

Claire Osborne, Marketing Manager of the Pennsylvania Department of General Services COSTARS program will present the program, focusing on the following information:

- Program Background
- Program Benefits
- Bidding Opportunities
- How to become a COSTARS Supplier
- State Contracts & COSTARS Contracts
- Marketing Tips
- Information on the COSTARS Website

[Register Here](#)

Amazon Seller 101 Tour

Ben Franklin Partners and Southern Alleghenies are hosting a seminar, "Amazon Seller 101" on September 20, in Johnstown, PA. The cost is \$99 for this highly-regarded repeat performance of the presentation designed to help you successfully begin selling on Amazon.

Amazon has surpassed Google as the starting point for online shoppers, making Amazon Marketplace an appealing channel for sellers. If you want your products to be where most shoppers start their journey, this session is for you.

"Amazon Seller 101" will help you easily get started selling your

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products in the Amazon Marketplace. You will be guided step-by-step, bringing clarity to all you need to know to begin selling to the millions already on Amazon.

View the video, discount code, flier and registration process: [Click Here](#)

**ATTENTION BUDDING ENTREPRENEURS:
Big Idea Contest Offers Big Prizes**



Have you been thinking about developing or commercializing an innovative product, process, or new software application?

Then, you need to think about Ben Franklin Technology Partners! We are looking for budding entrepreneurs, researchers, software developers, or even small existing businesses. Our risk-free BIG IDEA contests have been helping folks start or grow their businesses for nearly 20 years.

This year's cash prizes will be awarded to four winners:

First Place: \$25,000

Second Place: \$15,000 - Third Place: \$7,500 and a People's Choice Award: \$2,500.

A simple online application could be the first step in taking you from StartUP to UP and running. Check out <http://bigidea.benfranklin.org>

No need to share your "secret sauce" or any detail you believe is proprietary.

The deadline to apply is October 2, 2017 at 5:00 PM

CORs Weren't Authorized to Order Additional Work - So Contractor Goes Unpaid

By Candace Shields, Sr. Associate Attorney, Koprince Law, LLC

A contractor's performance of extra work outside the scope of the contract may go uncompensated if a contractor does not receive appropriate authorization in accordance with the contractual terms.

A Court of Federal Claims decision reinforced that a contractor should only perform work required under the terms of the federal contract or directed by an authorized government agent in accordance with the contractual terms. And importantly, a Contracting Officer's Representative isn't always authorized to order additional work-even if that person acts as though he or she has such authority.

The Court's decision in *Baistar Mechanical, Inc., v. United States*, No. 15-1473C (2016) involved a ground maintenance and snow removal services contract for the Armed Forces Retirement Home's property in Washington, D.C., which included 270-acre property providing residence to several hundred retired military members. Baistar successfully bid on and was awarded the contract, [Keep Reading](#)

(Accessed 08/09/2017)

Government Tenant Liable for Damaging Leased Space

By Steven Koprince, Managing Partner, Koprince Law, LLC

A government agency was liable for damaging leased space, even though the lease didn't contain an explicit clause requiring the government to repair the space.

In a recent decision, the Civilian Board of Contract Appeals held that the VA was required to compensate the landlord for damage to the space, because every lease-including those entered by government tenants-contains an implied provision requiring the tenant not to damage the leased space, except for ordinary wear and tear.

The CBCA's decision in Commerce Plaza Office Partners, LLC, CBCA Nos. 5220, 5260, 5313 (2017) involved two lease between Commerce Plaza Office Partners, LLC (the landlord) and the VA (the tenant). The first lease called for the VA to lease space for a clinic; the second lease called for the VA to lease office space for administrative needs.

The parties later agreed that the clinic lease would terminate on October 12, 2015. Shortly before that date, the VA vacated most of the space.

After the VA vacated the space, the parties jointly inspected the premises. [Read more](#)

(Accessed 08/28/2017)

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](#)

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