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SAP&DC
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Happy Holidays, Merry Christmas, and Happy New Year from all of us at the North Central, Northern Tier, and Southern Alleghenies PTACs!



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Gloria, Jill, Donna, Laurie, and James

**DECEMBER WEBINAR:
2018 Federal Contracting Year End Review**

Date: December 13, 2018
Time: 1:00 - 2:30 p.m. EST
Trainer: Steven Koprince, Koprince Law LLC

Email your PTAC for a FREE access code to this webinar:
Southern Alleghenies - [James Gerraughty](#)
North Centra
l - [Donna Hottel](#)
Northern Tier
- [Lori Lentz](#)

[Click Here to Register](#)

SUCCESS STORY: Mac Builders & Design, Inc.

Mac Builders & Design, Inc. is a Veteran Owned construction management and general contracting company. The company began in 2009 and has been growing each year. In the beginning, their primary focus was on light commercial and residential projects. They have since entered the government marketplace and have been awarded several government contracts.

They contacted the PTAC in 2016 to assist with expanding their government contracting reach and have been a PTAC client ever since. The PTAC emails the company a list of construction projects based on the criteria entered into their company profile.

As a result of supplying the company with construction leads, they have been awarded two contracts for the renovation of the Bradford County Courthouse in Towanda, Pennsylvania. For more information on receiving free government project construction leads, contact your local PTAC.



NIST official: Revisions coming for data protection guide, will address 'advanced' cyber threats By Rick Weber

GAITHERSBURG, MD -- The National Institute of Standards and Technology is planning to issue a draft second revision to its guidelines for controlled unclassified information handled by the Defense Department and government contractors, in order to better address "advanced persistent threats," according to a key NIST official.

The upcoming draft revisions are based on recent assessments that information critical for national security requires "enhanced" protections, the NIST official said at a public meeting updating industry and government officials on the data requirements at NIST headquarters on Thursday.

NIST's Ron Ross said a draft revision to NIST guideline 800-171 would be issued before the end of the year for public comment. The revisions are "just in the planning stages this week" and a formal announcement will be issued soon. Ross said the enhanced requirements would be proposed for comment as an appendix to the overall document to offer additional protections beyond "basic" controls outlined in chapter three of the guidelines. [Keep Reading](#)

Accessed 10/29/2018

PA Industry Day - See What You Missed

For those who could not attend October 17th PA Industry Day in Camp Hill, what an opportunity missed! Almost 80 businesses and over 40 partners participated in this great networking event hosted by SEDA-COG's Procurement Technical Assistance Center (PTAC). The event targeted small business manufacturers and service companies and highlighted opportunities from four government buyers who included the Picatinny Arsenal, the Defense Logistics Agency (DLA), Tobyhanna Army Depot and Letterkenny Army Depot. The total combined expenditures of the government buyers equate to billions of dollars.

Your local PTACs, (Southern Alleghenies, North Central and Northern Tier pictured below), co-sponsored this year's event and are willing to assist your business in learning about opportunities / how to do business with government agencies.



James Gerraughty, Program Manager / SAPD&C PTAC; Laurie Lentz, Program Manager / Northern Tier PTAC; Donna Hottel, Director Procurement Assistance / North Central PTAC



James Gerraughty talks with the Procurement Technical Assistance Program's (PTAP) Grants Officer, Natalie Ross.

Here's the run-down:

Natalie Ross, DLA Grants Officer, provided information on the services of the Procurement Technical Assistance Centers (PTAC) and how they can help you with free (low cost) government contracting assistance. Find your counselor by clicking on the [Map](#).

Christina Young, OSBP Director/DLA outlined the agency's six major business units: Troop Support, Land and Maritime, Aviation, Energy, Distribution, and Disposition Services. Offering 100% of our Military Services' Consumables, DLA has over 12,000 suppliers averaging 9,000 awards daily with over 5.2 million line items.

David Kern, Small Business Specialist; Keith Hoffman, Chief of Systems Integration and Support; and Bob Edmunds, Strategic Business Analyst provided key insight into Tobyhanna Army Depot's mission and scope. Be sure to check out how to do business with Tobyhanna Depot as well as a listing of the Depot's Multiple Award Task Order Contracting (MATOC) awardees including contact names and phone numbers which can be found in the presentations link.

Tina Weyant, Executive Director/World Trade Center, explained International Traffic in Arms Regulations (ITAR) including who needs to comply, what is on the munitions list, key questions to ask before a sale, registration with the Directorate of Defense Trade Controls and applicable fees.

Barb Dunlop, Logistics Management Specialist and Kelly Rhodes, Small Business Specialist provided detail into Letterkenny Army Depot's mission, vision and the top 20 NAICS codes they buy. Be sure to check out the presentation link for upcoming opportunities as well the requirements to do business with Letterkenny.

Gherin Fracasso, Director/Picatinny Arsenal presented on Other Transaction Agreements; both stand-alone OTAs and consortium approach OTAs. Be sure to check out the slide deck to see how to join a consortium.

Jim Daly, VP Indefinite Delivery Indefinite Quantity Programs / AECOM - be sure to check out these "how-to's" from a large prime's perspective.

The second part of the day was spent networking with each of the buyers, one-on-one. Even more important than the presentations, networking is an essential part of government contracting. It's how contacts are made and contracts are won.

All eleven of the PA Industry Day's presentations can be found here: [SEDA-COG](#)

North Central's Director Procurement Assistance, Donna Hottel, receives CPP

North Central's Director Procurement Assistance, Donna Hottel, received national recognition as a Certified Procurement Professional (CPP) from the Association for Procurement Technical Assistance Centers (APTAC) at its Annual Fall Conference. The conference was held November 11-14, 2018 at the Hyatt Regency on Capitol Hill in Washington DC.

APTAC's CPP Certification signifies extensive knowledge and experience in a wide range of subject areas required to provide comprehensive and effective assistance to businesses interested in government contracting.

Not only has Donna shown an in-depth understanding of the Federal Acquisition Regulations (FAR), government acquisition processes, proposal preparation, post-award administration and other issues, but she has also demonstrated the ability to teach and guide small business owners, whether they be newcomers to the government marketplace or more experienced contractors seeking specialized help. Attaining CPP certification takes a minimum of two years and is an

important and noteworthy achievement.

PTAC services are free to clients in the six counties of Cameron, Clearfield, Elk, Jefferson, McKean and Potter. Services include: government registrations (SAM), socio-economic certifications, bid match, proposal/documentation review, workshops and networking events, market research, and access to military specs and standards.



Pictured above are APTAC's President Tiffany Scroggs (left), Donna Hottel, NCPRPDC (center) and David Pease, APTAC Chair/Professional Review Committee (right)

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 central PA Alleghenies region in the pursuit to secure contracts with local, state and/or federal government agencies nationwide.

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 all of the program resources necessary to increase your share of contract awards.

Contact us today at The PTAC at SAP&DC to get started!

Email: ptac@sapdc.org

Phone: (814) 949-6500

Web: [PTAC @ SAP&DC](#)

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