

things. We at your Southern Alleghenies, North Central, and Northern Tier PTACs have been getting advanced alerts (and whiplash) on information like upcoming spending bills like the NDAA 2020, changes to Veteran-owned business and HUBZone regulations, CMMC, and (everybody's favorite) SAM/beta.sam.gov transition. Through channels like this newsletter, social media outreach, and plain-old talking to people (who does that anymore?!?!), we will get this information out to you, and answer any questions that you may have.

While we're cycling down toward the end of our current program year, there will be a lot of events coming up in 2020. Periodically check the SA, NC, and NT calendar of events on our eCenter page, <https://sancnt.ecenterdirect.com/>

If you have ideas for topics, or would like to learn more about something, please drop us a line at (814) 949-6500 or ptac@sapdc.org

I'm going to sign off for now and pop a copy of "Elf" into the DVD player!

New Functionality on the Way for FedBizOpps Replacement

by Aaron Boyd, Nextgov Sr. Editor

PTAC Update: While the move from fbo.gov to the Integrated Awards Environment (IAE) was problematic at the time this article was written (12/03/2019), a lot of feedback and continuous improvement has gone on the search capabilities for contract on beta.sam.gov. One nugget of info: If you want to save a search, you must make an account in beta.sam.gov. It will be different than your current SAM.gov account. Have questions? Ask your PTAC.

The transition from the standalone Federal Business Opportunities-better known as FedBizOpps or FBO-was a rough one for users of the federal contracting website. But program managers at the General Services Administration say they're working through the problems and plan to launch new capabilities in the near future. FedBizOpps-the central website for posting federal contracting opportunities-was shuttered over Veterans Day weekend, replaced by the Contracting Opportunities tab on beta.SAM.gov. GSA had been planning the move

for over a year as part of a widescale effort to consolidate 10 contracting resource websites onto a single platform.

But users logging on-or attempting to log on-to the site Nov. 12 were met with long load times, timeouts, missing information and difficulty remaining logged in through GSA's Login.gov.

The transition team was well aware of these issues and spent the first 72 hours after Contracting Opportunities went live dealing with the latency issues. GSA officials declined several requests for comment on the specifics of these issues and remediation efforts with regard to SAM and Login.gov.

On Monday, GSA released a fact sheet [Continue Reading](#)

(Accessed 12/05/2019)

New HUBZone Rules Kick-in January 1, 2020

by Shane McCall, Senior Associate, Koprince Law, LLC

SBA proposed a major revamp of how it will interpret and enforce the HUBZone program's rules back in October of 2019. We wrote about the major changes in a couple of posts ([here](#) and [here](#)) as well as some of the common misconceptions that SBA cleared up as part of the proposed rule.

Well, the wait is over. SBA will release the final rule November 26 and the new rules will become effective on January 1, 2020.

Some of the big changes detailed in these earlier posts are:

- Annual recertification of HUBZone status, rather than at time of bid and award.
- A minimum threshold for attempting to maintain compliance with the requirement that at least 35 percent of a concern's employees reside within a HUBZone. SBA will impose a presumption that, if the HUBZone's employee residency drops below 20 percent, the HUBZone will have failed to use its best efforts to comply.
- HUBZone small businesses will be able to keep counting employees that formerly resided in a HUBZone toward the required totals for the 35

percent residency requirement, even if those employees move out of a HUBZone.

The rules contain many other changes and clarifications. If you are a HUBZone certified company or looking to become one, be sure to read through our in-depth coverage of these changes on SmallGovCon.com or consult the rule. We'll continue to review the final rule and provide an update on any major changes in the final rule from the original proposed rule.

(Accessed 11/27/2019)

Tis the Season...

We here at the Southern Alleghenies, North Central, and Northern Tier PTACs wish all of our clients and stakeholders a warm and happy holiday season! We also look forward to serving you in 2020!



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Happy Holidays!

Gloria, Renee, Barb, Laurie, Jill, and James

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!

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