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PTAC



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Progress Through Regional Cooperation In The Alleghenies

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Training @ a Glance

GSA Update on beta.sam.gov

September 16th
4 PM EDT

DETAILS

Navigating the Dos and Dont's of the PPE Supply Chain

September 17th
9:30 AM EDT

State of the PTAC - September 2020

By James Gerraughty,
SAP&DC PTAC Program
Manager



Summer is winding down, we are (mostly) back in the office, and we're becoming pros at virtual meeting software! A small, and I think beneficial, side-effect of the COVID 19 situation is that clients seem to be OK with the virtual meeting software, and are using it to reduce windshield/travel time. We will continue the email/phone call/video chat for some time. However, if a face-to-face visit is needed, we'll inform you of precautions. In any case, the PTAC looks forward to working with you and your company!

Please review our training opportunities that are coming up in later September and beyond for our PTAC and PREP Partners. We have some scheduled webinars on PPE by the

series of online presentations and panels on a range of international business and trade topics.

To register, [please visit](#)

Please note: Due to the COVID-19 outbreak, webinars on various topics will be coming up with short notice. The PTAC will endeavor to get the information out to clients via email. For an up-to-date listing of PTAC events, [please visit](#) often!

Big Tech Moves Against Certification as a Government Solution for Cybersecurity

By Mariam Baksh, Nextgov

If governments are going to insist on using certification schemes-like the Defense Department's new Cybersecurity Maturity Model Certification program-in efforts to improve cybersecurity, they should at least consider technology vendors' own assessments, the Information Technology Industry Council said in new policy principles.

"Governments should consider alternatives to certification, such as supplier's declaration of conformity/vendor attestation," reads the policy recommendation released Tuesday.

The suggestion is among six items the group offered for governments' consideration, amid the Defense Department's high-profile rejection of "self-attestation" in developing its CMMC program.

ITI Senior Vice President for Policy and Senior Counsel John Miller said the guidance is meant for a global audience, and highlighted the traction certification schemes have had not just within the U.S. and the European Union but also in countries like Brazil and India. "Cybersecurity certification is not a comprehensive, one-size-fits-all solution, nor should it be considered a solution of first resort," the document reads. "Nonetheless, if governments choose to set regulations to mandate certification schemes even after recognizing the limitations of certification, we recommend they follow six key considerations." [Continue Reading](#)

(Accessed 9-4-2020)

Government Surpasses Small Business Contracting Goals in Fiscal 2019 for Seventh Year

By Courtney Bubl , GovExec

The federal government exceeded its overall small business contracting goals for the seventh consecutive year in fiscal 2019 by awarding \$132.9 billion in prime contracts, which was an increase of more than \$12 billion from the previous year.

On August 12, the Small Business Administration reported that in fiscal 2019 federal agencies awarded 26.5% of total prime contract dollars to small businesses, which surpassed the goal of 23%. Additionally, agencies broke records for prime contracts awarded to women-owned, service-disabled veteran-owned and small disadvantaged businesses.

"The federal prime and subcontracts awarded to small businesses in fiscal 2019 equate to more than 1 million jobs created," SBA Administrator Jovita Carranza said. "Every contract that gets in the hands of a small business is a win-win for our nation, entrepreneurs and their employees, and the communities they support. This is especially important now, as our economy recovers from the pandemic-related setbacks."

The federal government received an "A" grade on the overall [scorecard](#), which has statutory goals that are based on the total of eligible contract awards in the federal procurement data system. Since Congress enacted the first procurement goal for small businesses in 1988, these "goals have been increased, extended to include some subcontracting, and applied to" various socio-economic subcategories," SBA told *Government Executive* on Tuesday. [Continue Reading](#)

(Accessed 9-4-2020)

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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