

PTAC Link

PROCUREMENT TECHNICAL ASSISTANCE CENTER – CONNECTING BUYERS & SUPPLIERS



Progress Through Regional Cooperation In The Alleghenies

State of the PTAC – October 2020

by James Gerraughty,
SAP&DC PTAC Program Manager



The past month of September is always a little bittersweet. On one hand, you have Fall coming in and the weather changing (for the better, in my humble opinion). On the other, this is when the PTAC files its cooperative agreement documents with DLA to continue providing PTAC services to our area. It's a good deal of research, paperwork, and writing, but it also gives us a chance to reflect on what the PTAC and its clients have gone through over the past year (only a couple of minor things, right...?), and what we look forward to in the next year and beyond for our clients and region.

Please review our training opportunities that are coming up in October and beyond for our PTAC and PREP Partners. We have some scheduled webinars on cybersecurity/CMMC by the Southern Alleghenies PTAC, government registration and contracting-specific marketing topics by the Northern Tier PTAC, a review of ED/WOSB certifications and their changes by the North Central PTAC, and a Tri-state government contracting matchmaker in December. For an up-to-date list at any time, [please visit our event page](#), and you can search by date and location between our 3 centers.

I've been getting some interesting ideas for outreach/educational topics from our clients. If you have any ideas for topics, or would like to learn more about government contracting, please drop us a line at (814) 949-6500 or send us an [Email](#).

Upcoming Training Events with the PTAC and other PA PREP Partners - October 2020

All events are free, unless otherwise noted. Events do require registration, so please visit the associated link for more information.

PTAC:

Understanding Woman-Owned Small Business Certifications for Government Contracting – October 7, 2020, 09:00 AM EDT. This free webinar will explain the upcoming changes to the SBA's Woman-owned certifications, including the move to an information review more in line with other SBA certification. Cosponsored event between the North Central PTAC and the Northwest PA PTAC. Registration is free, but you have to sign up to attend: [please register here.](#)

Understanding Certified Payroll Requirements on Government Construction Projects – October 15, 2020, 2:00 PM EDT. This webinar will assist your company into making the move to government-funded constructions projects. With certified payroll reporting requirements this type of contracting can be intimidating and overwhelming. Free to attend, but you must [register here.](#)

PA COSTARS and Lesser-Known Government Contracts in PA – October 20, 2020, 09:00 AM EDT. Many businesses look at federal contracting, and GSA schedules in particular, as "government contracting." However, there is a similar contracting vehicle with Pennsylvania called COSTARS. The COSTARS contracting vehicle has been active since 2004 and has evolved to meet not only the Commonwealth's but also COSTARS Members' needs. The event is free to attend, but you must [register here.](#)

Marketing to Government Agencies & Prime Contractors – October 22, 2020, 2:00 PM EDT. This webinar will help you understand and implement best practices in marketing to government agencies. You will learn how to build a compelling value proposition that speaks to your target clients, and how to properly respond to sources sought notices to increase your chances of getting an opportunity set aside. The event is free to attend, but you must [register here.](#)

Project Spectrum Cybersecurity Maturity Model Certification Level 1 Training – November 24, 2020, 11:00 AM EST. The Southern Alleghenies, North Central, and Northern Tier PTACs are proud to partner with Project Spectrum on The Cybersecurity Maturity Model Certification (CMMC) Level 1 training. This free webinar will cover what CMMC is, the current laws surrounding it, impacts to government contracting and subcontracting, and a review of what is covered under the CMMC Level 1 domains. The webinar is free, but you [must register](#) to attend.

Tri State Mega PTAC Matchmaker – December 8-9, 2020. Details and registration can be [found here.](#)

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!

VA CVE Verification Appeals Must be Filed at SBA, Not VA

By Nicole Pottroff, Senior Associate, Koprince Law LLC

If the VA Center for Verification and Evaluation denies a company's application for verification as a service-disabled veteran-owned small business, the applicant has the right to appeal—but the appeal must be filed with the SBA, not the VA.

In a recent case, an applicant tried to appeal its denial to the VA, apparently based on the erroneous advice of a VA employee. By the time the applicant realized that it had appealed to the wrong agency, it was too late.

The decision of the SBA's Office of Hearings and Appeals in CVE Appeal of Starblast, Inc., SBA No. CVE-164 (Sept. 9, 2020) is a cautionary tale about the importance of knowing where to file a CVE verification appeal.

On June 3, 2020, CVE denied Starblast's SDVOSB application. Apparently, a VA employee advised Starblast to file an appeal with the VA. So that's what Starblast did: on June 5, [Continue Reading](#).

(Accessed 10/01/2020)

When Politics and Procurement Mix, The Effects Can Be Deadly

By Stan Soloway, President/CEO, Celero Strategies, LLC

Important components of the pandemic response have bypassed essential rules and protocols, but the problems go beyond the current crisis. In a recent case, an applicant tried to appeal its denial to the VA, apparently based on the erroneous advice of a VA employee. By the time the applicant realized that it had appealed to the wrong agency, it was too late.

As the national response to the pandemic and associated economic crisis continues to unfold, it is becoming increasingly clear that we are again in territory where politics meets procurement. And that should be a concern for every American. Let's start with the obvious: The effective and efficient execution of any portion of the pandemic response largely hinges on the effective and efficient performance of our acquisition system. The process by which federal contracts and grants are awarded is critical to support the manufacture and distribution of protective equipment, ventilators, or therapeutics and to deliver assistance to individuals and businesses struggling to survive. It therefore follows that the responsiveness of the acquisition system to meet these critical needs in large part determines the efficiency and effectiveness of our government's response. This is why it is so disturbing to read about cases in which important components of the national response have involved clear efforts to simply ignore the rules and protocols, from basic due diligence and pricing analyses to transparency. [Continue Reading](#).

(Accessed 10/01/2020)

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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