



We're very pleased to share with you a collection of recent success stories from our regional PTAC clients. From the team of PTACs in Southern Alleghenies, North Central, and Northern Tier regions, we are grateful for you, our hardworking business clients.

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Second Street
Emporium, PA 15834
(814) 486-3493

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te Route 11 Ste. 1
New Milford, PA 18834
(570) 465-2135

Caldwell Corp.
North Central PTAC

Caldwell Corp. is a machine shop

Summit Energy Solutions, LLC
Northern Tier PTAC

located in north center Pennsylvania's Cameron County. Early this year, through Representative G.T. Thompson's office, Caldwell Corp. contacted North Central PTAC. Having recently lost a major client, LEDvance, Coldwell Corp. was looking to expand into other markets. The PTAC enrolled Caldwell Corp. as an active client. Initially, the PTAC started Caldwell Corp. on myBidMatch.com to pursue government solicitations. This culminated, recently, in Caldwell's responding to a NIST Request for Proposal under a machining Basic Ordering Agreement.

Since the beginning of the year, Caldwell Corp. overcame many hurdles with North Central PTAC's assistance. A non-exhaustive list follows:

- Recover SAM.gov account and bring registration current
- Construct a Capabilities Statement aimed at government agencies
- Start the multitude of necessary steps needed to contract or sub-contract for the DLA
- Guidelines for approaching government agencies and prime contractors through a variety of resources including webinars

Much progress has been made. However, work continues on several fronts. While Caldwell's awaits a (hopefully positive) NIST response to their proposal, work has begun on getting Caldwell Corp. HUBzone certified. The DD2345 form to gain the JCP Certification needed for DLA contracts was recently submitted. Further refinement of their Capabilities Statement continues in preparation for soliciting sub-contracting work. Together, North Central PTAC and Caldwell Corporation are on the cusp of gaining that first government contract.

Summit Energy Solutions LLC. has been in business since February 2015. Angela has been diligently working with the PTAC during the last year. The client requested assistance with two bid submissions, one for the PA Game Commission and one for a Statewide uniform contract. The client also requested assistance with becoming certified as a woman-owned small business through the SBA beta.certify.gov certification program. During this time, Angela successfully responded to two solicitations for State contracting. The first bid was awarded to another company and she is still waiting results for the second solicitation. Angela has also attended numerous on-line training webinars sponsored by the PTAC. The client has gained valuable knowledge on the bidding process as well as working with the SBA to become certified as a WOSB.

The PTAC's assisted with submission by providing step by step guidance throughout the process. The PTAC assisted with gathering and completion of all the supporting documents needed for the statewide contract. Then went on to assist through "GoToMeeting" with the actual submission of the bids. Provided assistance with contacting the purchasing agent and assisted with finding the post award information. The PTAC also assisted with becoming a business partner with PennDOT. The PTAC also assisted her through the new SBA WOSB certification process. This was all done through on-line GoToMeeting sessions.



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Lincoln Highway
Everett, PA 15537
(814) 652-6458

KLA Roofing and Construction, LLC. SAP&DC PTAC

KLA Roofing and Construction LLC. is a small business in Everett, PA and has been in business since 1998. They have been a PTAC client since 2006. During the last fourteen years, the PTAC has worked to offer new avenues to expand KLA's business from getting the proper registrations and certifications at the beginning of their journey to government contracting; to developing a customizable capability statement and to the connections with the difference agencies. KLA has been able to learn to navigate government contracts (JOCs, MATOCs & IDIQs) on both state and federal levels.

Ken Tewell, Owner/President of the business, has been so focused on his business succeeding at government contracting that he hired a Qualified Site Safety Health Officer, who is highly-trained and up-to-date with the latest version of the EM-285-1-1 and OSHA standards. He is also a Pre-Qualified Contractor for PHMC.

Since becoming a client with the PTAC in 2006, KLA has won millions of dollars in contracts with different agencies in both state and federal markets making them a **SUCCESS!!**

SAP&DC PTAC - Gloria Brooks brooks@sapdc.org and James Gerraughty jgerraughty@sapdc.org - North Central PTAC - Barb Brennen bbrennen@exchange.ncentral.com - Northern Tier PTAC - Laurie Lentz lentz@northerntier.org



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