



What to Expect at a Matchmaker

Our DoD Northeast Regional Council Matchmaker is quickly approaching! To know what to expect from this event, here is some basic information about our co-host, the DoD Regional Council. The DoD Regional Councils for Small Business Education and Advocacy are a nationwide network of small business specialists organized to promote the U.S. national Small Business Programs. Members include Federal Agency staff, PTACs, and some Prime Contractors. There are multiple councils throughout the nation divided up by region.

The DoD Northeast Regional Council Matchmaker occurs annually throughout the New England Region and includes part of New York. It is an organized event that matches small businesses with government contractors and federal agencies. It is held in a large room filled with tables that are staffed by prime contractors or government agency staff. All registrants sign up for multiple, short meetings that are scheduled ahead of time. On the day of the matchmaker, you will already have your schedule and will receive a seating map to help you find your appointments.

You should prepare yourself for your meetings by learning what particular services or products primes and agencies are looking for and who they currently buy from. Be prepared to deliver an "elevator pitch" and have your capability statement finalized. You want to convince the buyers why they should buy from you!

We will be holding Matchmaker Preparation workshops that all small businesses interested in attending the matchmaker are welcome to attend. Your PTAC counselors are here to help and want you to succeed!

To learn more information about the event or to register, please visit <http://www.ribusinessmatch2017.org/>.

RI PTAC Recommended Resources

FAR- Accessing Federal Acquisition Regulations

<https://www.acquisition.gov/?q=browsefar> is a great resource for finding FAR clauses.

NAICS-North American Industrial Classification Codes

<http://www.census.gov/eos/www/naics/> is a good tool if you need to update your company's NAICS codes.

RI SoS- Rhode Island Secretary of State

<http://sos.ri.gov/divisions/Business-Portal/> has been updated to provide information about state filings, reports, corporation information and other state resources.

Starkweather & Shepley Workplace Safety Series

Starkweather & Shepley present "**The Hidden Cost Behind Construction Insurance Claims.**" This event will be held February 28, 2016 11am-1pm at the Crowne Plaza, Warwick. Lunch is included. To register please call 800-854-4624 ext. 1341 or email Stefan Petrella, spetrella@starshep.com.

SBA All-Small Mentor Protege Program

The Small Business Jobs Act of 2010 and the National Defense Authorization Act for Fiscal Year 2013 provided authority for the Small Business Administration to establish mentor-protégé programs for all small businesses. Rather than creating separate programs for each constituency the SBA chose to create a single, all-inclusive mentor-protégé program modeled on the successful mentor-protégé program available to participants in its [8\(a\)](#) program. The purpose of the new program is to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts.

For more information about the SBA All-Small Mentor Protege Program, visit their [website](#).

Chafee Center for International Business 2017 World Trade Day

This year's World Trade Day, May 24, 2017, will focus on interconnectedness and how we, as business people, are **Connecting the World through Global Business**. While we don't know yet what the exact issues will be next May, we do know that over the next several months we will all be closely watching developments in U.S. trade policies; U.S. relationships with countries such as China, Russia and Cuba; global economic dynamics; global infrastructures and supply chain trends, and much more. How will we be connecting with the world and what will that mean for our businesses?

World Trade Day is a unique opportunity to participate in in-depth discussions on these and other global issues. State Trade Expansion Program (STEP) companies can attend this event for free.

To learn more about World Trade Day, visit the [website](#). To learn about the Chafee Center's STEP Program please contact Linda Woulfe, Assistant Director, STEP Program Manager - 401.232.6525 or lwoulfe@bryant.edu

Upcoming Events and Workshops

Opportunities in Government Subcontracting - February 16th

Matchmaker Preparation - March 2nd & March 14th

Register at : <http://riptac.ecenterdirect.com/events>

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