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### Client Spotlight: Dome Publishing Company, Inc.



THE DOME COMPANIES    SUPERIOR QUALITY SINCE 1940    MADE IN THE USA

**DOME**<sup>®</sup>  
RECORD KEEPING  
PRODUCTS

**SELFGRIP**  
SELF-ADHERING  
TAPE AND BANDAGE

**HANDEZE**<sup>®</sup>  
THERAPEUTIC ACTIVITY  
SUPPORT GLOVES

**TAPE-O**  
CORPORATION<sup>®</sup>  
COLORED WRAPS  
AND TAPES

Dome Publishing Company, Inc. was founded in Providence, RI in 1940 by CPA Nicholas Picchione and has remained a family-owned business for the past 77 years. Picchione's ambition was to simplify the bookkeeping and accounting process for small businesses by creating easy to use bookkeeping records and deposit registers. Over the years as technology evolved, Dome kept up and added bookkeeping software to their product line.

Dome later branched out and grew to include three new lines of "Made in the USA" products. The first of the three is Handeze, aptly named therapeutic support gloves, which provides support for wrist and hand pain. The second company Dome added to their repertoire, Tape-O, is commonly known as the "Tape for 1,000 Uses". Tape-O includes a line of extremely versatile self-adhering tapes that can be used for medical, sports, pet, marine and garden requirements - the list is endless. Dome also expanded its product offering to include SelfGrip, the "Official Athletic Tape of the USA Triathlon". SelfGrip is a self-adhesive, hand-washable, water-resistant athletic tape proven to stand up to whatever test it is put to. You may have noticed Dome's products, especially SelfGrip, while on a trip to CVS as it is one of Dome's most recognizable retail distributors.

Bob Cavagnaro, Dome Publishing's Senior VP of Sales, believes that it is their

"Made in the USA" story that sets them apart from the competition. In its 77-year history, Dome has remained in Rhode Island, only making the short move from Providence to their current facility in Warwick. All Dome products are manufactured on-site, in the same facility allowing for highly organized operations and strict quality control. Bob became involved with the RI PTAC about a year ago, as a result of a recommendation from one of Dome's board of directors. He has worked closely with PTAC to get all their federal and state certifications in order and is presently working on Dome's marketing efforts to government agencies. With PTAC's assistance, Dome is also working with GSA to "get on schedule" so that anyone in a federal agency can make a purchase directly from Dome through a GSA schedule contract.

Bob's advice to those who wish to succeed in government contracting is "to have an organized operations process, to make sure your product or service is of the highest quality, and to be responsive to any questions asked of you by the government". To learn more about The Dome Companies, visit their website <http://www.thedomecompanies.com/>

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## Matchmaker Registration Goes Live

Registration has opened for the RI PTAC and DoD Northeast Regional Council Matchmaker and Training Session in March! March 22nd will be a Small Business Professional Training for Primes and Government Buyers. March 23rd will be the Matchmaker Session and Manufacturing B2B Event. To register please visit <http://www.ribusinessmatch2017.org/>.

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## Cyber-security Compliance

You are a small business so cyber-security compliance doesn't apply to you right? Wrong! If you conduct any type of business on-line you are storing and sharing sensitive information on a regular basis. As the federal government is more reliant on external providers for services and products, the need for all involved vendors to be cyber-secure is ever increasing. We are a year away from the DFARS cyber-security controls implementation deadline which requires contractors to implement cyber-security controls "as soon as practical but no later than December 31, 2017."

The National Institute of Standards and Technologies ([NIST Special Publication 800-171](#)) lists the requirements and gives guidance on the implementation and management of cyber-security compliance. Basic requirements include:

- Tracking and limiting who has access to devices or information systems
- Promoting awareness and training to all users of devices and information systems
- Creating a record keeping system of access controls to ensure accountability,
- Establishing and maintaining a system of risk assessment, identification, and response

[DFARS Subpart 204.73](#) provides definitions and requirements for prime contractors as well as sub-contractors. The two primary pieces of policy state:

**(a)** Contractors and subcontractors are required to provide adequate security on all covered contractor information systems.

**(b)** Contractors and subcontractors are required to rapidly report cyber incidents directly to DoD at <http://dibnet.dod.mil>. Subcontractors provide the incident report

number automatically assigned by DoD to the prime contractor. Lower-tier subcontractors likewise report the incident report number automatically assigned by DoD to their higher-tier subcontractor, until the prime contractor is reached."

As always, if you have any questions about this topic please reach out to your counselor!

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## S.A.M.E Event

The Society of American Military Engineers (S.A.M.E.) Boston Post, Small Business Committee is hosting a Contract Opportunities & Small Business Showcase on Thursday, February 2, 2017 at 12:30 p.m. at the Westin Hotel, Waltham, MA.

The mission of the Boston Post Small Business Committee is to promote networking opportunities to small businesses, enrich the Posts' program content with topics focused specifically towards small business concerns, and increase the recognition and participation of small businesses within the Boston Post.

The event will begin with an overview of upcoming contract opportunities from our Federal agencies. A brief question and answer period will follow the presentations. The showcase will conclude with a networking event. The event will provide an opportunity for small businesses to meet other potential small business and large business partners. Please visit their website for registration information :

<http://www.same.org/Get-Connected/Find-a-Post/Boston/Events>

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## Upcoming Events and Workshops

Advanced Proposal Preparation - January 19th

Construction Bonding Workshop - January 24th

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

[Contact Us](#)