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## Axiom Actuarial Consulting, LLC - Client Highlight

Axiom Actuarial Consulting, LLC, located in Barrington, RI was founded in 2008. Carlos Fuentes, President of Axiom, holds an MBA from the Yale School of Management and a Master's degree in Mathematics from UCLA. He is a Fellow of the Society of Actuaries, a Fellow of the Conference of Consulting Actuaries, and a Member of the American Academy of Actuaries.

Axiom has been a PTAC client since 2014 working closely with PTAC counselor, Lou Francis. Below is part of a recent press release announcing one of Carlos' most recent successes:

*"Axiom formed a SBA Mentor Protege agreement with Nyhart, one of the nation's largest independent actuarial and retirement benefit consulting firms. This partnership, along with MBE certifications in NY and RI, a DBE certification awarded by the US Department of Transportation, and the 8(a) certification granted by the Small Business Administration, position Axiom to become an important player in the public and the private sectors, where Axiom-Nyhart will pursue joint contractual opportunities. The enlarged team of highly skilled and accomplished professionals will tackle projects in areas such as healthcare, pension, employee benefits, modeling, and more. Axiom-Nyhart's growth strategies center around working directly with federal and state agencies, and developing long-term relationships with private companies, including consultancies, that are keen on expanding their business footprint."*

To read the entire press release or for more information about Axiom, please visit their website, [www.axiom-actuarial.com](http://www.axiom-actuarial.com).

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## New Regulations for MBE and WBE Participation

The Rhode Island Office of Diversity, Equity and Opportunity (ODEO) and the Division of Purchases recently held a session to discuss new regulations regarding MBE and WBE participation on contracts. These regulations include:

- The Implementation of a Point System for WBE/MBE participation on RFPs which would allow a contractor to earn up to 6 additional points on a proposal
- A statement of acknowledgment with a bid or RFQ that the contractor will meet the 10% MBE/WBE state participation goal.
- A contractor will submit a MBE/WBE participation plan within 5 days of receiving a tentative award letter. Prior to the purchase order being issued, either an approved MBE Utilization Plan must be in place or a waiver of the requirement must be granted by ODEO for "good faith efforts"
- Equal Employment Opportunity Requirements - contractors who do more than \$10,000 in government business annually must include an Affirmative Action Policy Statement and those who do more than \$50,000 must submit an Affirmative Action Plan before any purchase orders are issued.

For more information on these new regulations, please see [ODEO's website](#).

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## Disaster Plan Ready

Did you know that over 40% of small businesses close their doors after a disaster

occurs? This is in part due to businesses not having any type of emergency preparedness plan. There are many resources available to small business owners to help them prepare and recover from disasters. **The Department of Homeland Security** and the **Federal Emergency Management Agency** have teamed up to create a website outlining how to create and implement an emergency plan for your business. Check out <https://www.ready.gov/business> for tips and templates.

In addition to resources from the federal government, Rhode Island has recently created the **RI Alliance for Business Resilience**. It is a self-governed public-private partnership focused on improving the resilience of Rhode Island businesses and local communities. Membership is currently available to:

- Companies and non-profits that employ 50 or more people
- Trade associations
- Chambers of commerce

To learn more visit their website, <https://www.riabr.org/>.

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## The Importance of Past Performance During Source Selection

It is no surprise that the government takes past performance into consideration during source selection. Past performance gives the government an idea of how you have performed on awards or contracts in the past. According to the Federal Acquisition Regulation (FAR) past performance indicates how a contractor performs in seven different areas:

- Conforming to requirements and to standards of good workmanship
- Forecasting and controlling costs
- Adherence to schedules, including the administrative aspects of performance
- Reasonable and cooperative behavior and commitment to customer satisfaction
- Reporting into databases
- Integrity and business ethics
- Business-like concern for the interest of the customer.

Often, examples of past performance only touch on a few of these topics, so while they may be strong examples they do not give the government a full picture. If your examples of past performance touch on all of these elements you have a much better chance of being the successful offeror. If you have questions about past performance contact your PTAC counselor!

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## Federal Register Notice: DoD Regulatory Task Force

On February 24, 2017, the President signed Executive Order (E.O.) 13777, "Enforcing the Regulatory Reform Agenda," which established a Federal policy "to alleviate unnecessary regulatory burdens" on Americans. Federal agencies have been directed to establish a Regulatory Reform Task Force (Task Force). One of the duties of the Task Force is to evaluate existing regulations and "make recommendations to the agency head regarding their repeal, replacement, or modification."

The task force is looking for input from members of the small business community that are significantly affected by the Defense Federal Acquisition Regulations part 252 solicitation provisions and contract clauses. DoD values public feedback and will consider all input that it receives. If you would like to make a comment, please visit their website [https://www.regulations.gov/document?D=DARS\\_FRDOC\\_0001-0974](https://www.regulations.gov/document?D=DARS_FRDOC_0001-0974).

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## Check this out!

Check out this youtube video made by the Defense Logistics Agency about the power of PTACS. The Defense Logistics Agency, part of the Department of Defense,

funds the Procurement Technical Assistance Program to increase the number of suppliers capable of performing on government contracts. The video includes testimonials of PTAC counselors and small business owners from around the country.



**The Power of PTAC**

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## Upcoming Events and Workshops

**Cost and Pricing Methods Workshop - July 18, 2017**

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

[Contact Us](#)