



Phishing Expedition

We have recently become aware of a new type of phishing scam. Phishing is the attempt to obtain sensitive information such as usernames, passwords, and credit card details, often for malicious reasons, by disguising as a trustworthy entity in an electronic communication. Recently, PTAC clients have been contacted by the University of California, Santa Barbara and Ohio State University from what appears to be legitimate email addresses. The emails inquire about purchasing various items and services.

One PTAC client received a signed purchase order. After receipt of the purchase order the client asked about payment terms and received a vague response. After discussing the issue with his PTAC counselor, the client was able to contact the right people at the University and determine that the purchase order was counterfeit. Always know who you are communicating with and do not give financial information to unknown sources.

Beware of these types of emails, if you are ever unsure about the legitimacy of someone who is contacting you please contact your PTAC counselor!

Market Research Workshop

Come to our workshop on Market Research on **January 18th, 2018**. Determine whether you are better off as a prime contractor or subcontractor. How does the value of your product or service determine your sales strategy? How does your product define how you do business and compete for sales? Where is the best place to start and determine if there is opportunity for your business?

Learn the answers to these questions at our workshop. This workshop is recommended for those with less than 3 years of government contracting experience.

[Register](#) for this workshop now!

Society of American Military Engineers 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 8, 2018 at 1:00 p.m.** at the Westin Hotel, Waltham, MA for those in the Architect/Engineer, Professional Service and Construction/Construction related business fields.

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

Register for this event at the [SAME website](#).

Update your Bidmatch Profile

The beginning of the year is a good time to evaluate how well your Bidmatch profile is working for you.

- Which keywords are working and which are not?
- Are there others you should add?

Make sure to update your search terms at least once a year and more frequently if your products or scope of work change. Your PTAC counselor can work with you to create a profile that is just right for your company.

GSA Sales Query Update

Do you wonder how well your competitors do on your GSA schedule? Well, GSA has updated their schedule sales query search and it is now easier to conduct market research to find that out.

Visit the GSA [Data to Decisions site](#). Click on the picture that says Schedule Sales Query Plus to open the search box. You may create a report based on schedule number and drill down from there. There is a video tutorial on the site for assistance in setting up a report as well.

Bringing the Training to You!

Thank you to everyone who completed our bi-annual survey!

There was an overwhelming number of responses stating that you would like personalized training at your place of work. Your PTAC counselor can work with you to develop a customized training for you and your employees. Examples of previous training include Cost and Pricing Analysis and Understanding and Responding to DIBBS solicitations. If there is a topic your company could benefit from please reach out to your PTAC counselor.

Chafee Center Events

The John H. Chafee Center at Bryant University provides comprehensive international trade services to help businesses expand into international markets. The Center has an extensive network of strategic partners around the world. Below are a few of their upcoming events:

January 18th - International Professional Series

- The International Professional Series at Bryant University provides participants with the expertise and hands-on information to help them succeed in the global marketplace. For those new to international trade, this is an excellent introduction to the key components of global business. For trade professionals, this is an opportunity to broaden your knowledge and stay current on the latest regulations and best practices. [Register here.](#)

February 7th - Doing Business in Israel

- Israel is a global center for hi-tech design and R&D which provides opportunities for U.S.-Israel commercial partnerships, specifically in hi-tech and defense industries, including cyber security, safety and security equipment and services, defense equipment, medical technologies, biotechnology products and consumer goods. During this session, participants will learn more about the business climate in Israel and opportunities in these and other industries. [Register here.](#)
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Upcoming Events and Workshops

Market Research - January 18, 2018

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

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