



PTAC Federal Fiscal Year Data

Are you curious to know how much of an impact RI PTAC has on Rhode Island businesses? Here is a snapshot of what we accomplished during federal FY17:

- We served 397 businesses across Rhode Island, providing counseling, bid instruction, and bid opportunities.
- We conducted seminars and participated in 40 events state-wide where more than 3,577 business people received instruction on how to effectively compete for government contracts.
- Our staff conducted 2,388 counseling sessions with Rhode Island based small businesses.
- Our clients were awarded 1,512 government prime contracts and 149 subcontracts worth more than \$181,980,157.

View the [complete list](#) of our services to see how the Rhode Island PTAC helps businesses identify, compete for, and win government contracts.

Advanced Proposal Prep

In anticipation of our upcoming Advanced Proposal Preparation workshop on December 14th, here is a [list of 29 reasons](#) why Government contract proposals fail.

Big picture reasons include:

- Little value offered
- Selling what the Government is not buying
- Lack of senior leadership buy-in and resources
- Lack of customer insight
- Lack of preparation

To register for Advanced Proposal Preparation, log into your [eCenter account](#).

2018 Ocean State Construction & Equipment Show

If you are in the construction industry the Ocean State Construction & Equipment Show is a must attend! It is a free event that showcases the latest in tools, equipment, materials & services. There will also be seminars and demonstrations. The event will be held at the Crowne Plaza, Warwick on May 30, 2018 from 9:00 a.m - 3:00 p.m. Mark it on your calendar and register now at www.RIPWA.org.

Business Days vs. Calendar Days

Make sure to pay close attention to what your period of performance is defined as under a government contract!

A recent dispute between a contractor and the Army over the definition of "days" made it all the way to the Armed Services Board of Contract Appeals (ASBCA). The contractor, Family Entertainment Services, Inc (FES), was issued a task order that called for mowing services to be completed every 14 days. FES interpreted every 14 days to mean "every 14 business days." The Army terminated the contract citing the contractor's inability to consistently provide mowing services every "14 calendar days".

FES filed a claim and argued that the contract should have been measured in business days not calendar days. The Contracting Officer denied the claim and the contractor appealed to the ASBCA. The ASBCA noted that the contract included Federal Acquisition Regulation 52.212-4 (Contract Terms and Conditions-Commercial Items) which included a reference to definitions stated in FAR 2.101. The FAR's general definition of days is "Day means, unless otherwise specified, a calendar day." The appeal was denied and the ASBCA stated that FES's "opinion that day should mean "work day" is not a reasonable interpretation of the contract."

If you are unsure of what your period of performance is defined as, it is important to contact your Contracting Officer to have it clarified-you do not want to end up in the same position as Family Entertainment Services!

NUWC Long Range Acquisition Forecast

The Naval Undersea Warfare Center, Division Newport has updated its Long Range Acquisition Forecast and posted it to their website under the "Business Partnerships" section. Visit it [here](#).

RI PTAC Survey

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

If you have not yet done so please complete it by December 7th. This survey is a requirement to remain an active PTAC client and to receive our services. It includes the opportunity for you to rate the quality of our PTAC services, and to identify the prime and subcontract awards you have received for the time period 5/1/2017-10/31/2017. To access the survey, please [sign in to your eCenter account](#).

Upcoming Events and Workshops

Advanced Proposal Preparation - December 14, 2017

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

[Contact Us](#)