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## SAME Annual Forecasting Event Overview

Did you miss this year's Society of American Engineers Boston Post Annual Meeting? Here's a recap of who presented:

- The Naval Facilities Engineering Command, Mid Atlantic is in charge of 11 facilities and 3 sub-facilities. They are currently looking at projects that include mechanical, electrical and structural maintenance and repair.
- The U.S Coast Guard, Civil Engineering Unit, Providence, RI serves as the Shore Infrastructure Logistics Center. They have \$15-\$20 million annual spend on projects including much facility maintenance work. Check [apfs.dhs.gov](http://apfs.dhs.gov) for forecasting schedules and anticipated dates of solicitation releases.
- The Massachusetts Department of Transportation has a \$1.2 billion annual spend. Their projects range from mega projects to small municipal projects. Doing business with them does require a vendor to be pre-qualified. For more information view the [Mass DOT website](#).
- To do business with the U.S Dept of Veterans Affairs, VHA SAO East NCO 1 (New England) reach out to your PTAC counselor. The VA regularly uses other agencies to perform their services including the US Army Corps of Engineers. The VA uses contracts like IDIQs and MATOCs, some of which will be re-competed soon.
- The U.S Army Corps of Engineers, Civil Works and Interagency & International Service Branch New England District has 9 IDIQs and 29 different solicitations coming out soon. They emphasized the importance of market research and advised businesses to make sure all business profiles are up to data in SAM and DSBS.

PTAC has contacts at each agency if you have any further questions, please contact your PTAC counselor.

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## Who Buys What You Sell Webinar

Join the PTAC staff on March 22, 2017 to watch a webinar on "Who Buys What you Sell - A Step by Step Process". This webinar will have both basic content to support companies new to government sales and advanced content for companies that are more established in the government space.

You will learn how to:

- Identify your NAICS codes and your SBA size standards
- Quickly search USASpending.gov and locate your competitors' pricing
- Use Microsoft Excel pivot tables following step-by-step guidance along with the tricks used to quickly make sense of the hundreds of fields of data.

To register: <https://riptac.ecenterdirect.com/events>

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## USCG SILC Construction Industry Day Webinar

The US Coast Guard Shore Infrastructure Logistics Center(SILC) Construction is hosting an industry briefing to present information on our requirements and opportunities with industry.

The briefing will focus on Senior Field Contracting Officer presentations for their respective Areas of Responsibility as well as highlighting SILC Construction FY18 requirements identified in the DHS Acquisition Planning Forecast System. SILC Construction focuses on shore infrastructure construction including related design, environmental, planning, and energy requirements.

Attendance is limited to the first 500 connections to the following Adobe Connect Link (<https://dhsocpo.adobeconnect.com/r8gwg38gjc0/>) and the first 300 conference call connections(Conference Phone Number:Toll-Free: 1-855-852-7677 Participant PIN: 9999-6359-2735). Connections open thirty minutes prior to the start of the webinar. Advance registration is not available.

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## Save the Date! 15th Biennial NUWC Industry Day

The Naval Undersea Warfare Center Division Newport(NUWC DIVNPT) will be holding their biennial industry day event over the course of two days at the Atlantic Resort in Middletown, RI on May 29 and May 30.

Tuesday May 29th will include:

- The Semi Annual Seaport e Council meeting with NUWC DIVNPT contracts
- A reverse industry day which will focus on SECNAV's "Fast and Frugal" and call for "...a clear line of sight into our needs..."for industry.

Wednesday May 30th will feature:

- A synopsis of how NUWC is structured and their acquisition responsibilities
- A forward look projection and discussion of specific needs by each NUWC DIVNPT Department

Registration information will be available soon.

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## DLA Land and Maritime Training Opportunities

The Defense Logistics Agency Land & Maritime regularly holds training sessions both in person and online. Upcoming webinars include:

- 3/6/18 - Packaging
- 3/13/18 - Getting Paid - Invoicing, Receipt, Acceptance, and Property Transfer

For more information and registration, please visit [www.tko.dla.mil](http://www.tko.dla.mil) and select "Land and Maritime" from the drop-down.

DLA will also be holding a **Supplier Conference and Exposition** at its Headquarters in Columbus, OH on June 19-20, 2018.

This event will provide a forum for current and potential vendors to discuss future logistics support strategies, challenges and to streamline efforts to better support the Warfighter. This year's theme "Improving Warfighter Readiness by Improving Industry Alliances and Reforming Business Processes" speaks to the Secretary of Defense's priorities to military readiness as we build a more lethal force, strengthen alliances and attract new partners and bring business reforms to the Department of Defense.

To register, <http://www.ndia.org/events/2018/6/19/dla-land-and-maritime-conference>.

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## 2018 Ocean State Construction & Equipment

## Showcase

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](http://www.RIPWA.org).

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## Sources Sought for Debris Removal

Responding to Sources Sought is an important part of the government contracting process. Contracting officers ask for Sources Sought information as part of their market research. Sources Sought give contracting officers an idea of how many and what kind of companies are capable of performing particular work. They allow you as a vendor to get your company's name in front of a contracting officer and explain your capabilities and expertise. Responding could also lead the eventual solicitation to be released as a set-aside contract or even a sole source award.

The Army Corps of Engineers released a Sources Sought notice for Debris Removal but not enough small businesses responded. The sources sought on FBO has closed but the Army Corp will still accept responses from interested firms that did not respond to the initial notice. The notice is issued out of the New Orleans District but will be a nationwide initiative. The plan is to award 18 IDIQ contracts; eight as unrestricted and ten as some sort of set aside. If you are interested in responding, you can view it [here](#).

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## Scam Alert!

It seems like everyday we become aware of new scams aimed at small businesses working in government contracting. Recently, we have learned of a third party company that is contacting businesses and promising to alert you of new business opportunities before they become solicitations.

Another scam alerts vendors of a "new directory" that claims to help contracting officers conduct market research. This company asks you to give them permission to "migrate small business information from the Dynamic Small Business Search" and move it to their directory. Beware of these types of offers and do not allow third party companies access to your information.

If you receive an email from an unknown company that promises things that seem too good to be true, it's probably not legitimate. The number one rule of thumb is if the offer did not come from a ".mil" or ".gov" email address be cautious. If you are ever unsure of an email you have received, you can always contact your PTAC counselor.

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## Upcoming Events and Workshops

Who Buys What You Sell Webinar - March 22, 2018

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

Contact Us