

Rhode Island PTAC



Matchmaker Update

We have received over 200 small business registrations and we are expecting over 35 Prime Contractors and Government Agencies to attend the event! Pre-scheduling has begun but there is still time to register! If you are interested in attending, please visit <https://www.ribusinessmatch2017.org/> for more information and registration!

Client Spotlight: J. Goodison Company

J. Goodison Company, based in North Kingstown, RI, was founded in 1999 and incorporated in 2001. It is a veteran-owned small business that has grown from its humble beginnings as a two man operation to an organization that supports 32 full time employees and an additional 25-50 skilled labor and trade subcontractors. Over the last 16 years, as the company grew, and new talent was recruited, the scope of work has grown and the company successfully transitioned from a marine services labor painting company to a full range ship repair organization with services that include: Drydock Repairs, Dockside Repairs, Welding and Fitting, UHP Blasting and Painting, Mechanical Repairs, Electrical/Electronic Repairs, as well as 24/7 Emergency Vessel Support to vessels that include U.S. Coast Guard Cutters and Icebreakers, NOAA Ships, commercial and military tug boats, barges, ferries and diner cruise boats, as well as commercial fishing boats.

J. Goodison Company has been a client of the RI PTAC since 2008 and we have been right there with them since their days at the former Providence facility. The RI PTAC staff has helped them with their growth strategy and in identifying opportunities. The PTAC has applauded their growth and appreciates that they have been an active and valuable client in the PTAC program. We look forward to continuing to grow with them in the future.

The company is currently on track to perform between 50-100 major repair jobs per year in different areas around the country but primarily over the eastern seaboard, from Maine all the way down to Florida, and at their recently opened shipyard at their new, waterfront facility in Quonset Point, Rhode Island. A good percent of their work is government work and they are a GSA contract holder. They have also been awarded 9 "Indefinitely Delivery Indefinitely Quality" (IDIQ) contracts by the U.S. Coast Guard.

The growth of the organization has been guided by its principles which are clearly

stated in its mission and vision statements. "Our vision is to be a premier marine services organization that continuously strides to be its best and leverages its resources to provide our clients a standard of excellence second to none. And our purpose is to deliver excellent services and solutions to our clients in cost effective, innovative, and efficient ways. J. Goodison Company is committed to the safety, dignity, respect, and betterment of all of our employees, clients, communities, and the environment at large."

For more information about J. Goodison Company, please visit their website: www.jgoodison.com.

The Value of a Matchmaker from a Buyer's Prospective

As an SBLO for a Prime Contractor for many years I have found how invaluable PTAC Matchmakers can be for my business. To be able to meet and have dedicated time to spend with multiple potential suppliers all in one room through 10 minute sessions has provided my company with some very good new supplier opportunities for my Supply Chain staff.

While keeping today's supply chains lean, it is important for Government Agencies and Government Prime Contractors to have a pool of qualified, efficient suppliers to be able to perform not just one task, but to add value to the scope of work presented to them. This Matchmaker is not just for direct manufacturing of parts, but it is your chance to present potential added value and ideas for improvement to the product to be produced. The same goes for our Facilities and Indirect buying groups that need to be engaged with a strong vendor base and if you have the potential to add value to these groups with what you have to offer, that gives you an edge over the competition.

This March 23rd Matchmaker opportunity gives you, the potential supplier, that chance to engage and sell your company to its full potential to the person on the other side of that table. It is a very competitive market place out there, so be prepared not with just the products or services you are selling, but also with knowledge that you may have gained from previous experiences. Coming to a matchmaker prepared might prove to be a much larger opportunity not just for you but for Government Agencies and Government Primes as well. Your state PTAC office is the best tool you will ever find, use them to their fullest and attend the Matchmakers!

Glenn Reynolds, Colt, Inc.

DLA Land and Maritime Training, Knowledge-Opportunities Workshop

The Defense Logistics Agency regularly holds free Training, Knowledge, Opportunities (TKO) workshops to provide an intensive tutorial for doing business with the Defense Logistics Agency. This two day workshop includes hands-on training and provides an excellent foundation for new vendors wishing to sell to DLA, or existing vendors looking for updates. All workshops are held at DLA Land & Maritime Facilities in Columbus, Ohio. For more information <http://www.aptac-us.org/media/TKO-Schedule-2017.pdf>.

New Dun & Bradstreet Policy Re: Address Verification

Dun and Bradstreet (D&B) has a new policy for verifying the addresses of businesses. D&B will no longer use the Secretary of State to verify addresses of companies. D&B now verifies the address of a company using an internet search where they search for two separate sources that list the company's address (for example a company's website). An alternative to this is D&B will request documentation (i.e IRS form, utility bill, etc.) verifying the address of the company.

Keep your SAM registration up to date!

After your DUNS Number is up to date, make sure that your SAM registration is accurate and current also! You may not realize it, yet making sure your SAM registration is accurate can save you much time and frustration. Your SAM.gov profile can help establish and verify your business's status such as a women owned small business, minority owned small business, HUBzone, etc. On the flip side, any inconsistencies can lead to confusion about your company's status or potential disqualification when bidding on contracts. If you need assistance with updating either your DUNS number or your SAM.gov registration, give your PTAC counselor a call!

Upcoming Events and Workshops

Matchmaker Preparation - March 14th

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

Contact Us