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## **Latest News!**







September Workshop



Upcoming Network Opportunities



Meet our Staff!

### **CAGE Code Changes**



This month marks a significant change in the way the Defense Logistics Agency (DLA) manages its Commercial and Government entity (CAGE) codes. As of August 25, any new or updated CAGE code will be assigned an expiration date. What does this mean for you, small businesses?

Really, all you need to do is keep your System for Award Management (SAM) registration up to date and you will be safe from expiration. If you have questions you can always **contact your PTAC counselor!** For more information about the change head over to our website: <a href="http://riptac.org/keep-your-cage-code-up-to-date/">http://riptac.org/keep-your-cage-code-up-to-date/</a>

## **Proposal Preparation Workshop**



Sign Me Up!

Are you wondering how to best respond to a competitive Solicitation or Request for Proposal (RFP) from a Government agency? Prepare yourself for success and come to our workshop on Basic Proposal Preparation on **September 15**!

In this workshop you will learn to identify the important facets of a competitive Solicitation/RFP including; pricing, statements of work, proposal requirements, and evaluation criteria. You will learn to recognize the differences between "best value" and "low cost, technically acceptable" evaluations and best practices to achieve optimum results.

To see a full listing of training sessions click "Sign Me Up".

## **Upcoming Networking Opportunities**



Selling to the government or prime government contractors still depends on mastering relationships. Government buyers do business with people they know, like, and trust. To stay up to date on networking opportunities, please visit our website <a href="http://riptac.org/">http://riptac.org/</a>

#### Sentember 16

SBANE in cooperation with NASA is proud to present Stairway to the Stars for Small Business. See <a href="http://www.sbane.org/registration-page/?ee=310">http://www.sbane.org/registration-page/?ee=310</a> for registration.

## Meet the RI PTAC Staff!



Here to help

Our staff here in Providence is more than happy to help you with all of your government contracting needs! Call us to schedule an appointment with a counselor at your business site!

# Our Program Manager:

Melody Weeks melody.weeks@commerceri.com

# Our Counselors:

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