

Rhode Island PTAC



Capability Statement Tips

A capability statement is an effective marketing tool that comes in handy when doing business not only with the federal government, but also with prime contractors and sometimes even state agencies. Much like you would a resume, you should tailor a capability statement to reflect the solutions your business can provide to each buyer you want to engage.

If you have ever utilized a capability statement, you know that it is a constant work in progress. If you are developing one for the first time, here are a few tips:

- Include the contact information for a specific person at your company vs a generic email address
- When listing your capabilities, do not list everything you do as a "core competency." While you may provide many different products or services only list those that you excel in as your "core competencies"
- Only list relevant past performance. If you do not have any relevant company past performance draw from the individuals at your company who may have "x many years industry experience"
- Name your differentiators, what sets you apart from your competition? Ask your customers/clients what it is about your company that keeps them coming back

If you would like a template or would like to have your capability statement reviewed, please contact your PTAC counselor.

Bi-Annual Survey

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

We are required by our funding agreement with the Defense Logistics Agency to survey our clients and report our results. We appreciate your feedback and will use your responses to enhance our program.

Save the Date! SBIR Road Tour coming August 22!

The SBIR Road Tour is a national outreach effort to educate technology entrepreneurs and innovation supporters about technology funding opportunities provided through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

Federal program managers representing \$2.5 billion in early stage funding will participate in panel presentations that provide in-depth information about agency technology funding priorities. There will also be the opportunity for one-on-one meetings with high-level decision makers.

Registration for this event will open soon.

Upcoming Matchmakers

We have had many inquiries about whether the DoD Northeast Regional Council Matchmaker hosted by the RI PTAC in March 2017 will be held again this year. This a New England Regional Matchmaker which rotates from state to state each year. This year it will be hosted by the Vermont PTAC June 20 and 21 in Killington, Vermont. To

register: <https://www.vtregionalmatch2018.com/>

If Vermont is too far of a drive, you may consider the annual CT Business Matchmaker. It will be held Thursday, June 14, 2018 at the University of Hartford in West Hartford, CT. A list of which primes and agencies will be attending is available on the [registration website](#).

Accessing On-Demand Training

Are there any specific training topics you would like to learn about in the comfort of your office or home? RI PTAC has access to many on-demand training videos presented by industry experts. Topics include:

- Proposal Writing
- Cost and Pricing
- Government Contract Types
- SBIR
- Teaming and Joint Ventures
- Marketing and Market Research

You can view the entire library of on-demand presentations [here](#). If you are interested in watching any of them please contact your PTAC counselor to request an access code.

Doing Business with the United Nations

Have you considered doing business with the United Nations? RI PTAC in partnership with RI Commerce Corporation, the US Commercial Service, the Chafee center for International Business at Bryant University, and the Greater Providence Chamber of Commerce will be hosting a seminar on this topic on July 17, 2018 at the Greater Rhode Island Chamber of Commerce.

This seminar will offer an introduction to the UN's \$17.6 billion procurement market for a range of goods and services. The event will be informative for suppliers who have already bid on UN tenders as well as companies who need help getting started. Hear valuable information on the United Nations vendor registration process and upcoming business opportunities with the United Nations.

The following industries should attend:

- Architecture/Construction/Engineering
- Building Materials
- Consulting Services
- Computer Software/IT
- Security/Safety Services and Equipment
- Shipping & Logistics
- Telecommunication
- Transportation Services

Registration information: <https://www.regonline.com/registration/Checkin.aspx?EventID=2301949>

DLA Land and Maritime Training Opportunities

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

- 6/12/18 - **Doing Business with DLA**
- 6/26/18 - **Casting and Forging**

For more information and registration, please visit www.tko.dla.mil and select "Land and Maritime" from the drop-down. DLA also hosts a number of industry focused events. Scheduled events include:

- **Supplier Conference and Exposition** at DLA Land & Maritime, Columbus, OH, June 19-20, 2018.
- **Industry Day** at DLA Enterprise, Fort Belvoir, VA, September 19, 2018

- **Clothing & Textile's Joint Advanced Planning Brief for Industry (JAPBI)** at DLA Troop Support, Philadelphia, PA, November 28-29, 2018

Updates and further details of these events will be posted on the [DLA Website](#).

Upcoming Events and Workshops

New workshops coming soon, check the link below for updates!

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

[Contact Us](#)