



Bill Changes Small Business Size Determination Measurement Period from Three Years to Five

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By: Matthew Moriarty

With the stroke of a pen, Congress may have just paved the way for some soon-to-be large businesses to remain small for longer.

Both the House of Representatives and the Senate have passed a bill that would amend the Small Business Act to change the period of measurement used to determine the size of a business from three years to five. The bill awaits the president's signature to become law.

The Small Business Runway Extension Act of 2018 simply amends Section 3(a)(2)(C)(ii)(II) of the Small Business Act "by striking '3 years' and inserting '5 years'." The House passed the bill on September 25, 2018 and the Senate passed it on December 6, 2018. It went to the president's desk for signing on Tuesday, December 11, 2018.

continue reading at: <http://smallgovcon.com/statutes-and-regulations/bill-changes-size-determination-measurement-period-from-three-years-to-five/>

Would you like to have your business featured in our upcoming PTAC Newsletters?

Our upcoming newsletters will have a new featured business section. If you would like to respond as part of the RI PTAC community, please send an email to: charlene.bouthillette@commerceri.com

4 Questions with PTAC

1. How long have you been in business?
 2. Tell us about your business product?
 3. How has PTAC assistance impacted your business?
 4. Do you have any advice for businesses new to government contracting?
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Did you know? March is National Ethics Month!

If you are interested in learning about ethics and potential conflicts of interest, contact your PTAC Counselor for a login to the on demand Govology Webinar:

Government Contracting Ethics

In this course, government contracts attorney Steven Koprince unpacks many of the unique-and essential-ethics rules for federal government contractors,

including ethics plans, kickbacks, conflicts of interest, collusion, independent pricing, whistleblower protections, and of course, bribery and gratuities.

Learn more about government contracting ethics at:

<https://www.helioshr.com/2014/08/review-of-far-compliance-code-of-business-ethics-and-conduct/>

ENHANCED JOINT CERTIFICATION PROGRAM (JCP) PROCEDURES

DLA has enhanced its Joint Certification Program (JCP) registration and validation procedures. Selected National Stock Numbers (NSNs) will require additional permissions to access the associated technical data. In the event a vendor cannot access the technical data for a NSN in DLA cFolders, the vendor must submit a onetime request to jcpvalidation@dla.mil for technical data access consideration. If a vendor has inquiries after having submitted required information to the JCP office, these inquiries are to be directed to: DLAJ344DataCustodian@dla.mil.

DLA processes the vendor's technical data request on a first come, first served basis. Failure to comply timely with required information may result in lack of consideration for DLA solicitations. It is vitally important that vendors provide correct company official name(s) and contact information in all correspondence. DLA will work diligently on validating vendor requests. Vendors will be notified within 3 business days of when their requests were approved. However, DLA cannot guarantee that it can complete all validation requests by the due date for any solicitation responses.

There is currently a backlog at DLA so please start the process well in advance of your JCP expiration date. If you have questions or difficulty with the process, please reach out to your PTAC counselor.

Random Facts The First St. Patrick's Day Parade

The first St. Patrick's Day parade took place not in Ireland but in the United States. Irish soldiers serving in the English military marched through New York City on March 17, 1762. Along with their music, the parade helped the soldiers reconnect with their Irish roots, as well as fellow Irishmen serving in the English army.

With the dramatic increase of Irish immigrants to the United States in the mid-19th century, the March 17th celebration became widespread. Today, across the United States, millions of Americans of Irish ancestry celebrate their cultural identity and history by enjoying St. Patrick's Day parades and engaging in general revelry.

Save the Date - April 25-26, 2019!
DoD New England Region Matchmaker

Registration is open at:

www.neregionalbusinessmatchmaker.com

The annual Department of Defense Northeast Regional Council Matchmaker is planned for April 25-26, 2019 at the DoubleTree by Hilton in Portland, ME.

This event is an excellent opportunity to gain face time with federal agency and prime contractor buyers. This event only happens once a year so be sure to save this date on your calendar now!

The registration site is also accessible from the Maine PTAC website at: www.maineptac.org

Upcoming Webinars

The PTAC subscribes to Govology, a Government Contracting webinar service and our subscription benefits you!

Winning Strategies and Best Practices for Government Prospecting

March 7, 2019 1:00-2:30pm

In this course, you will learn how and where to prospect for potential buyers of your products or services the right way. You will discover real-world techniques and strategies that have helped businesses win billions of dollars in government contracts.

Understand, Obtain and Leverage your Small Business Certifications

March 14, 2019 1:00-2:30pm

In this course, you will learn about various federal small business certification programs, including Small Business Self Certification, Small Disadvantaged Business (SDB) & 8(a), Service-Disabled Veteran-Owned Small Business (SDVOSB), Veteran-Owned Small Business (VOSB), Historically Underutilized Business Zones (HUBZone), Woman-Owned Small Business (WOSB), and Economic Disadvantaged Woman-Owned Small Business (EDWOSB).

Whats Trending in Government Contracting in 2019

March 28, 2019 1:00-2:30pm

This course will highlight some recent changes and trends that small businesses may want to know. Some of these changes offer lucrative opportunities, such as the Air Force SBIR special topics, Other Transaction Agreements, and increases to procurement thresholds. Others may pose an impediment, such as increased emphasis on NIST-171 compliance, DCAA scrutiny on purchasing, and acquisition reform. Participants will receive high-level information about trends that will most likely impact their business with the federal government.

If you are interested in watching any of the Govology Webinars please contact your PTAC counselor for login information.

Upcoming Local Workshops

Proposal Preparation

Wednesday, March 20, 2019 9:00am - 11:00am
RI Commerce Corporation
315 Iron Horse Way, Suite 101, Providence, RI

- Prepare a narrative response to a competitive Solicitation/Request for Proposal (RFP) from a government agency
- Learn to identify the important facets of a competitive Solicitation/RFP that includes pricing, statements of work, proposal requirements and evaluation criteria.
- Recognize the differences between "best value" and "low cost, technically acceptable" evaluations and best practices to achieve optimum results.

This workshop is recommended for those with less than 3 years of federal government contracting experience or for those who might need a refresher.

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

General Services Administration (GSA) Update

Tuesday, March 26, 2019 2:00-4:00pm
Warwick Public Library
600 Sandy Lane, Warwick, RI

Please join RI PTAC and our co-hosts from the RI SBA for an informational session with Jerry Smith, Regional Small Business Technical Advisor - New England Region, GSA. Jerry will give an overview on changes to GSA schedules, upcoming projects and purchasing trends. A Q & A session will follow.

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

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Contracting 101 How To Make Uncle Sam Your Next Customer

Thursday, March 28, 2019 8:00 AM - 9:30 AM
East Greenwich Police Department - Community Room
176 1st Avenue, East Greenwich, RI 02818

Did you know that the United States Government is the single largest purchaser of goods and services in the world each year? From paperclips to aircraft carriers to daycare services, they spend well over \$500 billion each year. Wouldn't it be nice to get your piece of that pie? What's even better is that 23% of that \$500 billion is required to go to small businesses just like you!

Join our experts from the SBA and RIPTAC and learn what steps you need to take to get your business started in government contracting and make Uncle Sam your next customer!

Register at:

<https://www.eventbrite.com/e/contracting-101-how-to-make-uncle-sam-your-next-customer-tickets-57021526922>

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Doing Business with the VA Workshop

Thursday, April 4, 2019 9:00am - 10:30am
RI Commerce Corporation
315 Iron Horse Way, Suite 101, Providence RI

Valerie J. DeAngelis, Procurement Analyst Small Business Specialist, U.S. Department of Veterans Affairs, will give an informational overview of contracting requirements, upcoming projects and answer your questions.

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

Contact Us