

Rhode Island PTAC



Contract Common Sense - Read The Contract Before Signing

Whether you are about to sign a contract with an agency or prime contractor, please read the contract first! This may sound like common sense, however many problems contractors face might have been avoided had they read the contract in its entirety before signing. Yes, this means reading through **all** FAR clauses, both those stated and incorporated by reference. It is important to know exactly what you are agreeing to so you don't get stuck somewhere down the road. Ignorance is not bliss!

Your PTAC counselor will advise you to read the contract and then read it again before signing. Don't sign anything you don't understand or are uncomfortable with until you can discuss your concerns with the agency or prime responsible for the contract. If you have any questions about contract language or clauses reach out to your PTAC counselor.

Opportunities in Government Subcontracting Workshop - October 16

Learn how to identify large government contractors who need your product or service. How do they find your small business; how do you find them? Identify tools that will help you successfully compete and participate as a federal government subcontractor.

We will define the role of the subcontractor relationship in government contracting and identify resources and strategies for marketing as a subcontractor.

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

Market Research for Government Contracting - October 30

Analysis of your market research should drive every decision you make in your everyday business practices. This workshop will provide an overview of how to conduct the baseline market research that is necessary to support your business plan and define your resource commitment to government contracting.

You can expect to learn:

- How to Identify your government customers
- The Buying Processes Government Customers Use
- How to Identify your Competition
- How to Create a Value Added Proposition
- Government Buying Cycles

To register: <https://riptac.ecenterdirect.com/events/4599>

DLA Land and Maritime Training Opportunities

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

- 10/9/18 - DIBBS: Quoting

- 10/16/18 - **Cyber-security**
- 11/15 - 11/16/18 - **TKO Seminar, Columbus, OH**

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:

- **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](#).

SAME Small Business Event

The **Society of American Military Engineers (S.A.M.E.)** Boston Post, Small Business Committee is hosting a special Two Program event on **Tuesday, October 23, 2018**, at the **Waxy O'Connor's Restaurant, Lexington, MA**. This event is most appropriate for businesses in the following categories: Architect/Engineer, Professional Services, and Construction/Construction related businesses.

A presentation will be given by **Defense Contract Audit Agency (DCAA)**. The first program will focus on Defense Contract Estimating and Auditing. Discussion will include proposal adequacy requirements for costs: direct labor, materials, subcontracts, other direct costs and indirect rates.

The second presentation will be a DCAA Overview and Auditing Process. Discussion will include the types of DCAA audits that can be performed at various phases of a defense contract, and DCAA resources and tools that are available for contractor compliance. Business may attend one or both events.

To register: <https://same.org/boston>.

Upcoming Events and Workshops

Opportunities in Government Subcontracting - October 16, 2018

Market Research for Government Contracting - October 30, 2016

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

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