



**January 2022**

**Rhode Island Procurement Technical Assistance Center**

**Be sure to follow us on our LinkedIn page  
[RIPTAC LinkedIn](#)**



**Entrepreneurial  
Training & Consulting**

### **BBCetc Catalyst Advantage Network**

RI STAC and RI PTAC are partnering with BBC Entrepreneurial Training & Consulting (BBCetc), a 2021 winner of the Small Business Administration's SBIR Catalyst Award, to increase the representation of women in SBIR/STTR proposal submissions. Scholarships for no-cost leadership training and SBIR consulting are available for a limited time to help women entrepreneurs move their ideas into the marketplace.

Apply at: [BBCetc Catalyst Advantage Network](#)

Please contact either Christine Smith [Christine.Smith@commerceri.com](mailto:Christine.Smith@commerceri.com) or Melody Weeks [Melody.Weeks@commerceri.com](mailto:Melody.Weeks@commerceri.com) if you have questions or would like additional information about the cohort that will begin in early 2022.



The Defense Logistics Agency Land Supply Chain is in urgent need of certain items. Please review this [list](#) and let DLA know if you have surplus, manufacturers' overruns, or residual inventory. The intent is to update this list monthly so please check back regularly.

Please submit inquiries to [FL.AvailMat@dla.mil](mailto:FL.AvailMat@dla.mil) or contact Lori Archibald at 614-692-4214.



## Offering \$30,000 for Trades and Industrials Skills Training/\$5,000 for Summer 2022 Interns

SENEAIA, the Southeastern New England Defense Industry Alliance, as the convener for the Next Generation Submarine Shipbuilding Supply Chain Partnership, is offering up to **\$30,000** in training reimbursement subsidies for trades and industrial skills training.

Applications are open for any company with New England-based employees who need trades and industrial skills training. For more information about the program, please visit [www.BuildSubmarines.com/Training](http://www.BuildSubmarines.com/Training). SENEAIA is also offering companies in the New England-region up to \$5,000 to take on a summer 2022 Career and Technical Education high school student for an internship. Internships can be 4, 6, or 8 weeks in length.

For more information about this program, please visit [www.BuildSubmarines.com/Internships](http://www.BuildSubmarines.com/Internships). Additionally, if you are just interested in learning more about the Next Generation Submarine Shipbuilding Supply Chain Partnership and how it could help your business with both workforce and business development efforts, check out [www.BuildSubmarines.com](http://www.BuildSubmarines.com) or email Tim Fox, Deputy Executive Director of SENEAIA and Program Manager for the Next Generation Submarine Shipbuilding Supply Chain Partnership at [tfox@senedia.org](mailto:tfox@senedia.org).



AFWERX

## ORBITAL PRIME SERIES

Wednesday, January 5 and 19, 2022  
3:30 - 4:30 pm

Join Afwerx for their Orbital Prime webinar series. The Orbital Prime program focuses on the emerging market of on-orbit servicing, assembly, and manufacturing (OSAM). This is an open webinar meant to answer any question you may have on the program. They are having two of these AMA webinars so be sure to sign up for both.

To register: [Orbital Prime Webinar Jan. 5th](#) and [Orbital Prime Webinar Jan. 19th](#)

## GSA Introduction to State and Local Programs



Thursday, January 6, 2022  
1:00-2:00pm

This introductory webinar teaches everything you need to know in order to start using GSA's State, Local and even Tribal programs. It will showcase the tools from these programs that are available to your organization. It will also highlight the GSA eBuy system, Disaster Preparedness, Cooperative Purchasing Program (COOP), and more.

To register: [Intro to GSA's State, Local, and Tribal programs](#)

---



## Federal Market Research

Wednesday, January 12, 2022  
9:00AM - 10:30AM

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.

To register: [Federal Market Research](#)

---



## How to Create a Source Approval Request

Wednesday, January 12, 2022  
1:30 - 2:30pm

This webinar will help you understand the DLA Source Approval Request (SAR) process. An SAR contains technical data that proves your items can be made at the same quality or better than the prime contractor. This webinar will show the ins and outs of the process while addressing common questions.

To register: [Source Approval Request](#)

---



## GSA Solutions vs. Open Market

Wednesday, January 19, 2022  
1:00 PM - 2:00PM

Join GSA for this informational webinar on ordering procedures with GSA Schedules. FAR 8.4 discusses ordering procedures for GSA Schedules, while FAR 15 addresses contracting by negotiation. This webinar will discuss the restriction and benefits of these methods. This webinar will also provide information that will be helpful in determining which method to use.

To Register: [GSA Solutions vs. Open Market](#)



## **Biden Administration Plans to Increase Contracting to Small Businesses**

The Federal Government is taking steps to increase the spending on small businesses within their contracts. The executive office of the president has recently released a memo that directs agencies to move forward on this priority. The federal government looks to increase the share of contracts to small disadvantaged businesses and up the baseline spending on contracts with other socioeconomic businesses.

Continue reading: [Increase Contracting to Small Businesses](#)

Posted [December 20, 2021](#) by [John Mattox](#)

---



**NATIONAL SECURITY  
INNOVATION NETWORK**

## **AFRL Awards Roughly \$3 Million to Innovators in 2021**

The Air Force Research Laboratory (AFRL) has partnered with NSIN to develop civilian partnership with the goal of modernizing military technology. The AFRL has committed to awarding nearly \$3 million to entrepreneurs by the end of the year.

Continue reading: [AFRL Awards Nearly \\$3 Million](#)

Posted [December 6, 2021](#)



**SMALLGOVCON**

## **Keep SAM Registrations Current to Avoid Loss of SDVOSB Verification**

Keeping your Sam registration up to date is an important task. Not having the correct information in your registration can lead to some unfortunate consequences. One of these being the loss of SDVOSB and other verifications. To avoid this always be sure to update Sam with any information changes regarding your business.

Continue reading: [Keep your Sam registration current](#)

Post on [December 28, 2021](#) by [Stephanie Ellis](#)

**Notice: If you have any questions on the Covid Mandate for federal government contractors please contact your PTAC Counselor. We will be able to provide the most up to date covid information.**

**Rhode Island PTAC  
Staff contact information**

Melody Weeks PTAC Program Manager

(401) 528-9619 email: melody.weeks@commerceri.com

Kaileigh Carroll Procurement Specialist  
(401) 528-9466 email: kaileigh.carroll@commerceri.com

Charlene Bouthillette, Procurement Specialist  
(401) 278-9129 email: charlene.bouthillette@commerceri.com

Jake Bacon, Procurement Coordinator  
(401) 278-9133 email: jake.bacon@commerceri.cvom

## Upcoming Webinars January 2022

**RI PTAC subscribes to **Govology**, a government contracting training webinar service and our subscription benefits PTAC clients!**



# GOVOLOGY

**If you are a PTAC client and interested in viewing any of the below Govology Webinars, contact your PTAC Counselor or email: [PTAC@RIPTAC.org](mailto:PTAC@RIPTAC.org) for log-in information.**

---

### How to Build a Strong Government Sales Strategy – 8 Core Activities

**January 11, 2022  
1:00 - 2:30pm**

This webinar will discuss the various tactics to use when developing a strong sales strategy that wins government contracts. This training session will connect the dots from who buys what you sell, to how to collect intelligence and win.

---

### Doing Business with the U.S. Department of State

**January 12, 2022  
1:00 - 2:30pm**

This webinar will be an overview of the U.S. Department of State. It will discuss the departments bureaus and missions. What opportunities there are to pursue and the different contracting processes they have.

---

### Market Research for Small Businesses Selling to Big Buyers

**January 13, 2022  
1:00 - 2:30pm**

This Webinar will showcase tips and tricks to help small businesses understand how to conduct market research. This training will also discuss doing business with large corporations, prime contractors, along with state and local agencies.

---

### Limitations on Subcontracting: A Step-by-Step Compliance Guide

The limitations on Subcontracting can be confusing. This webinar is here to explain this these limitations and make them easier to understand. this training session will use a step-



**January 20, 2022**  
**1:00 - 2:30pm**

by-step process to explain this rule.

---

**Navigating the \$1.2 Trillion  
Infrastructure Bill**

**January 27, 2022**  
**1:00 - 2:30pm**

This infrastructure bill should translate into a large amount of opportunities for federal contractors. This training session will sort out what is in the law and how to spot these different opportunities.



**Rhode Island Commerce Corporation**  
**Resource Information for Small Business Assistance**

**Website: [commerceri.com/covid-19/](https://commerceri.com/covid-19/)**



**RHODE  
ISLAND**

COMMERCE  
CORPORATION