



RI PTAC Newsletter | July 2021

Rhode Island Procurement Technical Assistance Center



How To Do Business With FEMA Webinar

Wednesday, July 7th, 2021
10:00 a.m. - 12:00 p.m. (EST)

The event's overview will cover the following topics:

- How to do business with FEMA
- FEMA's Small Business Program
- Category Management
- FEMA Contracting
- FEMA Private Sector Liaisons
- Questions will be allowed within chat room

For more information and to register :[FEMAWebinar](#)

GAO Seeking Feedback from 8(a) Firms

The Government Accountability Office (GAO) has offered participants in the U.S. Small Business Administration's (SBA) 8(a) Business Development Program the opportunity to tell Congress about their views and experience in the program.

Currently, GAO is working on its report regarding the 8(a) Program's eligibility thresholds. In GAO's own words, these reports and testimonies serve to provide "Congress, executive agencies, and the public timely, fact-based, non-partisan information that can be used to improve government and save taxpayers billions of dollars."

Continue Reading: [GAO seeking feedback](#)



Final Reminder

Eligible employers have until Monday, July 19, 2021 to submit two years of EEO data.

The EEO-1 Component 1 report is a mandatory annual data collection that requires all private sector employers with 100 or more employees, and federal contractors with 50 or more employees meeting certain criteria, to submit demographic workforce data, including data by race/ethnicity, sex and job categories.

Employers can find additional eligibility information at <https://eeocdata.org/eeo1>.

[EEOC Reporting](#)



Staffing Updates

Rhode Island PTAC welcomes Jake Bacon as our new PTAC Coordinator
jake.bacon@commerceri.com (401) 278-9133

Charlene Bouthillette is now a full time Procurement Counselor
charlene.bouthillette@commerceri.com (401) 595-0011

NASA SEWP

Becoming A SEWP Industry Provider

**Tuesday, July 20, 2021 at
11:00 AM - 12:00PM**



The NASA SEWP Program Office manages a suite of government-wide IT products and services contracts that enable NASA and all Federal Agencies to achieve their missions and strategic initiatives by providing streamlined access to critical technologies and solutions. In this Session, the Industry Team will address:

- What is NASA SEWP?
- Which federal agencies use SEWP?
- What products and services can be acquired through SEWP?
- Why do federal contract officers choose SEWP?
- Emerging federal acquisition trends.

And perhaps most importantly, how you can leverage NASA SEWP for your federal sales and marketing efforts.

To Register for this event: [SEWP of the Day - Becoming a SEWP Industry Provider](#)



Doing Business with DLA Webinar

**Wed, July 14, 2021
1:30 PM – 2:30 PM**

The Defense Logistics Agency (DLA) Office of Small Business Programs offers monthly webinars to educate small businesses and others about DLA's mission and opportunities to participate in our various supply chains.

To register for this event go to: <https://tko.dla.mil>
select "HQ DLA Small Business Programs" fill out the registration form and additional information will be provided to you.

Rhode Island PTAC Staff contact information

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Upcoming Webinars July 2021

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 for log-in information.

Using Proposal Graphics for Readability and Impact

**July 8, 2021
1:00-2:30**

This webinar covers graphic basics such as setting up your template to start with a compliant document and exploring options for layouts depending on the content you need to deliver. Your instructor, Carrie Ann Williams, will discuss developing basic graphics (such as a team organization chart or tables or call-out boxes) and using Action Captions and titles for more impact. She will also dive into how to take a narrative describing a complex process and convert it to a graphic (and why this helps reviewers.)

Finessing your Fringe, Overhead and G&A Rates

**June 3, 2021
1:00-2:30pm**

This session describes what makes up fringe benefits, overhead and G&A costs and how managing those costs leads to faster growth and greater profits. ...

Automated Bookkeeping & Outsourced GovCon Accounting

**July 13, 2021
1:00-2:30 pm**

Small businesses often lack the financial resources to staff their accounting departments with the expertise necessary to fuel strategic growth. Companies need a unique skillset to achieve and maintain accounting compliance in government contracts, and many local CPAs lack this expertise. That's where outsourced accounting and automated bookkeeping comes into play, especially for government contractors. Working with a firm that can configure the automated tools so that your internal bookkeeping and accounting staff are minimized allows you to invest money in external accountants who deal with government contract compliance daily.

Hunt, Fish, and Farm Your Way to

Connecting with government buyers and program users at every level is challenging

GOVCON Success

July 14, 2021
1:00 - 2:30pm

but not impossible. In this webinar, veteran and retired Federal Acquisition Executive William Randolph will share strategies, tactics, and tools that you can use to go to market in the new government contracting environment. You will learn about a three-part strategy to connect with government buyers and end-users and find contracting opportunities.

The Concept of “Responsibility” in Government Contracting

July 15, 2021
1:00 - 2:30pm

To be awarded a government contract, a company must do more than submit the winning proposal — it must be “responsible.” The concept of responsibility in government contracting is far-reaching and can include such things as having adequate financial resources, a satisfactory ethical record, past performance, and even security clearances. ...

GSA Multiple Award Schedule Consolidation – The Facts You Need to Know

July 20, 2021
1:00 - 2:30pm

On October 1, 2019, GSA released their Multiple Award Consolidated Schedule – combining the previous 24 separate schedules into one solicitation as part of their Federal Marketplace Strategy. This three-phased strategy overhauled and replaced the legacy system, modifying existing contracts and consolidating all offers. And while the game isn’t changing, the rules have. Whether you are a current or prospective contractor, it is essential that you stay abreast of these changes.

Advanced Teaming Strategies To Accelerate Small Business Government Revenue – Update 2021

July 22, 2021
1:00 - 2:30pm

A strong teaming strategy produces both tactical and strategic benefits. It helps you differentiate your company’s capabilities and integrate them into two or more of another company’s markets or territories. This webinar provides advanced teaming strategies that will help you accelerate your revenue growth in the government marketplace by three to five years. You will learn real-world techniques, from basic to advanced, to differentiate and build a competitive advantage with small and large businesses.

Understanding the Domestic Preference Statutes: The Buy American Act and Trade Agreements Act

July 27, 2021

Two domestic preference statutes dominate federal government contracting: the Buy American Act and the Trade Agreements Act. These statutes, and the FAR’s implementing provisions, dictate how contractors can source the goods (and sometimes services) they furnish to the federal government. In this webinar, the government contracts attorney John Mattox (Schoonover & Moriarty LLC) will cover both statutes through a regulatory

1:00 - 2:30pm

overview, explanations of key concepts, and examples to drive understanding.

DIBBS Masterclass – System Overview, Searching For Opportunities, and How To Bid An Opportunity

**July 28, 2021
1:00 - 2:30pm**

this webinar will be an in-depth instruction on what you need to find opportunities and bid on them successfully.

This training includes

- how to set up your account;
- how to search for opportunities;
- how to search by your manufacturer's CAGE codes, established National Stock Numbers, and keywords;
- how to set up the system for automated opportunity emails;
- how to perform/complete the online bidding process;
- and many other tactics and strategies that take most companies one to two years to figure out.

Accounting Systems Checklist for DCAA Compliance for SF1408 – 2021 Update

**July 29, 2021
1:00 - 2:30pm**

You just found out about a contract that you want to go after. The prime that wants to team with you says you need to be DCAA compliant.

What does it mean? How long will it take? How much will it cost? How do you get DCAA to approve your accounting system? Are you even going after the type of work that will require DCAA compliance? Is now the time to invest in the accounting systems for growth?



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

**COVID-19 Info Line: (401) 521-HELP
E-mail: info@commerceri.com**

Please visit the Commerce website for information about programs and initiatives available for businesses

Website: commerceri.com/covid-19/



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