



RI PTAC Newsletter | June 2021

Rhode Island Procurement Technical Assistance Center



The Naval Undersea Warfare Center, Division Newport (NUWCDIVNPT) and the Rhode Island Chapter of the National Contract Management Association (NCMA) will be co-hosting the 4th Biannual 2021 Ocean State Workshop

This workshop, traditionally held every other year in person, will be hosted virtually this year. It will occur over three- 2 hour virtual sessions scheduled for 6/16, 6/23 and 6/30/21 from 1300-1500 EDT.

The Ocean State Workshop began in 2015 out of the government and industry's joint interest in offering a training and educational workshop in a wide variety of areas with the focus on contracting. Attendees will see and hear about some of the most current issues in contracting and have an opportunity to share, swarm, and solve these issues with peers and colleagues in an open environment.

Topics being addressed during the 2021 Ocean State Workshop include Market Research (Day 1, 6/16/21), NIST/CMMC (Day 2, 6/23/21) and Small Business Subcontracting & Participation and Commercial/Non-Commercial Contracting (Day 3, 6/30/21). Registrants must register for each session individually using the following links:

Day 1: Market Research: <https://attendee.gotowebinar.com/register/4149733220126646543>

Day 2: NIST/7021 CMMC Framework: <https://attendee.gotowebinar.com/register/9059808002635527947>



Five Things You Should Know: Past Performance of Subcontractors, Joint Venture Partners, and Affiliates

The government's hard shift away from lowest-price, technically acceptable evaluations has magnified the importance of past performance in many competitive acquisitions. For start-ups and other companies new to the federal marketplace, past performance requirements can present a significant barrier to success.

Oftentimes, companies with little or no past performance of their own can offer the past performance of another entity, such as a subcontractor or joint venture partner. But the rules surrounding the use of another entity's past performance are often misunderstood—and recently, the rules have evolved quickly.

Here are five things you should know about using the past performance of a subcontractor, joint venture partner, or affiliate....

Continue Reading: [Five Things You Should Know](#)



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](#)



Webinar: Marketing Your GSA Contract - What You Should Know

June 17, 2021

GSA's Office of Small and Disadvantaged Business Utilization (OSDBU) New England Region is hosting a webinar targeting small businesses interested in marketing their GSA Contract in Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

This webinar targets small businesses with a GSA Schedule Contract, interested in learning effective marketing strategies. The session will provide tips and tools for your firm to use to make your GSA Schedule a success.

To Register: [GSA Webinar Registration](#)



New Executive Order Requires Many Federal Contractors to Increase Minimum Wage for Workers by 2022

Beginning on January 30, 2022, all agencies will incorporate the \$15 minimum wage in new contract solicitations, and the wage will be implemented in all new contracts beginning on March 30, 2022. In an effort to keep the minimum wage at a sustainable level for workers, the EO institutes an index for the wage to keep pace with inflation and cost of living increases. At present, the minimum wage for federal contract employees is \$10.95 per hour, and the tipped minimum wage is \$7.65 per hour.

The increased minimum wage will broadly apply to all new federal contracts, solicitations, renewals, extensions, or options entered into on or after January 30, 2022. The terms of the EO specify that it applies if the wages of workers under a federal contract are governed by the Fair Labor Standards Act, Service Contract Act, or the Davis-Bacon Act and.... to read the full article: [Executive Order](#)

BlueSwell

Do you have an idea for new business that could make a substantial impact on ocean health or on a sustainable ocean industry? Then you could be just who we are looking for:

[Apply for Cohort II Now!](#)

About Our Program

Bluetech ventures have substantial potential for impact. We believe that encouraging this type of innovation requires a dedicated and focused support infrastructure. The goal of the BlueSwell Incubator is to build the capacity of new founders to

convert their big ocean-focused concepts into profitable and sustainable businesses by bridging a gap of funding and mentorship. To find out more about Blue Swell: [Blue Swell info](#)



SeaPort-NxG and Contracts Council Meeting

**Tuesday, June 1, 2021
9:00am-11:30am**

The Naval Undersea Warfare Center, Division Newport (NUWCDIVNPT) will be hosting a “SeaPort-NxG and Contracts Council” Meeting, Tuesday, 1 June 2021 virtually via MTeams. These meetings are held approximately every six (6) months as a means of facilitating and encouraging communications between the NUWCDIVNPT Contracts Department and Industry.

Points of Contact

Registration: All interested attendees must register by providing your Name, Company, CAGE Code, Size Status, Phone Number and E-mail address, to Ms. Sarah Heard at sarah.heard@navy.mil, by Wednesday, 26 May 2021.

Questions: Registered attendees should submit questions (for Industry Q&A) to Ms. Sarah Heard at sarah.heard@navy.mil, by Friday, 14 May 2021.

Tentative Agenda:

- 0900 - SeaPort-NxG Council Meeting
- Welcome and Introductions
- Contracts Department (Code 02) Leadership presentations
- Small Business (Code 00K) presentation
- Industry Q&A
- 1130 - Event Concludes

Representatives from Code 02 Contracts and representatives from NUWCDIVNPT Departments will be in attendance.

Question & Answers will be published to the NUWCDIVNPT's "Business" Website following the event.



DLA Virtual Industry Day 2021

**Wed, June 9, 2021
8:30 AM – 4:00 PM**

DLA Distribution invites you to attend the DLA Distribution Virtual Industry Day on June 9, 2021. The purpose of this forum is to provide industry partners an avenue to learn about the mission of DLA Distribution and to encourage an open dialogue and exchange of information and ideas with industry partners.

Industry will hear from the organization's staff and gain insight into DLA Distribution's strategic and operational objectives and how to do business with us.

Rhode Island PTAC Staff contact information

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Upcoming Webinars June 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.

Improving SBA Certification Applications

June 1, 2021
1:00-2:30

Are you a small business owner who has submitted an SBA certification application – whether 8(a), WOSB, or HUBZone – only for it to be deemed “incomplete”? Meeting basic eligibility requirements is not always enough to ensure certification. During this session, we will walk you through what you can do to help ensure you submit a stronger certification application.

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. ...

Maximizing Profitability with Effective Budgeting

Accounting in Government contracting has its own unique and specialized rules,

**June 8, 2021
1:00-2:30 pm**

regulations, standards, problems, and hurdles. Compliant accounting systems that provide meaningful information require solid foundations built on principles, regulations, and industry best practices. Everything in Government contracting – negotiation, performance, termination, and more – requires that contractors follow specific accounting principles and standards. Moreover, dealing with the Federal Government can be difficult and complex. Unless a proper accounting system is in place, a contractor may face enormous difficulties, not the least of which is lost profits, lost contracts...

**Intro to US Export Compliance:
ITAR and EAR**

**June 9, 2021
1:00 - 2:30pm**

The U.S. export control and sanctions regulations are extraordinarily complex. Compliance with these laws is an enormous undertaking that requires a person to have extensive expertise, along with time to plan and the determination to see it through to its fruition. In this webinar, you will learn the basics of how to comply with U.S. export regulations.

**Ethics in Government Contracting:
What Contractors Need to Know**

**June 10, 2021
1:00 - 2:30pm**

Uncle Sam only wants to do business with ethical contractors — and not all of the government's ethics rules are intuitive. In this webinar, government contracts attorneys Shane McCall and Steven Koprince explain the ins and outs of the key ethics rules contractors should know, including organizational conflicts of interest, contingent fees, collusion, gratuities, the False Claims Act, and the Procurement Integrity Act. The presentation concludes with an in-depth look at what a compliant Ethics Plan and Internal Compliance Program should include.

**Winning Proposals: Your
Comprehensive Guide to
Responding to Federal RFPs
(3-Part Series)**

**June 15, 16, 17, 2021
1:00 - 2:30pm**

Contractors performing service contracts for the federal government must comply with a set of labor standards dictated by statute and regulations. Principal among these is the requirement to pay employees the certain minimum prevailing wages and fringe benefits dictated by DOL wage determinations or collective bargaining agreements. In this webinar, Mr Mattox will highlight and discuss the McNamara-O'Hara Service Contract Act (SCA) standards and how contractors must comply.

Intro and DCAA Overview &

In this webinar, Mr. Gregor, DCAA,

Proposal Adequacy

June 23, 2021

1:00 - 2:30pm

will provide an overview of the Defense Contract Audit Agency, including various types of audits that can be performed throughout the various phases of a contract. He will also shed light on how government agencies determine proposal adequacy by discussing the requirements for cost elements such as Direct Labor, Material, Subcontracts, Other Direct Costs (ODCs), and Indirect Rates. ...

Winning Strategies and Proven Best Practices for Government Prospecting

June 24, 2021

1:00 - 2:30pm

In this educational, fast-paced, high-energy, and thought-provoking webinar, you will learn basic and advanced tactics and strategies for accelerating small business government sales. These tactics and strategies are designed for entrepreneurs, novice and experienced business professionals, and executives who operate or plan to operate in the federal space. Based on changes that have taken place in federal acquisition over the last five years, Mr. Frank will outline how and where to prospect and provide real-world tactics, strategies, and recommendations.



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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