



Procurement Technical Assistance Center

NEW JERSEY'S SUPPLY CHAIN AUTHORITY

February 2019

REGISTER TODAY!

NJIT PTAC Supply Chain Matchmaking Conference Thursday, May 30, 2019

Register before March 1st for Early Bird Savings

The conference will connect small businesses to contracting opportunities with prime contractors and government agencies. Supply chain professionals from the public and private sectors will present, exhibit, and discuss upcoming procurement projects during one-on-one matchmaking sessions.

For more information and to register go to: <https://www.eventdex.com/NJITPTAC/SCMC>

If you have any questions, please email Jennifer Evans at jennifer@allianceforbiz.com. We look forward to seeing you in May!

NJIT PTAC Tip of the Month:

**Deal To Re-Open The Government Reached.
But Will It Stay Opened?**

Good news! It looks like our federal government is back to work, albeit temporarily. On January 25th, President Trump announced that he agreed to a deal with Congress which would fund federal agencies through February 15th. Tom Marcinko, a Principal consultant at Aronson, LLC, [advises contractors to track their costs of restarting the work separately from the costs of performing the work](#). The costs to restart the work, along with the costs to stop the work, can be recouped through a Request for Equitable Adjustment (REA), but as long as they're tracked separately. You may also be interested in downloading Aronson's White Paper "[A Contractor's Guide To Surviving A Government Shutdown](#)" which provides great insights on how contractors can best prepare for and act in the midst of a government shutdown, including the two commandments of "Communication" and "Documentation."

NJIT PTAC News You Can Use:

Update on Small Business Runway Extension Act of 2018

In the midst of the Government shutdown, there has not been very much additional guidance for contractors who may be affected by the Small Business Runway Extension Act of 2018, which was signed into law back in December and changes the way the revenue-based size standards are calculated for small businesses (from a three-year average to a five-year average).

As it stands, contractors registering a new entity or updating an existing entity in the System for Award Management (SAM.GOV) are still required to enter their three-year average. No one knows when SAM will update their registration portal to reflect the new law but this will likely not happen until SBA has updated their regulations. Read the [latest update regarding the Small Business Runway Extension Act](#) on the Smallgovcon.com blog and stay tuned for more updates.

Events & Workshops

Contract Performance – Now You Have a Contract, What's Next?

Tuesday, February 5, 2019

9:30 am - 3:00 pm

This Lakehurst Small Business Roundtable (LKE SBR) event provides a unique opportunity for business to network and learn about contract execution directly from the government and seasoned industry professionals.

For registration details visit NJIT PTAC's event portal at:

<https://njitptac.ecenterdirect.com/events/1623>

Veterans Procurement Resource Expo 2019

Tuesday, February 19, 2019

10:00 am - 4:00 pm

Get your business exposed to government agencies looking for your products or services, learn the ropes of government contracting, meet and network with resources that can take your business to the next level.

Keynote Speaker: Brigadier General (Ret.) USAF, Harris Jay Kline

For registration details visit NJIT PTAC's event portal

at: <https://njitptac.ecenterdirect.com/events/1629>

[SAM Registration Workshop \(Beginners\)](#)

February 5, 2019 9:00 AM - 12:00 PM (EST)

Webinars

Contact your NJIT PTAC Procurement Specialist for the FREE code.

For contact information go to <http://www.njit.edu/ptac/contacts>



Getting Started in the Government Marketplace

Date: February 7, 2019

Time: 1 p.m. EST

Presenter: Carroll Bernard

[Click Here to Learn More](#)



Government Contracting Ethics

Date: February 14, 2019

Time: 1 p.m. EST

Presenter: Steven Koprince

[Click Here to Learn More](#)



Who Buys What You Sell – A Step by Step Process

Date: February 28, 2019

Time: 1 p.m. EST

Presenter: Joshua Frank

[Click Here to Learn More](#)

Recommended Readings:

Are You Missing Out On Massive Opportunities In The State and Local Marketplace?

According to Onvia, the aggregate spending of State, Local, Education, and Special districts (SLED) tops \$1.5 Trillion dollars annually. This is 3x the size of spending by the federal government. If you aren't taking advantage of this marketplace but want to learn more, read [Onvia's full report on the SLED marketplace](#) and speak with your PTAC Counselor about how you can incorporate these opportunities into your overall pursuits in the government market.

Small Businesses Better Gear Up For A Fight

Federal Contracting Attorney Steven Koprince, in his recent article "Eliminate Most DoD Small Business Set-Asides, says Section 809 Panel," noted that all Small Businesses should take notice of the recent recommendations to Congress by this panel, which (if implemented) would effectively eliminate small business set-asides in the federal marketplace as we know them. [Click here](#) to read the full article on smallgovcon.com.

About Your PTAC:

The New Jersey Institute of Technology Procurement Technical Assistance Center (NJIT PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency's Office of Small Business Programs. Our mission is to help small businesses succeed in the government marketplace. To get assistance and support from the NJIT PTAC, you must first become a client by completing our online client application at <http://njitptac.ecenterdirect.com/signup>.

You can also contact us via phone at (973) 596-3105.

For additional information online, please visit our website at www.njit.edu/ptac.

Client Prerequisites:

Any business seeking to become an NJIT PTAC client must meet the following requirements:

1. New Jersey-based small business (excluding Union County businesses)
2. Established at least two years
3. Customer base that demonstrates past performance
4. Must not be delinquent with child support or taxes
5. Creditworthy
6. Business bank account
7. Computer literate
8. Company website and email preferred

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