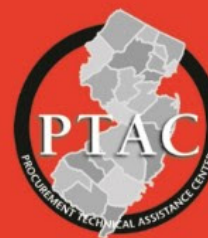


**NJIT**

PROCUREMENT TECHNICAL ASSISTANCE CENTER

**January 2018*****Tip of the Month:***

Be A Great Leader!

“The most fundamental and important truths at the heart of Extreme Ownership: there are no bad teams, only bad leaders.”

— Jocko Willink, "Extreme Ownership: How U.S. Navy SEALs Lead and Win."

If you are the leader of your organization, and you have lofty goals for winning government business in 2018, it is essential that you take *extreme ownership* of your team and develop yourself as a great leader. Only then can you build a high performing and effective team that will, in turn, lead you to remarkable success in the government marketplace.

The problem is, many leaders believe they are great but are often only good, average, and yes, poor. But we all have to start somewhere. It may be hard to admit that you haven't tapped into your full potential as a great leader and that there is still room for growth. It is also easy to blame failures on others rather than taking ownership of team failures. So how do you know if you are a great

leader and furthermore, how can you grow into one?

Since leadership development is such an important factor in government market success or failure, we'd like to share with you a few excellent books on leadership. If you feel there is room for growth, then make leadership development your number one personal goal for 2018. The book recommendations below are available from most major booksellers both in print and audio formats (for those of you who like to learn on the go). If none of the titles below jump at you, then do your own research- you are sure to find many excellent books and even leadership development programs. Just don't dismiss this vital opportunity for self-reflection and personal development.

Book recommendations:

- Extreme Ownership: How U.S. Navy SEALs Lead and Win
- The 21 Irrefutable Laws of Leadership
- Leaders Eat Last: Why Some Teams Pull Together and Others Don't
- The Power of Positive Leadership: How and Why Positive Leaders Transform Teams and Organizations and Change the World

2018 Leadership Challenge

- Spend the first three months of 2018 reading or listening to at least three books on leadership, or get involved with a trusted leadership development program that has a demonstrated record of developing leaders.
- Then take it one step further by developing an action plan detailing how you will implement this knowledge and be disciplined enough to live what you learn.

Leadership has a transformative power that will not only supercharge your business but will also improve other areas of your life. It's entirely up to you to make it happen.

PTAC News You Can Use:

Are You A Small Disadvantaged Business?

Did you self-certify as a Small Disadvantaged Business (SDB) when you registered your vendor profile in [SAM.GOV](#), and are you indeed an SDB according to the federal government's definition in [13 CFR 124.1002](#)? [Click here to read the full definition per regulation.](#)

We have found that many small businesses tick the SDB box during [SAM.GOV](#) registration without understanding its true definition. Without meeting the criteria outlined in 13 CFR 124.1002, small businesses self-certifying as a Small Disadvantaged Business are technically making a false claim to the government.

If you are truly a Small Disadvantaged Business, there is a strong chance that you may qualify for some additional benefits from the government such as certification in the SBA's 8(a) nine-year business development program as well as support through the SBA's 7J Management and Technical Assistance Program. [Click here to learn about 7J benefits and eligibility.](#)

Schedule a session with your NJIT PTAC representative for assistance in taking advantage of these programs or in modifying your SAM profile if you self-certified as an SDB but don't meet the criteria outlined in 13 CFR 124.1002.

You can also determine if you are potentially eligible for 8(a) and other SBA

certifications by answering questions using the “Am I Eligible” wizard located at certify.sba.gov/am-i-eligible.

Live Webcasts

Contact your NJIT PTAC Counselor for a **FREE** code

How to PROPERLY Set Up and Update Your **SAM.GOV Profile**



Date: January 11, 2018

Time: 1:00 p.m. EST

[Learn More](#)

The Service Contract Act: A Primer For Contractors Preparing To Receive Their First SCA Contract



Date: January 25, 2018

Time: 1:00 p.m. EST

[Learn More](#)

Local Events, Workshops, Conferences

January 24, 2018 10:00 AM - 2:00 PM
[Lakehurst Small Business Roundtable](#)

Recommended Readings:

Pentagon Delays Deadline for Military Suppliers To Meet Cybersecurity Rules

Article by Marcus Weisgerber on Defenseone.com

The Pentagon will delay the Jan. 1 deadline for all of its suppliers to meet a set of new regulations largely designed to better protect sensitive military data and weapon blueprints. [Click here for full article.](#)

Related readings:

DOD Memo - [Implementation of DFARS Clause 252.204-7012, Safeguarding Defense Covered Information, and Cyber Incident Reporting](#)

NIST 800-171 - [Protecting Controlled Unclassified Information in Nonfederal Information Systems and Organizations](#)

NIST 800-18 - [Guide for Developing Security Plans for Federal Information Systems](#)

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