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**June 2017*****Update:***

NJIT PTAC Small Business Procurement & Matchmaking Conference Success

NJIT's Procurement Technical Assistance Center (PTAC) held its first Small Business Procurement & Matchmaking Conference May 1. Sponsored by PSEG, the conference was one of the most successful procurement events in the history of NJIT PTAC. More than 250 people were in attendance, along with 41 exhibitors and over 20 agencies and corporations. The matchmaking portion of the conference provided hundreds of one-on-one sessions between government and corporate buyers with small-business owners.

Cheryl Hall, president of WisEngineering, gave the keynote speech which highlighted her business journey. Hall, who has been a PTAC client since 2004, also received NJIT PTAC's first "Small Business of the Year Award."



Raul Mercado, Director, NJIT PTAC; Cheryl Hall, President WisEngineering and NJIT PTAC Small Business of the Year; Susan Hogan, Supplier Diversity Manager, PSEG



Matchmaking Session with Rutgers Wes Coleman



Audience



Joseph Myers, Buyer and Eugenia Regencio, Director, NJIT Purchasing Department



Panelists; Dominick Belfiore, SBA; Aixa Lopez, Robinson Aerial Surveys; Raul Mercado, NJIT PTAC; Rafael Mata, Hudson County OMWBE; Deborah Wiggins, University Hospital of NJ

Tip of the Month:

How to Protect Your Business and Comply with New Federal Regulations Related to Cybersecurity Taking Effect on Dec. 31, 2017

When it comes to hot topics in federal contracting for 2017, cybersecurity is at the forefront, and no company is too small or too large to ignore what is happening in the world. If you are doing business with the federal government, you must act now to get your team and any subcontractors ready to comply with the new cybersecurity regulations taking effect on Dec. 31st, 2017.

Cyber threats pose a significant risk not only to your business but also your customers, suppliers, prime contractors, and subcontractors. Hackers may even use your company to penetrate higher value targets you are doing business with such as the federal government. The Department of Defense is taking preventive steps by issuing specific requirements for all its vendors which will take effect at the end of 2017. It's entirely possible that other agencies will eventually follow suit.

So, what should you do to protect your business from cyber threats? How can you prepare your team for the new cybersecurity regulations? One of the biggest challenges for

contractors trying to learn about cybersecurity is how to wrap their heads around the massive amounts of information, training, and resources that now exist from government agencies, private industries, and other entities. Where do you begin?

[Click here to read the full article with suggested steps to take if you want to protect your business and ensure compliance with the new cybersecurity regulations.](#)

PTAC News You Can Use:

Did you know? Under current federal regulation (DFARS 204.7302 (b))

“Contractors and subcontractors are required to rapidly report cyber incidents directly to DoD at <https://dibnet.dod.mil/portal/intranet/> (Note: if you use Chrome to open this link, you may receive certification error message. In this case, please try a different browser). Subcontractors provide the incident report number automatically assigned by DoD to the prime contractor. Lower-tier subcontractors likewise report the incident report number automatically assigned by DoD to their higher-tier subcontractor, until the prime contractor is reached.”

Want more resources on Cybersecurity? The Delaware PTAC has posted a nice PDF with additional information, including links to the DOD’s Cybersecurity Toolkit, and more learning opportunities for businesses both large and small. Check it out at <http://www.delawareptac.org/wp-content/uploads/2015/10/Cybersecurity.pdf>

Local Events, Workshops, Conferences

Jun 6, 2017 1:00 p.m. - 2:30 p.m.

Live Webinars

contact us for a Free code

[The Top 10 Mistakes in](#)

[DIBBS Webinar: Solicitation](#)

Jun 6, 2017 9:00 am - 12:00 noon
[SAM Registration Workshop - Newark, NJ \(for Beginners\)](#)

Jun 7, 2017 9:00 AM - 12:00 PM
[TBD: REDC / NJIT PTAC NY NJ Networking Event](#)

Jun 13, 2017 1:00 p.m. - 2:30 p.m.
[DIBBS Webinar: Quoting](#)

Jun 15, 2017 6:00 - 8:00 p.m.
[Unlocking the Secrets of Sales - Tips to Close More Business](#)

Jun 28, 2017 9:30 a.m. - 11:30
[Contracting with the Federal Government \(for Beginners\)](#)

[Federal Contracting](#)



Date: June 15, 2017
Time: 1 p.m. EDT

[How to Justify Increased Profit/Fee Under DoD Contracts Requiring Certified Cost or Price Data](#)



Date: June 29, 2017
Time: 1 p.m. EDT

Recommended Readings:

Whitepaper on Changes and Requirements Regarding Cybersecurity

If you want a good overview of clauses associated with Cybersecurity requirements to look for in your federal contracts, we recommend reading the whitepaper published by Imprimus, Inc. titled [“Summary of Changes and Requirements – DFARS Cybersecurity Safeguards.”](#) If you are a prime contractor, don’t forget to flow the required clauses down to your subcontracts. Remember! You are ultimately responsible to the government for a breakdown in cybersecurity within your supply chain and subcontracts.

Federal Contractors Must Meet Cybersecurity Compliance by December 31st, 2017

A recent article published on Duo.com provides an overview of the upcoming changes and implementation requirements related to cybersecurity compliance as promulgated by the Department of Defense. [Click here to read the full article.](#)

Federal Cybersecurity Directive Looms Over Contractors

Federal contractors must better protect their government data, or they could lose their business with the government. [Click here to read the full article published on Government Technology's website.](#) A looming new federal security directive will require businesses working with the federal government to protect their cyber data, or have a detailed plan for doing so, by year's end.

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