



May 2018

Event of the Year:

**NJIT PTAC Supply Chain Matchmaking
Conference 2018**

May 17, 2018 8:00 AM - 4:30 PM

[Learn More](#)

Seminar Series:

Break Through to Contracting Success
In Collaboration with Burlington County Library System

May 7, 2018 9:00 AM - 12:00 PM

Session 5: Risk Management and Compliance for Contractors

Tip of the Month:

Stay Informed!

As a federal contractor, you know that the acquisition environment is always changing. If you want to win business with federal agencies, and more importantly keep the business once you've earned it, it is essential to stay informed to protect your business from potential threats that may catch you unawares. But, it's not all doom and gloom. Changes may also bring new opportunities that enable you to win more business or get ahead of your competition.

The lesson here is, "the more you know, the more successful your business will be." So, in addition to meeting with your NJIT PTAC counselor on a regular basis, you should also follow blogs, podcasts, and radio shows dedicated to federal contracting. For example, in our recommended reading and listening section below, you'll find a recent thought-provoking Federal News Radio interview with Mark Amtower and Larry Allen, where they discuss many important developments in the federal market that contractors should know.

PTAC News You Can Use:

Jump on the SLED

If you aren't familiar with the acronym SLED, now may be a good time to become acquainted with this term and the \$1.5 Trillion annual government

marketplace it represents.

SLED is the acronym for State, Local, and Education. The SLED marketplace consists of non-federal government agencies such as Cities, States, Counties, Ports, Schools, and Special Districts across the nation.

If you want to get involved with SLED opportunities, your NJIT PTAC is a good starting point, and here's why.

1. We have a direct connection and work closely with buyers and representatives from local agencies.
2. We can help you with getting registered to do business with SLED agencies.
3. We have a bid matching service that, in addition to searching federal websites, also scours SLED websites to provide you with a convenient method of finding bidding opportunities matching what you sell.
4. We can help you understand and obtain state small business certifications for which you may be eligible.
5. We frequently host local workshops in partnership with local agencies designed to help enhance your education and network with local SLED buyers and representatives.

The SLED market is also less complex, with fewer rules and regulations when compared with the federal marketplace; and once you win business locally, you can expand to other SLED agencies across the nation. For more information about the SLED marketplace, a simple web search using the keywords "SLED State and Local" will yield many informative articles to help you get more acquainted with this massive marketplace.

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



Teaming, Joint Ventures and Mentor-Protégé Relationships on Federal Contracts

Date: May 10, 2018

Time: 1:00 p.m. EDT

[**CLICK HERE TO LEARN MORE**](#)



How To Differentiate and Communicate Value - Communicating Quantifiable and Qualifiable Metrics

Date: May 17, 2018

Time: 1:00 p.m. EDT

[**CLICK HERE TO LEARN MORE**](#)

Reporting Executive Compensation and First-Tier Subcontract Awards

Date: May 31, 2018

Time: 1:00 p.m. EDT

[**CLICK HERE TO LEARN MORE**](#)



Events and Workshops

May 1, 2018 9:00 AM - 12:00 PM (EDT)
SAM Registration Workshop (Beginners)

May 3, 2018 8:00 AM - 12:00 PM (EDT)
PSEG Supplier Diversity Procurement Fair - Uniondale, NY

May 7, 2018 9:00 AM - 12:00 PM (EDT)
Risk Management & Compliance for Contractors: Session 5 of 5 series

Recommended Reading / Listening:

Bundling Didn't Allow Agency to Purchase FSS Open Market Items, GAO Says (Source: smallgovcon.com)

If you offer products on the GSA's Federal Supply Schedules (FSS), this recent article published on the smallgovcon.com blog provides some perspective on GAO's position when it comes to agencies procuring items in the open market when they are available within FSS. It should also serve as a word of caution

for vendors when pricing FSS products for open market availability. [Click here for the full story.](#)

Federal News Radio Interview (Mark Amtower and Larry Allen)

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In an insightful Federal News Radio interview on April 13th, Mark Amtower and Larry Allen discussed many points of interest for federal contractors, including the 2018 Amtower Federal LinkedIn Census, GSA's eCommerce Project "moving more federal buying to approved eCommerce sites," raising micro-purchasing limits, GAO's new rules forbid protest, and HUBZone ownership rule changes. [Click here to listen to this 47-minute interview.](#)

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