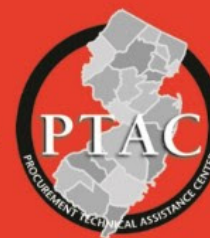


**NJIT**

PROCUREMENT TECHNICAL ASSISTANCE CENTER

**December 2017*****Tip of the Month:***

Three Places to Look For Federal Subcontracting Opportunities

For many businesses, having a solid process for finding and securing work as a subcontractor is essential. Subcontracting is also a great way to build relationships and gain the performance and experience history that government agencies require. Here are four places to connect with primes and look for federal subcontracting opportunities.

1. [USASPENDING](#): We have spoken in the past about the value of market research using this free and publicly accessible website to identify your top target agency. Now we can use this resource to search for top potential prime contractors to connect with for subcontracting opportunities. [Click here for a video tutorial](#) from Carroll Bernard at Govology.com on how to best view this data using an Excel pivot table.
2. [FedBizOpps \(FBO\)](#): This is the federal government's primary point of entry for open market opportunities greater than \$25k. Check out their

free tutorial videos, set up search agents, and view interested vendors list. This last step will give you an idea of who is looking to bid on the project. Knowing this information, you can reach out and ask if they are pursuing it and if so, whether they have a subcontracting opportunity in “your area of specialty” should they get the award. Recommended - Before you call, visit the contractor's website to learn more about their company and find out if they have a specific process for registering to do business with their firm.

3. The SBA recently updated a section of their website with resources for small businesses to help them connect with prime contractors who have an active subcontracting plan. An active subcontracting plan means that the company is required to set and work toward achieving small business utilization goals on contracts for goods and services valued at over \$750 million or \$1.5 million for construction. You can [click here](#) to view SBA's general information and resources on subcontracting, or you can [jump directly to the Subcontracting Possibilities section](#), which lists large primes with active subcontracting plans. From there, you can also go to the GSA and DOD's Subcontracting Opportunity Directory.

PTAC News You Can Use:

Setting and Achieving S.M.A.R.T Federal Contracting Goals for 2018

As we enter the final month of 2017, now is a great time to review your 2017 achievements and set new goals for 2018. Here are a few helpful tips for setting and achieving S.M.A.R.T goals. S.M.A.R.T is the acronym for Specific, Measurable, Achievable, Realistic, and Time-Bound.

1. Have clear written goals, with a specific plan of action, and an end date for their accomplishment. This seems simple, yet many business owners go without setting business goals. If you are reading this, there is a good chance you will plan to set goals but never get around to it. Stop what you're doing right now, open up your calendar, and block out 2 - 3 hours for S.M.A.R.T goal setting this week or next.
2. Schedule a meeting to discuss your business goals with an NJIT PTAC counselor. First, we'll help you determine if your federal contracting goals are achievable and realistic. Then we'll provide insights, strategies, and recommended resources that can help you succeed in reaching your goals.
3. Once you've established your S.M.A.R.T business goals for 2018, call a meeting with your team, share your goals, discuss how their role contributes to goal attainment, and some of the strategies and processes you will put into place for success.
4. Schedule a quarterly meeting to assess goal progress, assessment, and adjustments needed along the way.
5. Execute!

Live Webinar

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

2017 Federal Contracting Year-End Review



Date: December 14, 2017

[Learn More](#)

Time: 1:00 p.m. EST

Local Events, Workshops, Conferences

Dec 5, 2017 9:30 AM - 3:00 PM
[1st Annual Hudson County Business Opportunity Forum](#)

Dec 5, 2017 9:00 AM - 12:00 PM
[SAM Registration Workshop \(Beginners\)](#)

Dec 6, 2017 10:00 - 11:30 AM

[Intro to Government Contracting Panel Discussion \(Beginner-Intermediate\)](#)

Dec 6, 2017 11:00 AM - 1:00 PM

[Webinar: Existing 8\(a\) Firm Walk-through of Annual Review Process](#)

Recommended Reading & Listening:

SBA Now Taking Application For Small Business Awards

If your company is doing great things or has awesome leadership, you should consider nominating yourself for an SBA award. There are opportunities for winning an award and receiving recognition at the State, Regional, and National level, and it is a great way to build visibility and credibility with prospective clients. [Click here](#) to navigate to the SBA's website and learn more about how to nominate your business. You can also nominate another firm that you think deserves an award.

GSA Gets Fiscal 2018 Rolling With Major Procurement Initiatives

[Click here](#) to learn about interesting awards and initiatives GSA has underway for 2018.

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