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NJIT PTAC December Newsletter

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Procurement Technical Assistance Center

NEW JERSEY'S SUPPLY CHAIN AUTHORITY

December 2019

PTAC Event Highlight:

NJIT PTAC Supply Chain Matchmaking Conference, May 28, 2020

Join hundreds of small businesses, government agencies and prime contractors at NJIT PTAC Supply Chain Matchmaking Conference at the New Jersey Institute of Technology Campus Center on Thursday, May 28, 2020 from 8:00am-4:30pm.

The mission of this event is to connect small businesses with government agencies and prime contractors to fulfill mutual procurement goals while small businesses identify viable opportunities.

Special supply chain guests from Federal and local government agencies, contracting officers, prime contractors, buyers, subject matter experts and others will be presenting, exhibiting, and discussing upcoming sourcing projects.

[REGISTER HERE!](#)

Tip of the Month:

FBO.GOV Has Moved

On November 12th, 2019, FBO.Gov was retired, and [beta.SAM.Gov](#) is the new

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GSA senior executive on the Federal News Network about the current status of “Contract Opportunities” at BETA.SAM.GOV). There are additional resources posted at the [beta.SAM.Gov](#) website to provide information and training for contractors. For your convenience, we have listed direct links to some of these resources below.

- [Transition fact sheet](#)
- [Contractor Quick Start Guide](#)
- [Click here to watch the instructional video for non-federal users \(contractors\)](#)

We will post additional information, tips, and future updates about the new Contract Opportunities website - so, stay tuned!

If you have ideas or suggestions for improvement, please use the “provide feedback” button on the beta.SAM.gov website.

If you would like to find small business events and vendor collaboration opportunities, look for these specific links toward the top of the page when you visit the Contracting Opportunities page on the beta.SAM.Gov website. If you are logged in, you can save these searches after clicking on the applicable links to quickly access these opportunities in the future.

News You Can Use:

Your PTAC Counselor is ready to assist with any issues or questions related to the [beta.SAM.Gov](#) transition.

Don't Pay For Assistance That You Can Get Free.

PTAC counselors play a significant role in supporting contractors when systems change in the federal marketplace. If you are having trouble with anything related to the new [beta.SAM.gov](#) website, make sure to contact your PTAC counselor. We are just a phone call or email away.

It is also important to remember that there are firms that charge small businesses for assistance with things like SAM registration and FBO transition support. Always remember that you can get this support at no cost through your local PTAC.

Events & Workshops

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[For more information and to register click here](#)

You are invited to attend the 2019 West Coast Small Business Defense Contracting Summit, one of the top military events of 2019. In its 3rd year, the Summit brings together Members of Congress, Pentagon Officials, Military Base Commanders, Contracting Officers, Contracting Experts, and Business Leaders nationwide.

2019 Federal Contracting Year End Review (Beginners - Advanced) Webinar

Date: 12/5/2019

Time: 1:00 PM - 2:30 PM (EST)

[Register Here](#)

For federal contractors, 2019 has been a year of major changes, and 2020 promises many more to come. In this presentation, government contracts attorney Steven Koprince covers some of the most important legal developments of 2019, including: Overhaul of the SBA small business size standards under the Small Business Runway Extension Act, and further inflationary size standard adjustments SBA's proposal of a long-awaited formal woman-owned small business certification requirement Proposed changes to the 8(a) Program's eligibility criteria, which would make more companies eligible for this powerful certification SBA decisions providing important compliance guidance for SDVOSBs and VOSBs

SAM Registration Workshop (Beginners) NWK

Date: 12/10/2019

Time: 9:00 AM - 12:00 PM (EST)

[Register Here](#)

WHY IS SAM REGISTRATION IMPORTANT? The System for Award Management (SAM) is the federal government's primary source for identifying prospective suppliers, and is a vital component to access procurement opportunities and for receiving payment once you have been awarded a contract. Many state, and local government agencies, as well as prime contractors rely on SAM to identify vendors and subcontractors for awarding contracts. In addition, all federal government contractors must be registered in SAM before receiving payments and disbursements. Incomplete and inaccurate registrations are the primary reason why many small businesses keep themselves out of the procurement cycle.

Next Steps After SAM: Preparation for Government Contracting (Beginners - Intermediate)

Date: 12/17/2019

Time: 9:00 AM - 11:00 AM (EST)

[Register Here](#)

This seminar will provide the insight needed to better prepare your business for government contracting. The guidance and direction provided in this session include: How

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codes How to identify relevant resources, training, and events

Webinars

Contact Your PTAC Counselor for the (FREE or low cost) code

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



2019 Federal Contracting Year End Review

Date: December 5th, 2019

Time: 1:00 p.m. EST

Instructor: Steven Koprince

[Click Here to Learn More](#)

Recommended Readings:

Losing Technology to Competitors Threatens Force Lethality

The DoD requires your assistance in protecting our nation's most sensitive information. Everyone doing business with DoD will be expected to comply. [Click here](#) to read the article on why cybersecurity is so important. This article focuses on "force lethality," but cybersecurity has been a hot topic in recent years and will continue to be in the foreseeable future.

Getting Cyber Ready

Are you ready to meet federal cybersecurity standards and the new Cybersecurity Maturity Model Certification in 2020? [Click here](#) to read the latest draft of the DOD's Cybersecurity Maturity Model Certification. We will continue to provide updates and resources to help contractors meet the new certification requirements. So stay tuned, and if you have questions, contact your PTAC counselor.

SDVOSB Contracts: The Verification Misconception – and Two Practical Tips

Many veterans have some important misconceptions about how the federal government awards SDVOSB contracts. In [this article](#), Steven Koprince debunks one of the most pervasive misunderstandings about SDVOSB contracts and provides practical tips that will benefit your SDVOSB.

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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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