



January 2019

SAVE THE DATE!

NJIT PTAC Supply Chain Matchmaking Conference May 30, 2019

NJIT PTAC and Alliance Procurement Fairs are proud to announce our collaborative effort to produce the 3rd Annual "NJIT PTAC Supply Chain Matchmaking Conference 2019" on May 30th.

Mark your calendar for this exciting event. The conference will house 40+ exhibitor tables, approximately 20+ Matchmaking hosts, and will hold room for up to 500 attendees. This is an incredible networking opportunity and chance for you and your business to shine.

Would you like to join us?

Registration will open soon. Be sure to add us to your accepted email list and you'll receive an announcement as soon as the registration website is up and running.

In the meantime, if you have any questions, please email Jennifer Evans at jennifer@allianceforbiz.com. We look forward to hearing from you and hope to see you in May!

NJIT PTAC Tip of the Month:

Happy New Year, and welcome to 2019! As we enter this new year, there are a few significant changes underway affecting many contractors. The biggest change affecting all small businesses is the signing of the Small Business Runway Extension Act of 2018. In a nutshell, this act effectively changes the way the U.S. Small Business Administration defines a small business based on their average annual revenue.

Historically, the SBA has used a calculation based on an average of small business' gross receipts over the last three consecutive years. Under the new law, the size of a small business will now be determined based on an average of their gross receipts over the last consecutive five years in business. Due to this change, a number of small businesses will find themselves in a new size classification for 2019 - some will again qualify as a small business while others will be classified as "other than small" and therefore, will no longer be able to pursue small business set-aside contracts.

In 2019, all small businesses updating their SAM.GOV profile will have to re-calculate their size standard and update their average annual revenue in the "Assertions" section based on the five-year average of gross receipts. The new law does not affect small businesses whose size standard is calculated based on employee count as there is no change in employee-based size standards.

More information on what actions your firm should take as well as other changes to be aware of in 2019 are included below in this newsletter. We will also keep you updated with additional information we receive related to size standards via email and future newsletters.

NJIT PTAC News You Can Use:

More on the "Small Business Runway Extension Act of 2018"

Now that you are aware of how the Small Business Runway Extension Act of 2018 may impact your business, what actions should you take? Because the president signed the act into law last month, technically speaking, it is effective immediately. However, if you log into SAM.GOV, the question under the "Assertions" section related to "Size Metrics" is still asking you to report "Total Receipts (3-year average)". For starters, since you are certifying to the accuracy of the information provided in SAM.GOV, we recommend that you report the specific information SAM asks you until an update is made that asks you to report new information.

1. [Click here](#) to read more about how the new regulation may adversely impact some small businesses. If this happens to be the case for you, now would be a good time to call a team meeting to discuss these changes and how they will impact your strategy in 2019.

3. Keep an eye out for additional updates on this topic, including how to calculate revenues under the new size standard, and when you should update your SAM.GOV profile.
4. Contact us if you have any questions, concerns, or need help in calculating your size standard under the new law.

SAM.GOV Tip

Have you tried to search for “System for Award Management” only to find pages of third-party assistance providers and other websites? Unfortunately, it is hard to find SAM.GOV using search engines (especially BING) - it doesn't appear among the top search results. To access the official SAM.GOV website, please enter the URL address www.SAM.gov, and remember - SAM.GOV registration is free, and you can get free assistance with SAM registration and updates via your PTAC.

The Federal Service Desk (FSD)

If you are requesting support from the Federal Service Desk (FSD), please be advised that FSD support emails are now coming from “gsafsd@midatl.service-now.com”. Email communications from this address ARE legitimate— they are not scams or phishing attempts. This email is the ONLY “.com” email address that legitimately comes from GSA/SAM. Any request that involves a fee should raise red flags, and you should notify your PTAC immediately.

According to FSD, “The purpose of the Federal Service Desk (www.FSD.gov) is to help visitors get the information and assistance they need for the systems (websites) that the FSD supports. Note: There are NO fees associated with any FSD supported systems. Supported systems include the System for Award Management (SAM), the Catalog of Federal Domestic Assistance (CFDA), the Electronic Subcontracting Reporting System (eSRS), Federal Business Opportunities (FBO), the Federal, Procurement Data System (FPDS-NG), the FFATA Subaward Reporting System (FSRS), and Wage Determinations OnLine (WDOL)”.

FSD provides support to both federal agencies as well as federal contractors. To request assistance from the Federal Service Desk, visit www.FSD.GOV to submit a support ticket or use their live chat. They can also be contacted via phone at 866-606-8220. If you are using their online system and are a first-time user, you will need to create an account before submitting your request.

Webinars

Contact your NJIT PTAC Procurement Specialist for the FREE code.

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



Seven Steps to Federal Business: Road Map to the Win!

Date: January 17, 2019

Time: 1 p.m. EST

Presenter: Judy Bradt

[Click Here to Learn More](#)



Exploring The Government Market For Your Small Business.

Date: January 24, 2019

Time: 1 p.m. EST

Presenter: Carroll Bernard

[Click Here to Learn More](#)



How Do We Drive Down Overhead?

Date: January 31, 2019

Time: 1 p.m. EST

Presenter: Jenny Clark

[Click Here to Learn More](#)

Events & Workshops

[Industry Webinar: OASIS SB 8 \(a\) Pool On-ramping](#)

January 14, 2019 2:00 PM - 4:00 PM (EST)

Recommended Readings:

GAO: Contractors – Not the Agency – Must Know Applicable Local Laws

Many contractors working on federal projects outside of their local area often ask, “Do I need to obtain a local license?” A recent article published on the smallgovcon.com blog suggests that it is the contractor's responsibility to figure it out. [Click here](#) to read the full article on the smallgovcon.com blog.

permits. This step will not only help you meet the performance requirements of your contract but will also help you understand additional costs you may need to build into your price. As a general rule of thumb, for any business or contract performed outside of federal lands, a local license and permits will be required. Even if the majority of business is performed on federal lands, there are often performance requirements outside of federal lands that must be met to complete the contract. Transportation of materials or personnel is just one example of how this may apply to your next contract.

GSA to Consolidate 24 Multiple Award Schedules into One

Two thousand eighteen closed with many news articles about GSA's plans to consolidate 24 multiple award schedules into one. You can [click here](#) to read one such news article published recently on the Federal Times website. If you have a GSA schedule and have questions or concerns about how this consolidation may impact your business, contact your local PTAC representative or your GSA consultant if you are currently working with a 3rd party firm outside of your PTAC.

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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