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## Procurement Technical Assistance Center

NEW JERSEY'S SUPPLY CHAIN AUTHORITY

*March 2019*

### **REGISTER TODAY!**

#### **NJIT PTAC Supply Chain Matchmaking Conference Thursday, May 30, 2019**

**Early Bird Registration extended to March 15th. Register Now and Save!**

The conference will connect small businesses to contracting opportunities with prime contractors and government agencies. Supply chain professionals from the public and private sectors will present, exhibit, and discuss upcoming procurement projects during one-on-one matchmaking sessions.

For more information and to register go to: <https://www.eventdex.com/NJITPTAC/SCMC>

If you have any questions, please email Jennifer Evans at [jennifer@allianceforbiz.com](mailto:jennifer@allianceforbiz.com). We look forward to seeing you in May!

### **SAVE THE DATE!**

#### **SMALL BUSINESS PROCUREMENT EXPO**

April 11, 2019

Essex County

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## NJIT PTAC Tip of the Month:

### Recovering From A Government Shutdown

The most recent government shutdown has hit some contractors hard. Even though the 35-day shutdown is over and federal employees are receiving their back pay, federal contractors are not. What can you do if you are a contractor who was adversely impacted by the shutdown? Here are a few suggestions.

1. If you have FAR Clause 52.242-15 (Stop Work Order) in your contract and the Contracting Officer issued a “stop work order” before the shutdown, you may be entitled to a request for equitable adjustment. If you need help in this area, have a conversation with your PTAC counselor and if necessary, work with an attorney versed in federal contract law.
2. Pay attention to the news. There are ongoing discussions by federal lawmakers whether or not to fund back pay for contractors affected by the shutdown. Although at this time the final decision is still in the air, you can [click here](#) for the latest news or conduct a web search for “federal contractor back pay” to get the most recent update.
3. If you are involved with an association that supports, advocates, and or lobbies on behalf of government contractors, connect with your association leaders and ask what efforts are underway to have your collective voices heard.
4. Talk with your local congressional representative’s office. [Click here](#) to use the “find your representative” page at the House.Gov website. Enter your zip code, and when you get your result, click on the representative's name/hyperlink and it will bring you to their website where you can find contact information.
5. Plan for the future. FAR clause 52.242-15 is an optional clause that federal contracting officers may or may not include in your contract. If you are looking at a solicitation and don’t see FAR clause 52.242-15, it will not make it into your contract unless you ask for it. Call or email the Procuring Contracting Officer and ask them to amend the solicitation to include this clause as it may protect you in the event of a future shutdown. If they are not willing to include FAR clause 52.242-15, you may consider not pursuing the opportunity or do so but have some contingency plans in place.

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## NJIT PTAC News You Can Use:

and invited into opportunities by federal buyers as well as prime contractors seeking to meet small business goals. Unfortunately, approximately 90% of SAM-registered small businesses have something wrong with their SBA Profile. A recent survey of small business profiles conducted on the SBA's Small Dynamic Search Database at [dsbs.sba.gov](https://dsbs.sba.gov) showed that 60% of firms didn't even complete their capabilities narrative. The capabilities narrative is one of the first things that federal buyers and prime contractors see when they are searching for a small business. If your profile is missing information, you may be getting passed over on opportunities.

In addition to not having a capabilities narrative, other issues include missing keywords, an improperly formatted URL leading to the business website, left out performance history (references), and failure to indicate business type percentages, to name a few.

If you are a small business and need help with reviewing and optimizing your SBA Profile, contact your local PTAC representative.

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## Events & Workshops

### **SAM Registration Workshop (Beginners)**

Tuesday, March 5, 2019  
9:00 am - 12:00 pm (EST)

It is of the utmost importance that your SAM registration provide accurate and detailed information. Let NJIT PTAC provide the technical assistance your business needs to get you on the road to government contracting and subcontracting opportunities. Sign up for this workshop TODAY!

For registration details visit NJIT PTAC's event portal at: <https://njitptac.ecenterdirect.com/events/1565>

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### **Government Contracting and NJIT PTAC Resources**

Wednesday, March 13, 2019  
9:30 am - 11:00 am (EST)

Join us to learn how NJIT Procurement Technical Assistance Center can help propel your enterprise beyond your expectations. NJIT PTAC was established to expand the number of businesses capable of engaging in business opportunities with government agencies. The program is administered by the Defense Logistics Agency's Office of Small Business Programs in cooperation with New Jersey Institute of Technology.

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## Webinars

Contact your NJIT PTAC Procurement Specialist for the FREE code.

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



### **Winning Strategies & Best Practices for Government Prospecting**

**Date:** March 7, 2019

**Time:** 1 p.m. EST

**Presenter:** Joshua Frank

[Click Here to Learn More](#)



### **Understand, Obtain, And Leverage Your Small Business Certifications**

**Date:** March 21, 2019

**Time:** 1 p.m. EST

**Presenter:** Carroll Bernard

[Click Here to Learn More](#)



### **What's Trending in Government Contracting in 2019**

**Date:** March 28, 2019

**Time:** 1 p.m. EST

**Presenter:** Stephanie Amend

[Click Here to Learn More](#)

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## Recommended Readings:

**Latest Word On The Small Business Runway Extension Act**

Act, which would change size standard calculations (for revenue-based NAICS Codes) from a 3-year average to a 5-year average. This law can have significant implications for small businesses which it impacts. For the latest update, read [Matt Schoonover's article on the Smallgovcon.com](#) blog.

## **What to know about the Limitations on Subcontracting**

Michael Lejeune and Steven Koprince discuss Limitations on Subcontracting, how this rule has evolved over the last several years, and what small businesses should understand. Limitations on subcontracting is an important compliance element for small businesses pursuing set-aside contracts. [Click here](#) to listen to the podcast.

## **2019 Federal Cybersecurity Update**

If you haven't been watching the ongoing changes to the cybersecurity landscape, don't be caught off guard. A recent article on the Federal News Network, "[DoD tightens enforcement of cyber regulations on contractors to protect data,](#)" provides a great update on enhanced measures taken by the Department of Defense that may impact your business.

### **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](http://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

5. Creditworthy
6. Business bank account
7. Computer literate
8. Company website and email preferred

## Connect With Us

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