



November 2017

Tip of the Month:

Take Advantage Of The SBA All Small Mentor-Protege Program

The SBA's All Small Mentor-Protege Program, coupled with teaming and joint venture capture strategies, is one of the most powerful secret weapons used by small businesses for fast growth in the federal marketplace. It is, however, also one of the most complex topics to understand and implement "the right way." So, how can your small business learn about the benefits of these programs and put them to work for you? Here are a few tips to follow.

1. [Click here](#) to learn about this highly impactful program on the Small Business Administration's official website. While there, you can also learn about eligibility criteria and how to apply.
2. Expand your knowledge and understanding of teaming, joint ventures, and the SBA's All Small Mentor-Protege Program by attending Govology's November webinar series (see details below).
3. Talk with your NJIT PTAC counselor or a Business Opportunity Specialist at your [local SBA district office](#).

4. Consult with an attorney specializing in federal contracting law about your desires, goals (teaming, joint venture, and Mentor-Protege), and legal considerations specific to your business. If you don't know how to find an attorney specializing in federal contracting, check out Govology's directory of vetted attorneys and service providers. [Click here to visit.](#)
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PTAC News You Can Use:

Local PTAC Events: A Great Place To Connect With Mentors And Partners

The NJIT PTAC hosts many workshops, classes, and networking events each year designed to help firms learn about doing business with government agencies. These events are also a great place to network with other firms pursuing similar objectives. Here are a few tips to make your next NJIT PTAC workshop a productive networking event.

1. Make sure you are on the NJIT PTAC's email distribution list for notifications of upcoming events.
2. When attending an event, bring your businesses cards, capability statements, and sharpen your elevator pitch. Present yourself as an attractive option to other firms at the event who are also seeking to connect with potential partners.
3. Determine in advance what type of partners you hope to meet and add to your strategic alliance. These can be large businesses, other small businesses, or even firms with socio-economic certifications who have the opportunity to pursue set-asides that you can't. These can include SDVOSB, 8(a), HUBZone, and WOSB firms to name a few. You never know when the next big opportunity that's right up your alley could be set aside for a certification you don't have. So, it is always a good strategy to identify and build relationships with potential teaming partners rather than passing on the opportunity.

4. If there is a round of introductions at the event you are attending, stand up tall, and deliver your well-polished elevator pitch. Then, announce that you are looking for strategic partners, and be specific as to what type of partnership you are seeking. If your perfect partner is in the room, your introduction will likely spark a conversation and result in a valuable connection.

Featured Training:

Proposal Week



Intermediate: [Tuesday, 11/14/17 \(9:00AM-12:00PM\)](#)

Advanced: [Thursday, 11/16/17 \(9:00AM-3:00PM\)](#)

Please select the appropriate training session based on your company's current stage and experience in federal government contracting.

The training designed for beginning, intermediate and advanced contractors would no doubt benefit our Federal Contracts Departments by way of future receipts of higher quality cost proposal submissions and backup/supporting documentation. Even the advanced contractors would benefit because they will acquire a first-hand understanding of what should be submitted

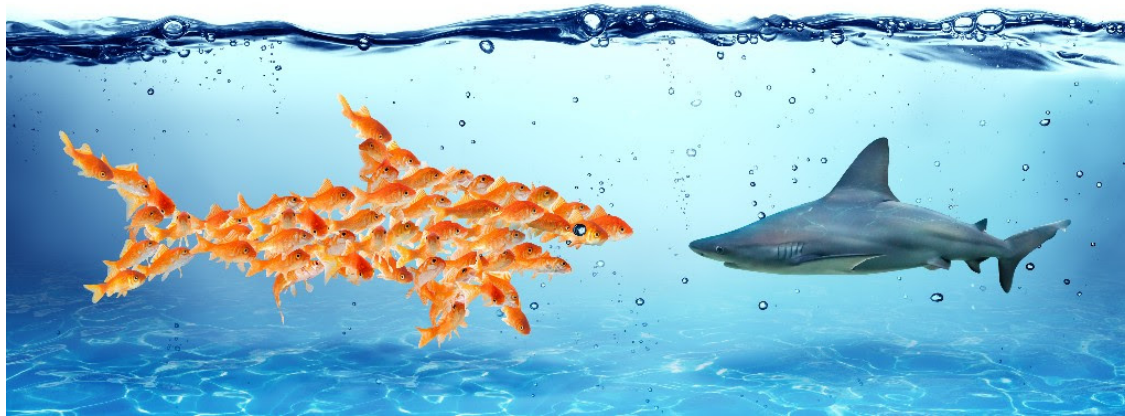
One of the every-day, significant issues facing certain Teams/PCO's/Contract Specialists in Federal Government Contracts Departments, is the receipt of inadequate cost proposals wherein the assigned procurement team must expend an inordinate amount of time in just trying to understand the basis for the proposed cost elements in the submitted cost proposal; let alone perform the required cost and price analysis. The quality or lack thereof, regarding "contractor cost proposal submissions to NAWCAD-Lakehurst and other government agencies" has been the impetus for the "PROPOSAL WEEK" seminars.

Registration through the NJIT PTAC portal is required to attend.asbackup with their cost proposal so as to potentially facilitate a more timely Government review.

Live Webinars

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

Intro to Teaming



Date: November 16, 2017

[Learn More](#)

Time: 1:00 p.m. EST

Success Through a Compliant Winning Team (3-Part Series)

***Note: You only need to register once to attend all three webcasts.**



Webcast 1. Legal Aspects of Teaming – Rules and Regulations:
November 28, 2017, at 1 p.m. EST.

Webcast 2: Legal Aspects of Teaming – Effective and Compliant Agreements:
November 29, 2017, at 1 p.m. EST.

Webcast 3: Leveraging the Power of Mentor-Protégé Programs:
November 30, 2017, at 1 p.m. EST.

[Learn More](#)

Local Events, Workshops, Conferences

Nov 7, 2017 9:00 AM - 12:00 PM

[SAM Registration Workshop \(Beginners\)](#)

Nov 7, 2017 8:00 AM - 4:00 PM

[Webinar: Doing Business with the DLA Training Knowledge Opportunities \(TKO\)\(Intermediate-Advanced\)](#)

Nov 14, 2017 9:00 AM - 12:00 PM

[PROPOSAL WEEK: Intermediate Seminar](#)

Nov 16, 2017 9:00 AM - 3:00 PM

[PROPOSAL WEEK: Advanced Seminar](#)

Recommended Reading & Listening:

5 Things You Should Know: All Small Mentor-Protege Program

In this article, Matt Schoonover, an attorney at Koprince Law, provides an excellent overview of a few "must-know" facts about the All Small Mentor-Protege Program. [Click here](#) to read the full article on smallgovcon.com.

Podcast: Finding Mentors In The Federal Marketplace

Carroll Bernard, Co-Founder of Govology.com, sits down with RSM Federal's Michael LeJune on the Federal Gamechangers Podcast to discuss how to find mentors In the federal marketplace. [Click here](#) to listen.

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