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# PROCUREMENT PERSPECTIVES

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## Pennsylvania Department of General Services Launches New Website

In late December the Commonwealth of Pennsylvania's Department of General Services launched a new website. The new website address is [www.dgs.pa.gov](http://www.dgs.pa.gov). This new website lists 3 categories at the top of the page: Business, Local Government & Schools, and State Government. The state posts solicitations \$10,000 or greater on the eMarketplace. To access the eMarketplace select Business tab at the top of the page, then select Materials & Services and scroll to the eMarketplace link.

## Changes to the federal Women Owned Small Business Contracting Program

In mid-December, Congress passed the Defense Authorization Act (NDAA). A sole source authority for Women Owned Small Businesses (WOSBs) was included in the Act. Sole Source means there is only one source practicably available for the goods or services required. The WOSB program will also be changed. The program will now require WOSBs to be certified by either a federal agency, the Small Business Administration (SBA), state governments or third party certifiers approved by the Small Business Administration (SBA). The SEDA-COG PTAC hasn't received information on how these changes will be implemented but we will inform you when we receive additional information.

## Small Business Central Event Listing Website

FedBizOpps (FBO) contains the Small Business Central Event Listing. Federal agencies have been directed to post Small Business Events such as conferences and training on FedBizOpps using the Special Notice. To find events of interest, use the button on the FBO homepage or search for the notice type 'special notice' with the keyword phrase "Small Business Events." Like any search on FedBizOpps, you can refine the results of your "Small Business Events" search by fields such as Federal agency, location, date posted, etc. FBO only hosts the notices: please contact the posting agency for any details about the event itself. You can also [click here](#) to access the Small Business Event listings on FBO.

## Sequester: Defense Spending Declined \$56 Billion in 2013

The Center for Strategic and International Studies (CSIS) released a new study that says sequestration reduced the Defense Department's (DoD) overall spending by \$56 billion between 2012 and 2013.

The CSIS study also found that the U.S. Army's spending dropped by 21%, the Air Force's by 22%, and the U.S. Navy down 2%. Overall, other agencies declined by 18% due to mandatory budget reductions.

The DoD also cut its spending on contracts with Boeing, Lockheed Martin, Northrop Grumman, Raytheon, General Dynamics and BAE Systems by 9% in 2013.

Of particular concern to many in the contracting community was the DoD's drop in research and development (R&D) spending. R&D contract spending was down by 21% from 2012 to 2013. The Army's R&D contracts declined by 35% and the Air Force's by 27% as compared to only 10% for the Navy.

Despite these funding cuts, the US Government remains the single largest marketplace globally with diverse procurement opportunities.

Source: National Association of Government Contractors 10-17-2014 Simon Brody Article.

## **NEW SAM STATUS TRACKER**

Did You Know? You can now check the status of your System for Award Management (SAM) registration online in real time without calling the SAM help desk? Click [Check Status](#), enter your Dun and Bradstreet (DUNS) number and let the new SAM Status Tracker do the rest!

The SAM Status Tracker will show you the current status of the DUNS Number entered, as well as tell you what steps you have left to complete.

The SAM Status Tracker uses seven circles to represent the registration process: Core Data; Assertions; Representations and Certifications; Point of Contacts; Submit; Processing; and Active. Visual indicators in the circles, text underneath the circles, a status message in bold above the circles, and user messaging combine to give the businesses' current registration status.

## **Government Procurement Seminars**

**STATE COLLEGE AREA** January 8, 2015, 10:00-12:00 noon **INTRODUCTION TO GOVERNMENT CONTRACTING** Chamber of Business and Industry in Centre County (CBICC), 200 Innovation Boulevard, Suite 150, State College, PA Attendees will learn how to do business with the federal government, how to find valuable government internet resources, how to complete the necessary registrations and how to locate bid opportunities. The seminar will be conducted by SEDA-COG Procurement Staff. [Click here](#) to register on-line.

**LEWISTOWN AREA** January 13, 2015, 10:00-12:00 noon, **INTRODUCTION TO GOVERNMENT CONTRACTING** Mifflin County Industrial Development Corporation, 6395 SR 103N, Building 50, Lewistown, PA. Attendees will learn how to do business with the federal government, how to find valuable government internet resources, how to complete the necessary registrations and how to locate bid opportunities. The seminar will be conducted by SEDA-COG Procurement Staff. [Click here](#) to register on-line.

**HARRISBURG AREA** January 15, 2015, 10:00-12:00 noon, **INTERNET RESOURCES FOR GOVERNMENT CONTRACTING** Harrisburg Area Community College, Midtown 1 Campus, 1523 N. 4<sup>th</sup> Street, PA. Attendees will learn about federal and state government contracting internet sites and resources. The training will be in a computer lab so it will be a hands-on training where you can navigate and explore government internet sites. The seminar will be conducted by SEDA-COG Procurement Staff. [Click Here](#) to register online.

**NEW OPPORTUNITY HARRISBURG AREA** January 28, 2015, 9:30-4:00, **PENNSYLVANIA SMALL BUSINESS CERTIFICATION ASSISTANCE** Harrisburg Area Community College, Midtown 1 Campus, 1523 North 4th Street, Harrisburg, PA. SEDA-COG is offering one-on-one assistance with the Commonwealth of Pennsylvania’s small business certification process. If you are interested in obtaining the small business certification for Commonwealth contracting opportunities schedule your one on one appointment today! **Appointments are limited contact Kristen Moyer at (570) 524-4491 to schedule your appointment.**

### Government Contracting QUICK LINKS

• <a href="#">Dun and Bradstreet</a>	• <a href="#">General Services Administration (GSA)</a>
• <a href="#">System for Award Management</a>	• <a href="#">DLA Internet Bulletin Board System (DIBBS)</a>
• <a href="#">NAICS Codes</a>	• <a href="#">Federal Acquisition Regulations (FAR)</a>
• <a href="#">Small Business Administration (SBA)</a>	• <a href="#">Federal Procurement Data System</a>
• <a href="#">SBA Small Business Dynamic Search</a>	• <a href="#">Pennsylvania Department of General Services (DGS)</a>
• <a href="#">Federal Business Opportunities (FedBizOpps)</a>	• <a href="#">Association of Procurement Technical Assistance Centers (APTAC)</a>

**REMINDER, REMINDER!** The Department of Defense (DOD) **requires** that we send clients a semi-annual satisfaction survey and that clients **report their government contracting prime and sub-contract awards to us**. We send out client satisfaction surveys via e-mail on a semi-annual basis. Award requests are sent to you quarterly although you can enter awards at any time from your SEDA-COG web page. **We are asking you to respond to surveys and requests to report contract awards because this information is critical to our funding! Failure to respond to surveys could result in the inactivation of your account.** If you have any questions regarding this policy please do not hesitate to contact our office.

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