



**SEDA-COG
PROCUREMENT
TECHNICAL
ASSISTANCE PROGRAM
FY 12-13**

**Success stories from our
clients**

Active Clients: 360

Initial Sessions: 84

Total Follow Up Counseling Sessions: 886

Total Number of Outreach Events: 52

State, Local, and Federal Contracts Secured: 1011

Total Amount of Dollar Awards (Prime and Subcontract):

\$95,191,246

Adams, Centre, Clinton, Columbia, Cumberland, Dauphin, Franklin, Juniata, Lancaster, Lebanon, Lycoming, Mifflin, Montour, Northumberland, Snyder, Perry, Union, and York counties.

Gitanj Realty, New Columbia, Union County – 2013

- Gitanj Realty was issued a contract by the U.S. Army Corps for \$13,800 per year and could not complete System for Award Management (SAM) registration to receive their payment.
- The small business was referred to the SEDACOG Procurement Technical Assistance Center (PTAC) by the U.S. Army Corps small business office.
- PTAC staff completed the registration process for Gitanj Realty.

Levan's Cornucopia, Bloomsburg, Columbia County – 2013

- Allenwood Federal Prison issued an order in the amount of \$13,835 for produce items.
- The company was referred to the PTAC by the federal prison for assistance with the SAM registration.
- SEDACOG PTAC staff successfully registered the company so they could receive electronic payment.

Echo Flooring, South Williamsport, Lycoming County – 2012

- \$12,800 for carpet installation at Allenwood Federal Prison.
- Echo Flooring was required to register in the new SAM system to facilitate payment for carpet installation at the training center.
- SEDACOG PTAC staff successfully registered Echo Flooring in the SAM system and received their payment.

Allenwood Equipment Inc, Allenwood, Union County - 2011

- \$14,568.56 for various repair parts for large heavy equipment.
- Allenwood Equipment was required to register in Central Contractor Registration (CCR) to facilitate payment for repair parts.
- SEDACOG PTAC staff helped Allenwood Equipment successfully register in CCR and the company received payment.

Biros Septic & Draining Cleaning, Zion Grove, Columbia County - 2011

- \$23,295 purchase order from the Allenwood Federal Correctional Complex (FCC) to empty and clean grease traps at the FCC.
- Firm was required to register in the CCR to facilitate payment for work.
- SEDACOG PTAC helped Biros Septic successfully register in CCR so they could receive payment.

HC Hood Co, Bellefonte, Centre County – 2011

- \$3,651.35 from the National Park Service for restroom partitions at the picnic comfort station at Devil's Tower National Monument in Wyoming.
- SEDA-COG PTAC assisted HC Hood Co with federal vendor registrations in the CCR system.
- SEDA-COG PTAC provided training on the new federal Women Owned Small Business Program and assisted HC Hood Co with certification submission.

Magnelli Construction Company, Perry County – 2011

- SEDA-COG PTAC assisted Magnelli Construction with development of bid match criteria so the client could receive daily notification of bidding opportunities.
- As a result of that assistance, the firm received notification of this contract opportunity through the bid matching program.
- SEDA-COG PTAC staff reviewed the bid package that the client submitted for spouting replacement at the Danville State Hospital.
- Final paperwork and contract was issued in the amount of \$24,000.

Mid-State Roofing & Coating, Belleville, Mifflin County – 2011

- Awarded a \$1,198,000 contract from the Pennsylvania Department of General Services to replace all roofing on residential housing units at the Ebensburg State Center.
- SEDA-COG PTAC assisted Mid-State Roofing & Coating with development of bid match criteria so the client could receive daily notification of bidding opportunities.
- As a result of that assistance, the firm received notification of this contract opportunity through the bid matching program.

Keystone Mobile Shredding, Williamsport, Lycoming County – 2010

- Four-year \$41,496 contract from Tobyhanna Army Depot for secure on-site document shredding.
- Under a separate agreement the firm will be contracted to do additional purge services at Tobyhanna Army Depot.
- SEDA-COG PTAC staff located the solicitation for the contract on the Army Single Face to Industry (ASFI) website, and forwarded it to Keystone Mobile Shredding.

Susquehanna Fire Equipment Company, Dewart, Northumberland County - 2010

- \$225,571 purchase order from Pennsylvania Emergency Management Agency for firefighting equipment – coats, pants, helmets, hoods and gloves.
- Firm was required to respond online to the bid opportunity.
- SEDA-COG PTAC staff reviewed the company's bid package, noting issues of concerns and working through them with the company.
- PTAC staff interceded directly with purchasing agents at the state office in Harrisburg for information about completing various forms.
- PTAC staff and company personnel went through the firm's bid submission step-by-step on the Pennsylvania Supplier Portal website.