



**SEDA-COG  
PROCUREMENT  
TECHNICAL  
ASSISTANCE PROGRAM  
FY 13-14**

**Success stories from our  
clients**

**Active Clients: 364**

**Initial Sessions: 91**

**Total Follow Up Counseling Sessions: 878**

**Total Number of Outreach Events: 55**

**State, Local, and Federal Contracts Secured: 1140**

**Total Amount of Dollar Awards (Prime and Subcontract):**

**\$128,540,878**

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

***Rowe Sprinkler, Middleburg, Snyder County – 2014***

- Rowe Sprinkler was issued a contract by the Allenwood Federal Prison in the amount of \$4,550 for inspection of pipe and sprinkler systems.
- The small business could not complete System for Award Management (SAM) registration to receive their payment.
- The small business was referred to the SEDA-COG Procurement Technical Assistance Center (PTAC) by Allenwood Federal Prison.
- PTAC staff completed the registration process for Rowe Sprinkler.

***Lewisburg Builders, Lewisburg, Union County – 2014***

- Lewisburg Builders was issued a contract by the United States Penitentiary-Lewisburg in the amount of \$24,225 for building materials.
- The small business could not update their expired System for Award Management (SAM) registration to receive their payment.
- The small business was referred to the SEDA-COG Procurement Technical Assistance Center (PTAC) by the USP-Lewisburg.
- PTAC staff completed the data migration and the registration process for Lewisburg Builders.

***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 SEDA-COG 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.
- SEDA-COG PTAC staff successfully registered the company so they could receive electronic payment.

***Echo Flooring, South Williamsport, Lycoming County – 2012***

- Small business received a contract in the amount of \$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.
- SEDA-COG PTAC staff successfully registered Echo Flooring in the SAM system and the client received the payment.

***Allenwood Equipment Inc, Allenwood, Union County - 2011***

- Company awarded a contract totaling \$14,568 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.
- SEDA-COG PTAC staff helped Allenwood Equipment successfully register in CCR and the company received payment.

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

- Small business received a \$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.
- SEDA-COG PTAC helped Biros Septic successfully register in CCR so they could receive payment.

***Magnelli Construction Company, Perry County – 2011***

- A contract was issued in the amount of \$24,000.
- 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.

***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.