Contracting Briefs

Proposed SBA Rule Adopts 2017 NAICS Codes

On April 18, 2017, the U.S. Small Business Administration proposed a rule to amend its small business size regulations to incorporate the North American Industry Classification System (NAICS) code revision for 2017 into its table of small business size standards. As stated in the proposed rule: NAICS 2017 created 21 new industries by reclassifying, combining, or splitting 29 existing industries under changes made to NAICS in 2012 (NAICS 2012). SBA's proposed size standards for these 21 new industries have resulted in an increase to size standards for six NAICS 2012 industries and part of one industry, a decrease to size standards for two, a change in the size standards measure from average annual receipts to number of employees for one, and no change in size standards for twenty industries and part of one industry. SBA proposes to adopt the updated table of size standards, effective October 1, 2017.


Cybersecurity Requirements

Our January Newsletter provided information on Cybersecurity requirements in federal contracts. Chris Ensey, COO at Dunbar Security Solutions published an article on March 7, 2017 in the Washington Technology Daily e-Newsletter that provided 5 steps to help contractors meet these requirements. The steps are: 1. Increase employee awareness and accountability, 2. Control access to sensitive information, 3. Prepare for incident response, 4. Assess risk and security, and 5. Ensure the integrity of communications. To read the full article, access http://washingtonotechnology.com/articles/2017/03/07/insights-dunbar-understanding-far-cyber-rules.aspx.

VA Verification for Veteran-Owned Businesses Extension

The U.S Department of Veteran's Affairs (VA) has changed the verification eligibility period for the Veterans First program from two years to three years. This change went into effect on March 21, 2107.

If your company is currently verified, you have been given a one-year extension. Your new expiration date is already being reflected in your Vendor Information Page profile. Access https://www.vip.vetbiz.gov/ to look up your new expiration date. If you are currently undergoing a re-verification, you have options on how to proceed based on whether you have or have not been assigned a Case Analyst.

DLA Land & Maritime Bid Room Closure

Effective April 14, 2017, the Columbus bid room has closed. DLA Land and Maritime will no longer accept proposals by email at Contractor.Proposal.DLA.Land.and.Maritime@dla.mil, by facsimile at 614-692-4275, or by postal mail at 3990 E. Broad St. (DSCC-BPSF (Bldg. 20, room A2S008) PO box 3990) Columbus, OH 43218.

Offerors may use any transmission method authorized by the solicitation on open RFPs, IFBs, and other RFQs that do not have a quote button. Unless prohibited by the solicitation, electronic upload (via the Offer icon found on the DIBBS RFP search tab) is preferred as it provides the offeror a printable receipt for proposal submission. For solicitation questions, please see the point of contact listed in Block 7 for SF 1449s or Block 10 for SF 33s. For upload proposal help and more information please see: Upload Proposal DIBBS Help.docx.

Beacon

The City of Pittsburgh launched their new and improved Beacon system. Beacon is a user-friendly, web based eProcurement system that the City of Pittsburgh uses to help streamline procurement processes. At the Beacon site (http://pittsburghpa.gov/omb/purchasing/index.html) interested businesses can register to view and respond to bid opportunities with the City and other local agencies. Beacon provides free access to information and free online bidding.

You must be a registered vendor in Beacon to receive awards. If you were previously registered in the old Beacon system and have not re-registered in the new system, you must complete the registration to begin bidding on opportunities and receive awards.

Successfully Getting in Front of Government Buyers

Our PTAC clients often ask us for tips or information on how to have successful meetings with government buyers. Mark Amtower, Managing Partner, Amtower & Company, posted an article in the Washington Technology Daily e-Newsletter on February 17, 2017 titled Small businesses need to stand out. Here's how. In this article he discusses two methods of successfully getting in front of government buyers and influencers – agency briefings and generating content that addresses an agency's problem and offers a possible solution. Access https://washingtontechnology.com/articles/2017/02/17/insights-amtower-market-differentiation.aspx to read this article.

Upcoming GACO/GCAC Sponsored Events

05/25/17 – COSTARS Contracting Program, Smith Center, Slippery Rock University of PA

10/25/17 – GACO/GCAC's 30th Annual Procurement Opportunities Fair, DoubleTree by Hilton Meadowlands, Washington, PA