Cybersecurity Compliance for DoD Contractors Update

Throughout 2017, GACO/GCAC provided information and training on cybersecurity compliance for DoD contractors. As a quick refresher, DoD contractors are to comply with Defense Federal Acquisition Regulation Supplement (DFARS) clause 252.204-7012 – Safeguarding Covered Defense Information and Cyber Incident Reporting. Basically, this clause requires that contractors provide adequate security and report any compromises on their information systems. In order to provide adequate security, the DFARS clause requires implementation of NIST Special Publication 800-171 (revision 1). The deadline for companies to become compliant with the DFARS regulation was December 31, 2017.

In December, the Pentagon made an important clarification regarding the December deadline by stating that companies need to show they have a plan in place to meet the regulation by 2017 year-end. The NIST Standard includes requirements for creating a System Security Plan (SSP) to document compliance. This includes an action plan for any items identified as "not yet implemented". The action plan should include how and when these items will be implemented. The clarification is not a delay in the deadline date, merely clarification on what is expected.

Section 809 Panel

Originally created under section 809 of the FY 2016 National Defense Authorization Act (and amended in various sections in subsequent years) the Section 809 Panel exists to identify ways to streamline and improve the defense acquisition process. The panel is looking at all aspects of the defense acquisition system.

The panel consists of eight teams to review, analyze and make recommendations for improvement. The teams are FAR to Statue Baseline, Streamlined Procurement Process, Commercial Buying, Barriers to Entry, Characteristics of Successful Programs, IT Acquisition, Cost Accounting Standards and Workforce. The panel has two years to develop recommendations to achieve its purpose.

Organizations or individuals are welcome to submit recommendations for the panel's consideration. You may submit your recommendations at https://section809panel.org/contact/. Please visit the Section 809 Panel website for more information at https://section809panel.org/.

Upcoming GACO/GCAC Sponsored Events

2/8/18 – Doing Business with PA Municipal and Local Authorities. Are there Opportunities for your Business? ALCOSAN, Pittsburgh, PA

3/14/18 – COSTARS Contracting Program, Doubletree by Hilton Hotel Washington - Meadow Lands, Washington, PA

10/23/18 – GACO/GCAC’s 31st Annual Procurement Opportunities Fair, Monroeville Convention Center, Monroeville, PA
DLA Land and Maritime Small Business Jump Start Program Solicitation

DLA Land and Maritime has identified several items historically supplied by small business manufacturers for which they are experiencing a reduced number of suppliers and therefore causing excessive backorders and increased lead time. Each of these items requires First Article Testing (FAT) so the decline in small business manufacturers for these items may stem from a decreased number of small businesses passing FAT and/or manufacturing the items in a timely manner and on a recurring basis.

DLA Land and Maritime is seeking to rectify the problem by expanding the small business industrial base for these items through the Small Business Jump Start program. According to a DLA Land and Maritime notice on this program, "the intent is to build a base of more than one supplier at any one time that have passed a FAT for the item and therefore may be FAT-waived in accordance with FAR 9.306(c) for subsequent stock replenishment procurements at the Government’s discretion".

Access [http://www.dla.mil/HQ/InformationOperations/Business/EBSSupplierResources](http://www.dla.mil/HQ/InformationOperations/Business/EBSSupplierResources) to review the notice about this program. (Go to New Notices and Resources, click on DLA Land and Maritime Small Business Jump Start Program Solicitation then SB FAT Jump Start Synopsis). The notice lists the items offered under this program by National Stock Numbers (NSNs) and provides contact information for receiving the solicitation(s) for your item(s) of interest. You may request solicitations for any or all of the items. Solicitation responses will be evaluated on past performance, price and offered delivery.

The Link – Connecting Suppliers with DLA

DLA publishes a quarterly newsletter providing information to DLA suppliers on important issues and updates. The January 2018 issue contains articles on the updated Master Solicitation, package labeling, hints for Post Award Requests (PARs), the new DLA Land and Maritime Form 918 and more. You may access this issue at [https://www.dibbs.bsm.dla.mil/Notices/msgdspl.aspx?MsgId=924](https://www.dibbs.bsm.dla.mil/Notices/msgdspl.aspx?MsgId=924). You must accept the consent notice by clicking OK to proceed to the newsletter link. Previous issues of The Link and other DLA notices are viewable at [https://www.dibbs.bsm.dla.mil/Notices/](https://www.dibbs.bsm.dla.mil/Notices/).

New Year's Action Items

The beginning of the year is the perfect time to review business items such as certifications, registrations, business plans and capability statements. Certifications and registrations such as the System for Award Management (SAM), PA Unified Certification Program (PAUCP) and the VIP Vet Biz Verification for Veteran and Service-Disabled Veteran-Owned Businesses have expiration dates, so it is essential to pay attention to when you may need to submit renewals to keep your accounts current.

A business plan provides a roadmap for your company. The plan can provide a set of priorities, establish goals, measure performance and take an objective look at what you are doing and why. At the very least, a business plan is needed to raise capital and secure bank loans. More information is available at [https://www.sba.gov/business-guide/plan/write-your-business-plan-template](https://www.sba.gov/business-guide/plan/write-your-business-plan-template).

The capabilities statement is a living document detailing your company's skills, experiences and differentiators. Capabilities statements are used for a number of purposes. They are required in many government registration processes, can be a door-opener to new agencies, provide proof of qualification and past performance and establish what sets you apart from your competitors. Your capabilities statement should be modified per audience. Go to [https://www.targetgov.com/services/capability-statement-resources](https://www.targetgov.com/services/capability-statement-resources) for additional information on creating your capabilities statement.