

June 16, 2017

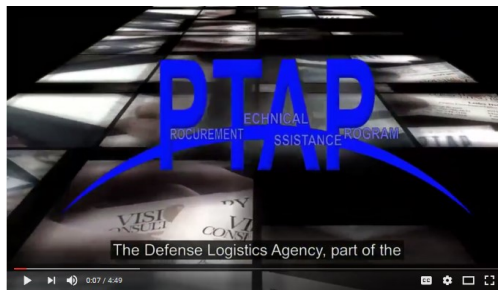


Sheila Edmondson (left) and Venessa Kadiri of the DC Dept of Small and Local Business Development PTAC

DLA's new PTAP video!

See it—post it—share it: DLA's new video overview of the Procurement Technical Assistance Program (PTAP). It does a terrific job of telling the "PTAC story," featuring comments and testimonials from PTAC Program Managers, counselors, and clients.

Kudos to stars Anna Urman of the Virginia PTAP; Terri Williams, Bob McKinley, Sheriley Smith and the staff of the University of Texas at San Antonio PTAC; and most of all to PTAP Program Manager Sherry Savage—both the leading lady and the driving force that made this video possible!



Click image above to view

CONTRACTING NEWS:

[Kingdomware Ruling will have Broad Impact on Government Contracting](#)

[Source Selection Documents Might Want to be Checked When Received](#)

[Offeror is Responsible that an Electronically Submitted Proposal is Received](#)

[GSA Contracts Focusing on Value with Fair and Reasonable Pricing](#)

[ConsularOne Initiative Intended to Modernize Services](#)



More PTAC videos

PTACs are increasingly using videos to tell their story—on their website, on YouTube, and through social media. Taking advantage of the video production capabilities of their host institutions or resource partners allows these centers to showcase their services, expertise, and successes in an accessible, compelling format.

Congratulations to the Missouri PTAC for a trio of new videos they have created to serve as outreach for a variety of forums. *Check them out by clicking the images to the right and below.*



Does your PTAC have a video? If so, let us know! [See those we're already aware of on the APTAC website.](#)

Want to create one? Reach out to one or more of your PTAC colleagues that have created their own for advice based on their experience.



FedMall is set to launch!

DLA's Federal Mall (FedMall) will go live on Monday, June 19, 2017. DoD EMALL was permanently shut down as of Tuesday, June 13 and will be completely decommissioned on June 30. FedMall registration and supplier catalogue upload closed as of Thursday, June 15 and will be restored on Monday, June 19.

For more information on FedMall, including Quick-start guides for the Supplier Portal, Supplier Registration, and Catalogue Upload, see [DLA's FedMall webpage](#).

iRapt practice account

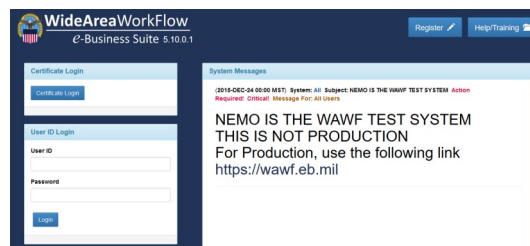
Following a [webinar on iRapt \(click to view recording\)](#), presented by Georgia Tech's Joe Beaulieu (May 4, 2017), a number of PTACers expressed interest in having a "dummy account" and "Dummy DoDACC" to practice with - and to allow PTAC counselors to demo aspects of the iRAPT and do a "deep dive" into iRapt for their clients. In response, Joe contacted V. Carol Smith with DFAS, who provided a URL and login information for just such a resource.

[CLICK HERE for the training website](#) or copy and paste into your browser <https://nemo.nit.disa.mil>. (*Passwords are for FY2017*)

Vendor: UserID: Vendor11 Password: WAWF17welcome#1

Acceptor: UserID: GovAcc30 Password: WAWF17welcome#1

Pay Office: UserID: GovPay30 Password: WAWF17welcome#1
(*Vendors won't need this, but it may be helpful for PTAC training purposes.*)



Also attached is a [sample DD 1155 contract form](#) that DFAS uses in a class setting. The only other data field needed when PTAC is conducting a class or training session is the "Invoice Number" field and/or the "Shipment Number" field. Normally, DFAS uses a name similar to the group going thru the training at the time. For example, during the webinar, Joe could have used Invoice Number: GTPAC01a or similar.

New HUBZone map webinars; HUBZone office hours

Starting on Monday June 26, 2017, a **brand new version of the Historically Underutilized Business Zones (HUBZone) map** will be available for public preview. The HUBZone Office is conducting recurring webinars to help **small business counselors** understand the new functionalities:

- ⇒ **Monday June 26** at 10:30am EST, and
- ⇒ **Wednesday June 28** at 1pm EST.

The webinars will only cover the HUBZone geographical designations and the new maps. They will be recorded and transmitted to the attendees so that they can share with those who are unable to attend. Each webinar accommodates 125 participants and no pre-registration is required. Feel welcome to contact mariana.pardo@sba.gov if you have any questions.

HUBZone Office Hours

Remember: HUBZone offers eligibility assistance every Tuesday and Thursday from 2-3pm ET via a toll free number (see below). Participants influence the topics by their questions. HUBZone staff facilitates the discussion by providing the answers and introducing specific topics as time allows. This format offers the opportunity to learn how to maintain eligibility to decrease the possibility of an initial application being declined or being decertified after obtaining the HUBZone certification.

This is a great resource for clients—but also for new PTAC counselors who are learning about the HUBZone program and process. Details are: Dial into 1-888-858-2144; access code 5540055#. [Information on HUBZone Office Hours](#) is also posted on APTAConnect for your ongoing reference.

Webinar Login Instructions

Click here: <https://connect16.uc.att.com/sba/meet/?ExEventID=84055309&CT=W>

Dial in only:

Dial one of the numbers listed below and when prompted, enter access code: 4055309#

- Caller-paid: 646-746-3008
- Toll-free (in the US): 888-858-2144

GAO report: Contracting data analysis

PTAC Program Managers and counselors can benefit from having a long view of trends in federal acquisitions; to that end, GAO's recently released report (GAO-17-244SP) titled [Contracting Data Analysis: Assessment of Government-wide Trends](#) can be a valuable resource. Released in March of 2017, the report identifies overall trends in defense and civilian agencies' contract obligations from fiscal years 2011 through 2015 (the most recent and complete available at the time of GAO's review), such as trends in competition and use of various contract types. It includes snapshots of procurement activity at the 10 civilian agencies with the highest levels of obligations in fiscal year 2015 as well as the 3 military departments. The report is based on data obtained from the Federal Procurement Data System-Next Generation (FPDS-NG) and prior GAO and Inspector General reports.

New BOK description: D.5 Services Contracting

The service sector represents the largest and fastest growing segment of the United States economy, accounting for well over 85 percent of employment in the year 2007. This growth has been mirrored in government acquisitions; in fiscal year 2015, nearly two thirds of federal government contract obligations were spent on services such as Information Technology (IT) support and facilities management rather than on products such as ammunition and food. Given the federal government's increasing reliance on service contractors, procurement counselors need to understand the government's regulations, contracting methods, and processes associated with the acquisition of services.

Per FAR 37.101—102, "**Service contract** means a contract that directly engages the time and effort of a contractor whose primary purpose is to perform an identifiable task rather than to furnish an end item of supply. . . . Some of the areas in which service contracts are found include: (1) maintenance, overhaul, repair, servicing, rehabilitation, salvage, modernization, or modification of supplies, systems, or equipment; (2) routine recurring maintenance of real property; (3) housekeeping and base services; (4) advisory and assistance services; (5) operation of Government-owned equipment, real property, and systems; (6) communications services; (7) architect-engineering services; (8) transportation and related services; and (9) research and development."

[BOK D.5 Services Contracting](#) includes background information and resources to support a PTAC Advisor's ability to help businesses understand the federal government's regulations and processes related to the acquisition of services. It includes detailed discussion of all relevant terminology, components, and regulations, as well as helpful counselor tips.

[Read the full description.](#) [See full BOK.](#)

Inside APTAC—Member notes

A Warm APTAC Welcome to:

FeFe Daniels
NW Louisiana PTAC

Stephen Ursich
NE PA Alliance PTAC

Kristi Dunn
Kansas PTAC

Haneen Wraikat
Schoolcraft College PTAC

Donna Morrow
SW Virginia PTAC

APTAC Membership Renewals Due by June 30: APTAC's new membership year begins July 1, 2017. Program Managers, if you have not yet renewed your PTAC organizational membership, please ensure your ability to receive APTAC benefits by doing so today. [Click here for instructions.](#)

Make sure your major events are on our [Nationwide Calendar!](#) If you have a large matchmaker or training conference (full day or multi-day) scheduled—even if it is months away—make sure to submit it for our nationwide calendar. [CLICK HERE to submit your major event information today.](#) APTAC's website receives thousands of visitors each month—let us help you give your event the exposure it deserves! *The link to add an event to our calendar can always be*