

June 27, 2017



From left: Dave Baldini, Juanita Beauford, and Dana Reece of the Delaware PTAC

## Cybersecurity resource

On June 15, the Colorado PTAC hosted NIST MEP as part of a panel of government and industry experts presenting a virtual event on Cybersecurity. The session was live streamed for participation from multiple locations.

Clocking in at 3.5 hours, this in-depth session consisted of four presentations, with questions and answers throughout. Presentations are listed below, with links to their slides:

- ◇ [Cybersecurity Compliance: Requirements and Options](#)—Michael G. Semmens (Imprimis)
- ◇ [NIST Special Publication 800-171](#)—David Stieren (NIST MEP)
- ◇ [Cybermission: Force One](#) (Rim Technologies)
- ◇ [Cybersecurity and NIST 800-171: Impact on Small Manufacturers](#) (Colorado’s MEP, Manufacturers Edge)



[Click to view video](#)

**Did you login to this event on June 15?** If so, [please let us know \(click here\)](#)—the Colorado PTAC would like a sense of how many people participated.

[View all of APTAC’s Cybersecurity resources](#)

[Visit our Hot Topics webpage](#)

## Georgia Tech PTAC on the news!



On June 18, Georgia Tech PTAC’s Bridget Bennett was a featured guest on *Dialogue*, a news program on WALB, the Albany (GA) ABC affiliate. For over 20 minutes, the host interviewed Bridget and two of her clients, discussing PTAC services and how important they have been to winning contracts.

[Click here](#)—or on the image—to watch. Congratulations Bridget!

### Contracting News:

[VA Construction Projects in Administration’s Infrastructure Initiative](#)

[A new way of procuring radios? Roger that](#)

[New platform tries to bring some normalcy to the agile craze](#)

[State and local government survey shows increased opportunities, overworked staffs, and implications for vendors](#)



### Number of the Week:

**87,000**

Government contracts won by PTAC clients in 2016

## Upcoming WOSB events

DoD is sponsoring ChallengeHER events for Woman-owned small businesses next month in Maryland and Chicago. Matchmaking opportunities are included. See the links below for a full agenda.

⇒ [July 21, 2017 in Silver Spring, Maryland](#)

⇒ [July 27, 2017 in Chicago, Illinois](#)

Please alert clients you believe would benefit from attending.

**ChallengeHER**  
Opportunities for Women in Federal Contracting

## Discussions on D&B support and “duty to report”

The following recent discussions on APTACConnect may be of interest to you.

**D&B PTAC-only “Hotline”:** Many PTACs have come to rely on the [D&B Tier 2 “hotline” \(866-203-7682\)](#) to help their clients quickly resolve DUNS issues. But following staff changes at Dun and Bradstreet, PTACs are reporting that the individuals now staffing the phones are unfamiliar with PTACs and have not always been helpful. Marta Clifford recently asked to talk to a supervisor and subsequently posted these recommendations: *Make sure we let them know right away that we are from a PTAC, and let them know you’re assisting a client with government contracting (usually to get in SAM or make changes in SAM,) also tell them you need the “basic DUNS support” only. D & B still uses a SIC code and they will ask for one, let them know we were told by a supervisor to give them SIC code 99992222.*

Philip Luebke also shared: *For minor changes, I’ve found that submitting a request to [ptacsupport@dnb.com](mailto:ptacsupport@dnb.com) is better than fighting through their current call center issues.*

[Read the entire discussion stream.](#)

**Duty to Report:** What do you do when you suspect (or know!) that a client’s size representation in SAM is no longer accurate? This question was recently posted to the Program Manager’s group; Dave Pease’s response may be helpful to everyone, so I am posting an excerpt of it here: *I have encountered several variations on this situation. As a state agency, I was able to consult with staff at our Attorney General’s office. They advised me to make a clear distinction between what I think I know and what I actually know to be fact. This led me to the following sequence:*

1. *I make a phone call to my POC at the company, politely question their size assertions, and explain the potential consequences of a material error in reporting revenue and number of employees. I usually have to explain the concept of affiliation here.*
2. *If no satisfactory response, I present the same question and information in writing, via email, along with an offer to meet and discuss further.*
3. *If no response after questioning their size in writing, and we continue to suspect that they are misleading as to size in SAM, I suspend all service to them pending resolution.*

## Inside APTAC—Member Notes

### A Warm APTAC Welcome to:

**Leonarda Stewart,**  
Vermont PTAC

**Holly Male King,**  
Alaska PTAC

**Collin Hoffmeyer,**  
NE Michigan PTAC

**Theresa Ensley**  
Oklahoma PTAC



### Congratulations to Lenora Leasure, APTAC’s new Education Committee Chair!

Lenora Leasure, Program Manager of the Johnstown Area Regional Industries (JARI) PTAC (PA) has accepted an appointment as APTAC’s Education Committee Chair, filling the vacancy left when Debbie Barber was appointed Vice President for Education. As Education Committee Chair, Lenora will oversee all of APTAC’s Conference and Training activities, as well as the BOK and ATC Approval Subcommittees.

**Add your major events to our calendar!** Do you have a Matchmaker or other large training event scheduled in the next six months? If so, [add them to our nationwide calendar today!](#) Thousands of people visit the APTAC website each month—make sure they know about YOUR event. [Click here to see the calendar.](#)