

Alaska Procurement Connection

A Bi-Monthly Newsletter From Your Procurement Technical Assistance Centers

SBA Sub-Net for Subcontracting Opportunities

Contributed by Robert Brunett (anreb2@uaa.alaska.edu)

Contractors receiving a contract for more than the simplified acquisition threshold shall agree in the contract that small business, HUBZone small business, small disadvantaged business, women-owned small business concerns, veteran-owned small business, and service-disabled veteran-owned small business shall have the maximum practicable opportunity to participate in contract performance consistent with its efficient performance.

Your Alaska PTAC recommends that each of you investigate the use of the SBA Sub-Net database. Prime contractors now use the Sub-Net database to post subcontracting opportunities. These may or may not be reserved for small business, and they may include either solicitations or other notices — for example, notices of sources sought for teaming partners and subcontractors on future contracts. Small businesses can review this website to identify opportunities in their areas of expertise. While the website is designed primarily as a place for large businesses to post solicitations and notices, it can also be used by Federal agencies, State and Local Governments, non-profit organizations, Colleges and Universities, and even small businesses for the same purpose.

The SBA Sub-Net website will help to shift the traditional marketing strategy from the shotgun approach to one that is more focused and sophisticated. Instead of marketing blindly to hundreds of prime contractors, with no certainty that any given company has a need for their product or service, a small business can use their limited resources to identify concrete, tangible opportunities and then bid on them. Follow this link to view what current Subcontracting Opportunities are available: http://web.sba.gov/subnet/search/dsp_search_option.cfm, or call your local Alaska PTAC office.

New Rules for Task & Delivery Order Protests

Contributed by Mary H. Sheehan (fmhs@uaf.edu)

The Fiscal Year 2008 National Defense Authorization Act (NDAA), which President Bush signed into law on January 28, 2008 (Pub. L. No. 110-181), contains a number of new rules which apply to issues regarding Task and Delivery Orders. A significant change in Section 843 of the NDAA greatly expands the authorization of bid protests relating to the award of task and delivery orders. Previously under the Federal Acquisition Streamlining Act of 1994, a protest was not authorized in connection with the issuance or proposed issuance of a task or delivery order except for a protest on the grounds that the order increased the scope, period, or maximum value of the

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Check out the PTAC Calendar of Events for Upcoming Opportunities!

www.ptacalaska.org



Anchorage

430 W. 7th Avenue, Suite 110
Anchorage, AK 99501
(907) 274-7232 or (800) 478-7232

Fairbanks

604 Barnette Street, Suite 220
Fairbanks, AK 99701
(907) 456-7232 or (800) 478-1701

Wasilla

201 N. Lucille St., Suite 2A
Wasilla, AK 99654
(907) 373-7232

www.ptacalaska.org

New Inventor Marketplace Website to Launch

Contributed by Carolyn Pratt (ancap1@uaa.alaska.edu)

The Eureka! Ranch team announces the soft launch of Planet Eureka! website designed to bring together buyers and sellers of intellectual property. Planet Eureka is the brainchild of Eureka Ranch Technologies, a 22-year-old company that provides training in innovative thinking, as well as leadership and marketing techniques. There is much to be done to bring the site to a full release in April 2009, but it is very promising for the inventor no matter what the age, education or background.

The marketplace is an online registry where researchers and inventors can post ideas they've developed. Companies of any size can use the registry. But small companies will be able to view new innovations first. They also can list ideas or products that they've developed and want to pitch to big businesses. Businesses can then browse through those ideas by category, much like searching through résumés at a job-hunting site. If the companies see something they like, they can contact the inventor to buy the idea or collaborate on it. President of Eureka's innovation group, Ken Bloemer says, "There are thousands of inventors wanting to commercialize their ideas, but it's hard to get a potential manufacturer. Many small and midsize businesses also lack deep R&D resources but are looking for great new ideas, he says. Those companies will get first dibs at Planet Eureka. Only small and midsize companies can view ideas during their first 100 days posted on the site. But after that, any company can access them."

While Eureka isn't the first Web site to traffic in ideas, it puts a new spin on open innovation. Similar sites generally post the problems and invite people to offer solutions. Planet Eureka turns this around by posting inventors' solutions and inviting people and companies with problems to search through them.

The upcoming launch of [planeteureka.com](http://www.planeteureka.com) has already caught the attention of Best Buy and Procter & Gamble's Future Works division. Best Buy believes its retail operations would benefit two-fold: introducing new products to its retail customers and using innovative technology to streamline its operations. If you're a small business or individual with a great idea or product, check <http://www.planeteureka.com>.

Size Standards Under Review by SBA

Contributed by Alison Brunstetter (anamb1@uaa.alaska.edu)

The Small Business Administration (SBA) plans to review all size standards over the next two years, according to an article published in the June edition of the *Set-Aside Alert*, and proposes changes in two or three industry sectors at a time. The sectors affected will include NAICS 44-45, retail trade; NAICS 72, accommodations and food services, including hotels and restaurants; and NAICS 81, other services. The latter category covers most types of repair services, including computer and communications equipment; personal care, such as barber and beauty shops and weight-loss centers; dry cleaners, and other personal services.

The article goes on to say that even if the SBA's Office of Size Standards' economic analysis shows that standards should be tripled or quadrupled in some industries, there is an internal debate over just how big a change should be made. A sudden large increase could make many more companies eligible for small business set-asides, but it could also bring increased competition which could damage smaller firms.

Gary Jackson, chief of the Office of Size Standards, stated the review is "long overdue" and will rely primarily on an analysis of each industry's structure. Factors under consideration include the average size of a company in the industry and what share of the market is controlled by the largest companies and what share is controlled by the smallest. Jackson stated, "We have no predetermined results that we are trying to achieve with this review." There are currently 44 different size standards covering 1,141 industries. Jackson said he hopes to reduce the number of standards, but conceded, "There is no magic number."

Any new size standard would likely not take effect until after the next presidential inauguration.



Mark Your Calendar

Making Wide Area Work Flow (WAWF) Work for You
Wednesday, July 9, 2008, 9AM - 3:30PM

This is a three-part workshop, Beginner, Intermediate, and Advanced, being presented at the Mat-Su PTAC. Cost for all three classes \$160 or \$75 individually. Please visit <http://www.akptac.ecenterdirect.com/> for more information. Pre-registration is required.

Air Force Transforms to Regional Contracting Centers

Contributed by Mary H. Sheehan (fmhs@uaf.edu)

The Air Force is currently in the process of changing how they buy installation support commodities and services. The plan is to establish five regional centers that will handle most of the contracting for their domestic installations. The first regional center is already operating at Randolph Air Force Base, TX. They are responsible for procurements for Texas, New Mexico, and Arizona. Over the next four years they plan to open the other four centers at or near Langley Air Force Base in Virginia, Robins AFB in Georgia, Scott AFB in Illinois and Peterson AFB in Colorado.

Along with opening these five regional contracting centers a new Small Business Solutions Center at Brooks-City Base, Texas will have responsibility to seek opportunities for small businesses.

I recently spoke with Mike Lelevier, Small Business Specialist, as well as MAJ James O'Quinn, Commander, 354th CONS at Eielson AFB about the planned regionalization. Per them, the bases that fall under PACAF (Pacific Air Forces) currently are exempt from the regionalization. However, PTAC recommends that the small businesses continue to watch this trend.

Additionally, in order to learn who the Air Force Small Business Specialists are, visit the following website: <http://www.selltoairforce.org/Locator/LocatorMap.aspx>

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contract under which the order is issued. Section 843 allows a protest, on any grounds, in connection with the issuance or proposed issuance of an order valued in excess of \$10 million. Note though that Section 843 specifically provides that the U.S. Government Accountability Office (GAO) has exclusive jurisdiction over protests filed pursuant to this new authorization regarding orders valued in excess of \$10 million. This expanded protest authorization went into effect on May 27, 2008, and remains in effect for three years. Per all of the enhanced competition requirements in Section 843, this expanded protest authorization applies to both defense and civilian contracts.

Teaming and Joint Venturing Can Help Boost Early Business Success

Contributed by Wesley Roberts Dalton (fswr1@uaf.edu)

The government may lean more to consolidated contracting in the near future which will make it next to impossible for new and less-experienced businesses to compete. As we all know, it can be very hard to acquire enough capital and bonding in order to compete in the government contracting arena. These obstacles can be discouraging to new aspiring business owners. However, there are always strategic solutions if one is willing to endure the challenges with hard work, networking, and intelligence.

Teaming strategy is encouraged among small businesses so that they can create more competition within the government contracting area. "Teaming" generally refers to various types of strategic alliances contractors have formed to enhance efficiencies, exploit complementary capabilities, and ultimately increase competitiveness in the federal marketplace. Some examples of teaming are Joint Ventures and the SBA Mentor-Protégé programs which have been very effective in the government contracting community throughout the Nation. But how does one learn more about such great networking opportunities?

The Office of Small Business Programs through the Department of Defense (DOD) published the "Guidebook for Facilitating Small Business Team Arrangements." This guidebook can be found by clicking the "Teaming Guide Book" link when on the Department of Veteran's Affairs website: <http://www.vetbiz.gov/acquisition/team.htm>

Beware of Scams & Con Artists: Keep Your Business Finance Information Secure

Contributed by Wesley Roberts Dalton (fswr1@uaf.edu)

It is not uncommon during these days to get approached by scammers or "too good to be true" deals. The Alaska PTAC has witnessed clients conned into believing that it costs money to pay for DUNS numbers and contracting "secrets." Unfortunately, all of us and business owners alike have the potential to become swindled at one time or another. We at PTAC wish to educate you on how to better protect yourselves and your financial information by providing the following suggestions:

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Procurement Technical Assistance Centers of Alaska
UA Small Business Development Center



430 West 7th Avenue, Suite 110
Anchorage, AK 99501

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- 1) Never pay anyone for a DUNS number** when PTAC can help you attain this free of charge.

- 2) Never give or publicize your TPIN or MPIN** to anyone. It could jeopardize your financial security. Scammers will only need these numbers to rearrange all of your banking information. Giving away your TPIN and MPIN is just like giving your ATM card with your PIN number to strangers.

- 3) Never pay for other services** guaranteeing that they will find big contract work for your business. Although there are software programs that can filter through solicitations and match them to your NAICS codes in your line of industry, there simply is no guarantee that you will win contracts.

We at PTAC simply know that there are many, many factors determining who can, and does, win contracts. We can guide you during the process, steering you in the right direction which can possibly lead to winning government contracts. PTAC provides the

Bidmatch Program to all of our active clients which sends filtered solicitations daily to your email account.

Please inquire with any of our Alaska PTAC centers for more information or for assistance regarding government contracting. Be sure to visit our website at www.ptacalaska.org. Good luck!

Happy Fourth of July!

