

# Alaska Procurement Connection

A Monthly Newsletter From Your Procurement Technical Assistance Centers

May 2006

## Don't Miss Out on Upcoming Events!

PTAC has some excellent training and networking opportunities for May. For additional events and information, check out the Calendar of Events on our website at <http://www.ptacalaska.org>.

### Meet-the-Prime: Kiewit Building Group, Inc.

May 2, 2006, Noon – 1:30 p.m. (Anchorage)  
Kevin Welker, Senior Vice President and Alaska Area Manager and Evelyn Clark, Alaska Area Marketing Manager with Kiewit will provide information on what Kiewit Building Group purchases and subcontracts, how they buy it, and where to locate the opportunities. A question and answer period, as well as networking will follow the presentation. For location and to register call 274-7232.

### Seward Small Biz Fair

May 11, 2006, 9:30 a.m. – 4:00 p.m. (Seward)  
The UAA Small Business Development Center, Seward Chamber of Commerce, and Hotel Edgewater have teamed to provide a Seward Small Biz Fair. Topics featured include: government contracting, employee payroll, on-the-job training programs, and marketing tips for retail and tourism. Call Bunny Kishaba at 714-2331 for additional details and to register.

### SBIR Opportunities: How to Get Funds to Develop Technologies

May 11, 2006, 10:00 a.m. – Noon (Anchorage)  
Take advantage of this opportunity to educate yourself and your employees about federal business grants for developing innovative technologies. Technical topics are identified by 12 federal agencies. Companies are invited to compete for Phase I, II, and III funding by submitting proposals addressing needs detailed in the agency's solicitation. Registration is required and can be accomplished by calling 274-7232, or by e-mail at [carolyn@trendalaska.org](mailto:carolyn@trendalaska.org).

### Claiming Your Market

May 16, 2006, 7:30 a.m. – 9:30 a.m. (Anchorage)  
Gain valuable marketing information and insight from our panel of experts: Marian Taylor, Deputy Chief, Regional Contracting Office – Alaska (Ft. Richardson); Evelyn Clark, Alaska Area Marketing Manager, Kiewit Building Group, Inc.; and Lori Davey, President, Motznik Information Services. Last year, the Federal government spent more than \$218 billion on goods and services – claim your portion using effective and proven marketing techniques. For registration information e-mail [register@ptacalaska.org](mailto:register@ptacalaska.org). Cost is \$20 and registration is required.

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### Anchorage

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

### Fairbanks

613 Cushman Street, Suite 209  
Fairbanks, AK 99701  
(907) 456-7232 or (800) 478-1701

[www.ptacalaska.org](http://www.ptacalaska.org)

### A Program of:



University of Alaska  
Small Business  
Development Center

## MPIN and Government Point of Contact Now Mandatory in CCR

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

In last month's newsletter, we briefly discussed the Marketing Partner ID Number (MPIN) and its importance. This month, we thought we would provide additional information on its purpose and the process.

The MPIN, the Government Business Point of Contact (POC), and the Alternate Government Business POC are now mandatory for all new CCR registrations and renewals.

The MPIN is a personal code that allows you to access other Government applications such as the Past Performance Information Retrieval System (PPIRS), FedTeDS, ORCA, and grants.gov. The MPIN acts as your password in these other systems, and you should guard it as such. The MPIN must have nine digits containing at least one alpha character (can be entered in upper or lower case) and one number (no spaces or special characters permitted).

If you currently have an active registration in CCR you will need to create an MPIN as follows:

- Access your CCR registration by clicking on "Update or Renew Registration using TPIN" on the left hand menu—remember to have your TPIN ready.
- Enter your DUNS number and TPIN.
- Once you are in your registration, click on the tab named "Points of Contact".
- Scroll down to Government Business POC and fill out all the fields.
- Scroll down to Alternate Government Business POC and fill in all the fields.
- Scroll to the bottom of the Points of Contact page and enter a self-designated MPIN.

Be sure to click the Validate/Save Data button when you have entered all of your information. Your registration will take approximately 24 hours to update.

If you are not registered in CCR and need an MPIN, please contact your local PTAC office for assistance.

## 8(a) BD Program Lacks Monitoring

Contributed by K. Anderson (anksa@uaa.alaska.edu)

The U.S. Small Business Administration (SBA) Office of Inspector General (IG) released Audit Report No. 6-15 which focused on a review of compliance monitoring on the competition and completion of 8(a) Business Development (BD) contracts.

According to the report, released March 16, 2006, the audit began as a result of a complaint about potential violations by an 8(a) company when competing contracts. During the review of those violations, the scope of the audit was expanded to include SBA's and the procuring agencies' monitoring of compliance with 8(a) regulations during the performance of 8(a) contracts.

The objectives for the audit were to determine whether: 1) Federal agencies ensured that companies complied with the 8(a) contracting requirements when competing for 8(a) contracts; and 2) an 8(a) company complied with critical contracting requirements when performing on 8(a) contracts. The IG Office reviewed various regulations governing the procurement process, as well as the rules guiding the performance of 8(a) contracts. SBA offices as well as one contracting officer and one technical representative from each of the 23 major procuring agencies were also interviewed to gather data. Based on the complaint, information was also gathered from an 8(a) firm to determine whether it could be viewed as a potential "front."

At the completion of the audit, the IG Office concluded, "Neither SBA nor procuring agencies ensured that 8(a) BD companies complied with applicable regulations when completing 8(a) BD contracts." While SBA has delegated 8(a) contract execution authority to procuring agencies, there is no evidence to support that SBA performed any surveillance reviews to ensure that these agencies effectively monitored companies for compliance, according to the report. Equally, procuring agencies did not establish guidelines or procedures to monitor adherence to these regulations after contract award. The IG Office review found that companies *could* violate 8(a) regulations and government officials would be unaware of the violations.

For a complete copy of the audit report access: <http://sba.gov/ig/6-15.pdf>

## DOI Projects Posted at IDEAS-EC

Contributed by K. Anderson (anksa@uaa.alaska.edu)

If you have reviewed solicitations recently for Department of Interior agencies, you've probably been re-directed to a website called IDEAS-EC (Interior Department Electronic Acquisition System – Electronic Commerce). IDEAS-EC is a part of The National Business Center (NBC), an organization that has created a web portal that provides government buying offices a tool to purchase for simplified acquisitions and large contracts.

In accordance with the Federal Acquisition Regulation, Federal Business Opportunities (FedBizOpps) is designated as the “single source” for federal government procurement opportunities that exceed \$25,000. However, NBC subscribers post their opportunities on FedBizOpps, which then links to the IDEAS-EC website at <http://ideasec.nbc.gov> where the Announcement and/or RFQ/Solicitation, Amendment, or Award can be viewed and/or printed. Attachments for solicitations are also posted here, which includes clauses and other supplementary information.

According to their website, NBC Business Opportunities is a complete Internet solution that allows vendors to search the site for any Request for Quotations (RFQ) and Requests for Proposals/Invitations for Bids that are currently posted for participating agencies. Vendors may search all available documents or complete a selected search using specific criteria. RFQs can also be electronically quoted at this site and vendors notified of award. Participating agencies include: Bureau of Indian Affairs; Bureau of Land Management; Bureau of Reclamation; Department of the Interior; Equal Employment Opportunity Commission; Mineral Management Service; National Park Service; National Transportation Safety Board; Office of Aircraft Services; Office of Special Trustee for American Indians; U.S. Fish and Wildlife Service; U.S. Geological Survey; and U.S. Maritime Administration.

You are not required to be signed in at the website to browse posted solicitations, but vendors must be registered and active in the Central Contractor Registration (CCR) website ([www.ccr.gov](http://www.ccr.gov)) to submit a quote, view a document that an agency has directed to their firm, subscribe to a Bidder's Mailing List, or receive an award via IDEAS-EC. To register, you will need your DUNS number and MPIN (Marketing Partner Identification) (see related article on page 2). The website also provides

vendors the opportunity to build a “holding bin” for pending documents through “My Business Opportunities.”

For more information on using IDEAS-EC, you can call the Electronic Commerce Help Desk at (703) 390-6707 or via email at [ec\\_helpdesk@nbc.gov](mailto:ec_helpdesk@nbc.gov). Or, contact your local PTAC office.

## First DOE/USDA SBIR Energy Summit Planned

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

The U.S. Department of Agriculture (USDA) Small Business Innovation Research (SBIR) program is joining its Department of Energy (DOE) counterpart for the first DOE/USDA SBIR Energy Summit at Oak Ridge National Laboratories (ORNL) in Tennessee, July 6-7, 2006.

Public and private sector researchers, administrators, and entrepreneurs who may be involved with the development and commercialization of renewable energy technology are encouraged to attend.

The event will provide a forum to engage the small business community in the development of renewable energy technologies with information provided by Federal, state, and University faculty and staff. Specifically, the meeting intends to:

1. Highlight USDA and DOE SBIR program alternative and renewable energy-related research and energy efficiency-related funding opportunities;
2. Enhance the ability of public and private researchers to conduct research on cost efficient alternative and renewable energy;
3. Showcase the research and collaboration opportunities available at ORNL and at regional university partners; and
4. Engage interested small businesses to facilitate the transfer of publicly supported research results to real world applications.

To learn more about the conference, please visit the Energy Summit web page at: [http://www.csrees.usda.gov/funding/sbir/sbir\\_summit.html](http://www.csrees.usda.gov/funding/sbir/sbir_summit.html). Questions can be directed to Dr. William Goldner at [wgoldner@csrees.usda.gov](mailto:wgoldner@csrees.usda.gov).

For more on SBIR opportunities, TREND is offering a workshop on May 11 (see front page for details).



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## Alternative Energy Resources in Alaska

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

More and more companies are becoming interested in energy conservation and alternative resources. Even visionaries like Bill Gates, John Doerr, and Steve Case are betting on the next great “disruptive” technology: alternative fuels and other environmentally friendly products. To learn more about alternative energies in Alaska, a short summary of websites are listed below.

**Biomass:** Studies indicate that Alaska has limited biomass resource potential. For more state-specific resource information, see Biomass Feedstock Availability in the United States: 1999 State Level Analysis access: <http://bioenergy.ornl.gov/resourcedata/index.html>

**Geothermal:** Alaska has high-temperature resources that are suitable for electricity generation, as well as direct use and heat pump applications. For more information on geothermal resources, including resource maps, visit GeoPowering the West at <http://www.eere.energy.gov/geothermal/gpw/>

**Hydropower:** Alaska has a very good hydropower resource as a percentage of the state’s electricity generation. For additional resource information, check out the Idaho National Laboratory’s Virtual Hydropower Pros-

pector (VHP) <http://hydropower.inel.gov/prospector/index.shtml>. VHP is a convenient geographic information system (GIS) tool designed to assist you in locating and assessing natural stream water energy resources in the United States.

**Wind:** Current resources indicate that Alaska has sufficient wind resources for large and small scale wind power. For more information on Alaska’s wind resource, visit Wind Powering America’s [http://www.eere.energy.gov/windandhydro/windpoweringamerica/state\\_activities.asp](http://www.eere.energy.gov/windandhydro/windpoweringamerica/state_activities.asp)

**Solar:** To accurately portray Alaska’s solar resource, you need to know about two types of collectors. Concentrating collectors typically are on a tracker and only use the direct rays coming straight from the sun. Other solar collectors are flat panels that are typically fixed in a tilted position correlated to the latitude of the location. These collectors can use both the direct rays from the sun and reflected light that comes through a cloud or off the ground. Learn more about what would be a better energy choice for Alaska at [http://www.eere.energy.gov/states/alternatives/resources\\_ak.cfm](http://www.eere.energy.gov/states/alternatives/resources_ak.cfm)