

# Alaska Procurement Connection

A Monthly Newsletter From Your Procurement Technical Assistance Centers

## SBA Scores Federal SB Procurement Efforts

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

In an effort to increase the transparency and accountability in small business contracting, the U.S. Small Business Administration (SBA) released its first-ever Small Business Procurement Scorecard on August 17, 2007. The Scorecard will help agencies measure their achievements and progress in making contracting opportunities available to small businesses, improve the accuracy of contracting data regarding small businesses, and provide the public the opportunity to assess agencies' performance in meeting these goals.

SBA's Scorecard builds on a series of administration initiatives to improve small business access to federal contracts. At the request of the White House's Office of Federal Procurement Policy and SBA, federal agencies spent months reviewing 11 million contract actions from the last two years to cleanse the Federal Procurement Data System-Next Generation (FPDS-NG) database of miscoded contracts. According to SBA Administrator Steve Preston, "Almost \$5 billion in misreported contracts have been cleaned out of the small business database."

After working with federal agencies to identify miscoding and anomalies in the contracting database, SBA released the annual Small Business Goaling Report for FY 2006, and revised the FY 2005 report. The Goaling Report shows that \$77.7 billion in federal contracts were awarded to small businesses in FY 2006, up \$2.7 billion from the previous year. The revisions reduce the share of contracts awarded to small businesses in 2005 \$4.6 billion from the previously-reported 25.4 percent to 23.4 percent. For 2006 the figure is 22.8 percent, just short of the small business procurement goal established by law at 23 percent.

SBA rates 24 agencies green, yellow or red, on whether they reached their annual small business contracting goals and on their progress on efforts to make contracting opportunities available to small businesses. To achieve a green rating a federal agency has to meet its overall small business contracting goal, as well as the goals for at least three of four subcategories. For their current status, seven agencies were rated green, five yellow, and 12 were red. In the second category, under "progress," 12 agencies were rated green, eight were yellow, and four were red. Seven federal agencies; the Departments of Agriculture, Energy, Homeland Security, Housing and Urban Development, Transportation, Veterans Affairs, and SBA itself, met their small business contracting goals.

For complete text of this press release, access: [http://www.sba.gov/idc/groups/public/documents/sba\\_homepage/sba\\_news\\_07-51.pdf](http://www.sba.gov/idc/groups/public/documents/sba_homepage/sba_news_07-51.pdf)

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Check out the PTAC Calendar of Events for Upcoming Opportunities!

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



#### Anchorage

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Contributed by Megan Luna (anmcl1@uaa.alaska.edu)

## More CCR Website Changes, Including FedReg Upgrade

CCR has released its latest version, with more changes in the website's overall look, as well as a handful of additional features.

According to the latest release notes, the site's redesign now offers users the ability to look back to the Bulletin Board's archived entries as well as current ones.

Functional changes include a new feature that will allow CCR Search to return FedReg data along with CCR data when the user's incoming URL is a .mil or .gov site. Also, for companies with multiple locations, the upgrade will implement the addition of location size data to complement the size data already collected for all affiliates. If there is only one location, the location size data will remain the same as the worldwide size data.

The release notes also stated that, "The SBA will be adding a new certification to the list of SBA Certified Business Types. This new type will be code JT and is defined as 'SBA Certified 8A Joint Venture.'" At print, it was not yet in effect, but look for it soon, along with other certifications under the site's Search function.

## Buy Alaska Launches New Website

On Alaska Day, Buy Alaska, a partner program of PTAC, is launching a new website that will improve the process of promoting and locating local products and services available in Alaska.

Buyalaska.com's new features include: a free full-page listing for registered Alaska businesses; new design and lay-out using "open source" technologies; full text search engine to help buyers quickly and easily find what they need; user-friendly, full-screen WYSIWYG (what you see is what you get) business profile editor; and easy click-through to businesses' website or e-commerce portal.

Visit <http://www.buyalaska.com> and list your business now, so customers can find it beginning Alaska Day, October 18, 2007!

## Change in Alaska State Agency Email Addresses

Alaska state agencies have changed the format of all employee email addresses. The new format is `firstname.lastname@alaska.gov`.

## Adoption of NAICS 2007 for Small Business Size Standards

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

The U.S. Small Business Administration (SBA) will amend its Small Business Size Regulations by incorporating the Office of Management and Budget's (OMB) 2007 modifications to the North American Industry Classification System (NAICS) in its table of small business size standards on October 1, 2007, unless significant adverse comments were received during the comment period which closed September 28, 2007. Most industries in NAICS 2002 will remain unchanged under NAICS 2007. The proposal to adopt NAICS 2007 will change size standards for only three industries and four activities from parts of industries.

SBA adopted the NAICS industry definitions as a basis for its table of small business size standards effective October 1, 2000, as a replacement to the Standard Industrial Classification (SIC) System. Since that time, OMB has issued two updates modifying the NAICS. SBA incorporated OMB's first updated modifications, termed NAICS 2002, in its table of size standards effective October 1, 2002. OMB published its most recent updates, termed NAICS 2007, on May 16, 2006. SBA will adopt those updated modifications in its table of small business size standards as of October 1, 2007 pending review of comments.

For complete information on the relationship between NAICS 2002 and NAICS 2007, please see the U.S. Bureau of the Census (Census Bureau) website at <http://www.census.gov/epcd/www/naicsdoc.htm#fedreg>. The Census Bureau website provides complete information on its establishment and implementation of NAICS 2007, including its notice of final action in the March 16, 2006 Federal Register. The Census Bureau also provides the following correspondence tables: (1) 2007 NAICS-US matched to 2002 NAICS-US; and (2) 2002 NAICS-US matched to 2007 NAICS-US.

To view a complete listing of the 2007 NAICS tables of modifications, visit the Federal Register (FR E7-17151) at [http://www.access.gpo.gov/su\\_docs/fedreg/a070829c.html](http://www.access.gpo.gov/su_docs/fedreg/a070829c.html) and scroll down to the "Small Business Administration" section.

# Upcoming Workshop Demystifies SBIR Proposal Writing

Carolyn Pratt (ancap1@uaa.alaska.edu)

As most of you know, preparing to write a government proposal can be time-consuming. You have to read and reread the solicitation, develop an outline, create deadlines, provide detailed information, and convince the agency you can meet their needs. In fact, if you aren't organized and thorough, it could cost you that contract. The same holds true with an SBIR proposal.

Fortunately, there is training being offered in Anchorage on October 19, 2007 that will bring attendees up to speed on submitting proposals to the Small Business Innovation and Small Business Technology Transfer Programs (SBIR/STTR). The workshop, "How to Write a Winning SBIR Proposal" will be presented by nationally recognized SBIR consultants, Greenwood Consulting Group Inc.

This training is designed for SBIR/STTR newcomers, as well as more experienced companies that want to sharpen their SBIR/STTR proposal preparation skills. Newcomers could be small business owners, entrepreneurs, students, university researchers, grant writers, or any individual looking for growth opportunities through a business-based research and development program. Attendees will have the opportunity to review an actual SBIR Phase I proposal and learn from its strengths and weaknesses. Other workshop topics will include:

- ◆ The types of projects that are good candidates for funding under SBIR/STTR.
- ◆ What agencies participate in these programs, and how their requirements vary dramatically.
- ◆ A comprehensive approach to preparing a competitive Phase 1 SBIR/STTR proposal.
- ◆ The importance of a review of the draft Phase 1 proposal before submitting it for funding consideration.

The workshop, sponsored by TREND and SpringBoard, features Gail and Jim Greenwood, who have been active in SBIR/STTR since the programs' inception, making firms aware of the opportunity, and teaching them how to write competitive technical and cost proposals for funding. In 1996, they received a prestigious Tibbetts Award from the U.S. Small Business Administration for their contributions in SBIR counseling and training. They also have been acknowledged by Los Alamos and Sandia National Laboratories and Project

SBIR West for their contributions to the SBIR program. The Greenwoods have critiqued hundreds of SBIR and STTR proposals for firms throughout the United States, including several from Alaska.

The workshop is October 19, 2007 from 8:00AM to 4:30PM at the Hilton Anchorage Hotel. Cost is \$75. To register contact [rpool@gospringboard.org](mailto:rpool@gospringboard.org) or call 907-738-1664.

## DoD Proposes Required Use of Wide Area Workflow

Contributed by Wesley Dalton (fswrd1@uaf.edu)

The Department of Defense (DoD) is proposing to amend the Defense Federal Acquisition Regulation Supplement (DFARS) to require use of the Wide Area Workflow- Receipt and Acceptance (WAWF-RA) electronic system when submitting and processing payments under DoD contracts as noted in the August 14, 2007 Federal Register.

Presently, DoD uses three electronic systems when processing payments, keeping records, and receiving reports: the American National Standards Institute x.12 Electronic Data Interchange (EDI), Web Invoicing System, and the WAWF-RA.

These three electronic payment systems are not fully integrated, nor are they available to all interested government entities and organizations. It is hoped that when fully implemented, WAWF-RA will eliminate paper documents and redundant data entry, improve data accuracy, reduce the number of lost or misplaced documents, and ultimately result in more timely payments to contractors.

Although there will be preferred use of WAWF-RA for all related payment processes, contracting officers will still be able to request payment through other electronic means or a non-electronic format.

For full text of the federal register notice, access: <http://a257.g.akamaitech.net/7/257/2422/01jan20051800/edocket.access.gpo.gov/2007/pdf/e7-15928.pdf>. Public comment can be submitted by the following methods by October 15, 2007.

- Web: <http://www.regulations.gov>
- E-mail: [dfars@osd.mil](mailto:dfars@osd.mil) (include "DFARS Case 2006-DO99" in the subject line)
- Fax: (703) 602-7887



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## Federal Judge Delays Implementation of New 'No-Match' Rules, SBA Agrees

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Last month Alaska PTAC reported that the Department of Homeland Security (DHS) had issued new regulations intended to assist employers with ensuring their employees are legal U.S. citizens and to assist the government in identifying and punishing employers who knowingly hire illegal workers. The new guidelines were to take effect 30 days after the notice has been published in the Federal Register.

On August 31, 2007, the U.S. District Court for the Northern District of California issued a temporary restraining order against DHS and the Social Security Administration (SSA) blocking those agencies from implementing the Final Rule entitled "Safe-Harbor Procedures for Employers Who Receive a No-Match Letter." The order comes as a result of a lawsuit filed by the American Civil Liberties Union, the National Immigration Law Center, the AFL-CIO and other local labor organizations. A hearing on the group's request to permanently bar the implementation of the "no-match" rules is scheduled for October 1.

In the lawsuit, the groups assert that DHS and SSA lack the authority to enforce immigration laws, and that the new rules would impose burdensome obligations on employers who receive SSA "no-match" letters informing

them of alleged discrepancies between employee records and the SSA database, which frequently contains incorrect information. In the order blocking the new rules, the judge agreed that the groups "raised serious questions as to whether the new Department of Homeland Security rule is inconsistent with statute and beyond the statutory authority of the Department of Homeland Security and the Social Security Administration."

In a letter issued September 18, 2007, the U.S. Small Business Administration Office of Advocacy voiced support of the plaintiffs' claim that the "no match" rule did not take into consideration the requirements of the Regulatory Flexibility Act (RFA). Specifically, Advocacy believes that DHS' certification that the final "no match" rule would not have significant impact on a substantial number of small entities is in error since the new rule requires employers to take certain actions that they were not previously required to take. Advocacy went on to recommend that DHS stay the final rule until a proper RFA analysis is completed. A fact sheet and complete copy of SBA's letter to DHS can be found at: <http://www.sba.gov/advo/>