

Alaska Procurement Connection

A Monthly Newsletter From Your Procurement Technical Assistance Centers

U.S. Army Corps of Engineers, Alaska District Receives New Commander

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

Colonel Kevin J. Wilson became the District Commander for the U.S. Army Corps of Engineers, Alaska District in a change of command ceremony July 14, 2006. Colonel Timothy J. Gallagher, the outgoing Alaska District Commander who served since 2003, retired from the Army and will make his home in Anchorage.

According to the press release issued, Colonel Wilson comes to Alaska from the U.S. Army War College at Carlisle Barracks, Pennsylvania. Prior to the War College, Colonel Wilson was the joint forces Army Engineer Officer responsible for coordinating Army Engineer Operations in support of Homeland Defense and Civil Support in the U.S. Northern Command (USNORTHCOM) from 2003 to 2005. He focused on the relationship between the U.S. Army Corps of Engineers and USNORTHCOM. Additionally, he coordinated engineer operations along the U.S./Mexico border with Joint Task Force North and was the joint forces representative to the USNORTHCOM Current Operations Group.

Previously Colonel Wilson commanded the 249th Engineer Battalion Command, a one-of-a-kind unit that specializes in Prime Power generation worldwide, and was the Commandant of the U.S. Army Prime Power School. As the Commander, Colonel Wilson was heavily involved with military operations worldwide to include Afghanistan and Iraq. He also participated in disaster relief operations in support of the Federal Emergency Management Agency in New York City in the wake of 9/11 and in Guam for Typhoons Chata'an and Pongsona and in Louisiana for Hurricane Lily.

Colonel Wilson previously served with the Alaska District from 1992 to 1995 as the Assistant Resident Engineer for the Elmendorf Resident Office and as the Army Program and Project Manager.

In related news, the U.S. Army Corps of Engineers, Alaska District received Christopher Tew as their Chief of the Contracting Division in June 2006. Mr. Tew is responsible for the planning and execution of the district's contracting mission, which covers all aspects of the military, civil works and environmental programs.

After graduating from Indiana University's Business School, Mr. Tew entered civil service through the outstanding scholar program in 1993. He spent the next three years working for the U.S. Army's Armament, Research, Development and Engineering Center at Picatinny Arsenal, N.J., focused on the acquisition of research and development activities, as well as production

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Check out the PTAC
Calendar of Events for
Upcoming Opportunities!

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A Program of:



University of Alaska
Small Business
Development Center

EC/EDI Corner

Contributed by Mary Wheeler (fnmaw@uaf.edu)

Procurement Forecasts for FY 2007

Here are a few websites for businesses to check when planning for future work:

- U.S. Army Corps of Engineers, Alaska District 2006-2007 Business Projections: <http://www.poa.usace.army.mil/contracting/Forecast.htm>
- State of Alaska Department of Transportation: <http://www.dot.state.ak.us/stwdplng/areaplans/index.shtml>
- Alaska Railroad Corporation Projects: <http://www.akrr.com/ARRC14.html>
- Fairbanks North Star Borough Estimated Bid Schedule: <http://www.co.fairbanks.ak.us/PublicWorks/Projects/estbidschedule.aspx>
- Municipality of Anchorage Planning Department: <http://www.muni.org/planning/>

CCR AND D & B Lockdown

As of July 28, 2006, Dun and Bradstreet (D & B) became the authoritative source for Company Name, DBA name and physical address information in the Central Contractor Registry (CCR). If changes to any of this information are required in your CCR account as part of an update or renewal, you will need to contact D & B at 866-705-5711 with the change information. You will be able to edit other addresses and information within CCR as before, and new registrations will still require D & B validation before the CCR registration can be completed. If you need assistance with CCR, call your local PTAC office.

DOD Web Policies and Guidelines

Curious as to how the Department of Defense (DOD) establishes guidelines for so many agencies to follow? Looking for a guideline for your own firm? This page gives you the privacy policy DOD works with, information on how the Freedom of Information Act is used and Web Security Issues.

—<http://www.defenselink.mil/webmasters>

Associate yourself with men of good quality if you esteem your own reputation, for 'tis better to be alone than in bad company.

—George Washington

Continued from front

efforts for major weapons systems. During the next six years, Mr. Tew held a variety of acquisition and management positions of increasing responsibility, including three overseas assignments.

In 2002, Mr. Tew joined the Corps to focus on the acquisition of facilities to support the deployment of the Ground-based Midcourse Defense System at Fort Greely, Alaska. Having successfully completed that assignment, he volunteered to support the Corps' global war on terrorism. From July to December 2004, he served as the Director of Contracting for the Gulf Region Division in Baghdad, Iraq. Afterwards, Mr. Tew returned to Alaska and continued to support missile defense construction efforts until accepting his current position.

US Army Corps of Engineers, Alaska District
Industry Meeting September 6th from 10 - 11:30 am
Loussac Library, Assembly Chambers, Anchorage
For information, contact Melanie Harrop at 753-5694.

New HUBZone Designations Added

Contributed by Wesley Dalton (fswrd1@uaf.edu)

Recently, Historically Underutilized Business Zone (HUBZone) designations changed, which might make more Alaska businesses eligible for certification. HUBZone designations now take the Housing and Urban Development's Difficult Development Areas into consideration when defining HUBZone areas. The HUBZone program is a certification program through the U.S. Small Business Administration, which *may* provide government contracting preference for certified firms.

The intent of this program is to provide federal contracting opportunities for small businesses that meet specific criteria in the hopes of revitalizing designated communities with more employment opportunities, private investment, growth, and empowerment.

To check if your business is now eligible for certification, go to <https://eweb1.sba.gov/hubzone/internet/>. This direct link will present a simple and effective webpage which outlines contents such as "What's new," "Who we are," and "Frequently asked questions," along with other links such as a search engine for designated HUBZone areas. The bottom-center of this page has a link for the HUBZone electronic application with additional links for re-applying and contact information.

Make the Personal Contact

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

Marketing directly to federal agencies can help you win government contracts, but most small business representatives are reluctant to contact the appropriate office or contracts officer—and even think they need permission to contact a federal agency.

So, where do you start? If your company offers supplies or equipment, most of your business can be done electronically but for services or construction, personal contact early in the acquisition process is suggested since those industry sectors tend to rely more heavily on direct relationships. Regardless of which industry you're in, it's always a good idea to develop close ties with the associated buyer(s) related to your commodity.

A good way to present your business is through a Statement of Qualifications (SOQ). Your SOQ is a business resume that reflects information about your company's capabilities. Each SOQ should outline, at a minimum, the following:

- Company name;
- Company contact information;
- A brief statement of your company's background;
- A list of the products/services and capabilities that are provided by your company;
- A list identifying key personnel within your company;
- A list of previous projects (1 or 2 most recent) with a brief description of each;
- Any additional capabilities for the company; and
- A list of business references (1 to 3 max).

Once you have a completed SOQ, making contact is next. Your local PTAC office can provide you with a listing of federal agencies along with contact information.

Another option is to contact the person identified on the synopsis, bid lead, or solicitation in which you are interested. Have a list of questions ready and in return be prepared to answer any questions about your company. You can also make contact with the agency and ask to speak with the Small Business Specialist. Almost all federal agencies have a Small Business Specialist established to support small business.

Consider any point of contact as a door into the buying office and always remember your PTAC of Alaska can help you locate and open that door.

UAA Offers Graduate Program in RFID and Supply Chain Management

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

Alaska's only graduate certificate program in Supply Chain Management is being offered by the University of Alaska Anchorage beginning in the Fall 2006 semester. Courses are designed for those who have some experience in supply chain management and will teach the knowledge and skills needed to successfully manage a company's supply chain operations.

The program begins with three core courses in Supply Chain Management followed by a specialization in either Radio Frequency Identification (RFID) or Operations Excellence Along the Supply Chain.

Supply chain management is a growing field in the business world, particularly if you are doing business with the Department of Defense (DOD). Most government contractors became familiar with RFID technology in 2005, when DOD began requiring contractors to comply with RFID tagging requirements for certain commodity classes and distribution locations, and if the clause was written into the contract. To comply, suppliers must put passive RFID tags on their parts, cases, or pallets. Full implementation for RFID tagging is anticipated by 2007 and updates on the initiative can be found at http://www.acq.osd.mil/log/rfid/implementation_plan.htm.

The University of Alaska Anchorage has partnered with Boise State to jointly offer the program. Individuals interested in the certification can register and enroll at either university and will earn their certificate from the university they choose.

“With the approval of this program, UAA's College of Business and Public Policy now offers a complete career pathway of Global Logistics education options: from undergraduate certificate to post-graduate opportunities,” said Dean Case.

The Graduate Certificate in Supply Chain Management brochure is available at: <http://logistics.alaska.edu/pdfs/logistics/SupplyBroch6-20-06A.pdf>

For additional information contact Janet Burton, UAA Logistics Department at 786-4171 or anjeb@cbpp.uaa.alaska.edu. The department's website address is <http://logistics.alaska.edu>



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Preston Sworn in as New SBA Administrator

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

Steven C. Preston was sworn in July 10, 2006 as Administrator of the U.S. Small Business Administration (SBA), according to an SBA press release issued July 11, 2006. Mr. Preston is the 22nd Administrator of SBA since the agency was established in 1953, and succeeds Hector V. Barreto, who took office on July 25, 2001.

Mr. Preston, nominated by President Bush, is a former business executive with broad experience in financial management and executive leadership. Most recently, Mr. Preston was Executive Vice President of The ServiceMaster Company, a major franchising organization with thousands of small businesses in its network. He also had served as Chief Financial Officer, and previously had been Senior Vice President and Treasurer of First Data Corporation, and an investment banker at Lehman Brothers.

“I am grateful to President Bush for the opportunity to serve in a way that so directly affects the lives of so many

Americans,” Preston said in the press release. “I am also humbled by the bipartisan support I have received in Congress and am committed to fostering a strong relationship with the many stakeholders of the SBA.”

During his confirmation hearing on June 21, Preston emphasized the importance of sophisticated financial management, operational responsiveness, and a customer service culture at the SBA. “None of this happens by accident,” he stated. “It requires dogged focus to move the ball forward each and every day.”

Mr. Preston’s nomination had received some criticism by small business advocates who were concerned about Mr. Preston’s large business background (see related article in the June 2006 Alaska Procurement Connection).

For full press release text access: <http://www.sba.gov/news/06-46.pdf>