Federal Contracting:

NOTICE: FBO.gov is Moving

FBO.gov (FedBizOpps.gov/Federal Business Opportunities) is set to decommission on November 8, 2019. The functionality of FBO is not going away; it’s just changing form & moving to beta.SAM.gov.

The decommission of the current FBO system and the migration of federal opportunities into beta.SAM.gov will mark the third system decommission recently (joining CDFA.gov and WDOL.gov). It’s all part of GSA’s ongoing effort to streamline the federal awards process -- and make it easier to do business with the government -- by combining multiple federal contracting sites & systems into one location at beta.SAM.gov. “Beta SAM” will eventually become the new SAM.gov. [Check out the fact sheet “What’s the difference between SAM and beta.SAM”].

FBO.gov will retire, and opportunities will be transitioned into beta.SAM.gov during the Veteran’s Day holiday weekend starting at 8p EDT on Friday, November 8, 2019. The transition will be complete at 8a EDT on Tuesday, November 12.

As with previous decommissions, all functionality from FBO.gov will migrate to beta.SAM.gov along with some added improvements. After decommissioning, users will be redirected from FBO.gov to beta.SAM.gov’s “Contract Opportunities” domain.

To prepare for the transition:

- Create a new account in beta.SAM.gov if you want to follow or save searches (you don’t need an account to search only).
When creating your new beta.SAM.gov account: beta.SAM uses a 2-factor sign-in via Login.gov. If you already created a Login.gov account for your existing SAM.gov registration, use the same email when registering for beta.SAM.gov.

Note any search agents and any notices currently watched in FBO.gov. These will not be migrated, and you can start saving them now in beta.SAM.gov.

Do the same for any Interested Vendors lists you are on.

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**Some great resources to learn more about the FBO transition & how it will impact you:**

- Contractor Quick Start Guide for beta.SAM.gov: FINDING OPPORTUNITIES
- GSA’s Stakeholder Forum: FBO TRANSITION (webinar recording via Adobe Connect)
- FBO Transition Fact Sheet

*We will keep our PTAC Clients updated on this transition. And, as always, please feel free to contact your PTAC Counselor with any questions. AND check out our Nov. 12 “web chat” in the Upcoming Regional Events section below.*

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**PA State Contracting: Change to SB & SDB Registration for PA Vendors**

If you are registered in the PA Supplier Portal as a PA state contractor/vendor AND you self-certified in that system as a SMALL BUSINESS (SB) or SMALL DIVERSE BUSINESS (SDB), please be aware that the verification/registration process for SB/SDBs with the Commonwealth is being changed. **Registered SBs & SDBs should’ve recently received a notice from the PA Dept. of General Services (DGS) about this change.**

Companies must still be registered in the PA Supplier Portal in order to do business with any PA state agency, however, businesses that qualify as SB or SDB, and wish to be verified as such, will now have to complete registration in a new system known as “PRiSM”.

Companies that previously self-certified as an SB or SDB in the PA Supplier Portal received an email notice from PA Department of General Services that included a unique PRiSM PIN. This PIN is needed when registering in the new system in order to transfer your current company data over.

Companies that wish to self-certify/verify as an SB or SDB for the first time should go to the PRiSM site to register & complete the process. *(PTAC is here to assist!)*

Being registered in PRiSM as an SB or SDB qualifies a company for PA state contract & subcontract opportunities set aside for these categories.


PA DGS’s eligibility requirements for SB or SDB status can be found at https://www.dgs.pa.gov/Small%20Diverse%20Business%20Program/Small-Diverse-Business-Verification/Pages/default.aspx.

The url for the PRiSM site is https://bdisbo.prismcompliance.com/.

As always, we’re here to help! If you have questions, please feel free to contact your PTAC Counselor or reach out to the DGS Bureau of Diversity, Inclusion & Small Business Opportunities (BDISBO) at 717-783-3119, RA-SmallBusiness@pa.gov.

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**Federal Contracting:**

**DoD Releases Cybersecurity Certification Model**

The Department of Defense (DoD) recently released a draft maturity model and timeline for new certification requirements for all of the defense industrial base.

The government has stringent processes for verifying the IT products and services it uses comply with relevant cybersecurity standards, such as authorities to operate for cloud services and supply chain regulations for hardware products. But those standards and processes don’t cover the vendors. For the Defense Department (DoD), this is a critical issue, as doing business with industry requires the department to share sensitive information, even at the earliest steps of the process.

DoD has been kicking around the idea of creating a certification standard for defense industrial base companies to ensure vendors’ cybersecurity posture was adequate to handle controlled and classified information. That became an official effort in March, and in September the department released the first draft Cybersecurity Maturity Model Certification, or CMMC, outline for public comment (CMMC v0.4).

The Draft CMMC v0.4 is the midpoint of development, as the government anticipates providing a Draft CMMC Model v0.6 for public review in November 2019. The contracting community will have some additional time to absorb the final version—but not much. The final version (v1.0) is planned to be out in January 2020. Defense offices will be expected to include certification requirements in requests for information by June 2020 and in solicitations by fall of next year.

The CMMC creates a tiered system intended to make it easier for the department to streamline certification requirements, as well as to allow small businesses and others to tailor their efforts to their specific needs.

The CMMC will consist of five distinct certifications, or levels, of cybersecurity rigor, ranging from adherence to baseline security controls and best practices, to sophisticated cyber defenses capable of repelling even the most advanced threats:

- **Level 1 — Basic.** The vendor performs a basic subset of cybersecurity best practices in an ad hoc manner, offering limited resistance against threats.
Minimum Wage for Fed Contractors Increases Jan. 1, 2020

Each year, the Department of Labor (DOL) assesses the established minimum wage for government contractors and, using determined methodology, announces an increase.

On September 19, the DOL announced the rate would increase from the present $10.60 to $10.80 per hour on January 1, 2020. (The required minimum cash wage that generally must be paid to tipped employees performing work on, or in connection with, covered contracts will increase to $7.55 per hour on January 1, 2020).

More at:

Participants Sought for Survey on Small & Mid-Size Business Cybersecurity Issues

The Information Technology Sector Coordinating Council and the U.S. Department of Homeland Security’s Cybersecurity and Infrastructure Security Agency are conducting a survey on cybersecurity issues for small and mid-size businesses.

This is a voluntary survey open to all small businesses and will not publish confidential or identifiable information.

It will help inform the Cybersecurity Framework being developed by the National Institute of Standards and Technology (NIST) and other agencies. The Cybersecurity Framework aims to help organizations better manage and reduce cybersecurity risk and

- **Level 2 – Intermediate.** The vendor implements and documents all universally-recognized best practices, offering some resistance against threats.
- **Level 3 – Good.** The vendor covers and actively maintains all security controls required by the National Institute of Standards and Technology’s cybersecurity framework (SP 800-171) for controlled, unclassified information, offering moderate resistance against threats.
- **Level 4 – Proactive.** The vendor regularly reviews and improves security controls and processes. They also rely on automated security controls capable of responding to threats faster than human analysts, offering strong resistance against all but the most advanced threats.
- **Level 5 – Advanced/progressive.** The vendor continuously improves security processes. It also relies on automated security controls and analytics, and offers strong resistance to even the most sophisticated cyber attackers.

More on the CMMC can be found at https://www.acq.osd.mil/cmmc/index.html.

PTAC will keep our clients informed on this new development. Need assistance with understanding the FAR & DFARS regulations regarding cybersecurity for federal contractors? Contact us.

Sources & additional reading:

Federal Contracting: Doing Business with DLA

Small business represents a critical component of the Defense Logistics Agency’s (DLA) industrial base, which reduces risk in their supply chain and is essential to the agency’s ability to provide resilient and secure support to the Warfighter.

To highlight supplier opportunities with DLA, the agency recently created a short video entitled “DLA Partnering with Industry”. Check it out at the link below. You can also learn more about doing business with DLA at their OSBP website -- www.dla.mil/SmallBusiness/ -- and by contacting PTAC.

CHECK OUT THE VIDEO HERE
has implications for some government contracts.

Find the survey at:

The survey is open until 11/11.
Questions about the survey can be directed to the industry chair, Brian Scarpelli, at BScarpelli@actonline.org.

SOURCE: https://advocacy.sba.gov/2019/10/21/participant-

QUICK UPDATES

State:

Change to PennDOT’s Supportive Services Centers

ProRank Business Solutions, LLC is now the home of PennDOT’s Disadvantaged Business Enterprise (DBE) and Small Business Enterprise (SBE) Supportive Services Centers (SSC). Prior to this recent change, DBESSC and SBESSC requests & referrals for services where handled by Cheyney University.

Though the DBE & SBE programs have moved, Diverse Business (DB) services and referrals remain with Cheyney University at the DBSSC.

These Supportive Services Centers provide free services via telephone, email or one-on-one consultation to DB, DBE & SBE businesses doing or seeking prime or subcontract work on PennDOT contracts. Visit them at the following links:

• https://padbssc.com/
• https://prorankllc.com/penndbe/contact/

Speaking of DLA...

NOTICE: New, Enhanced JCP Certification

For any manufacturer who has been trying to view DLA drawings, you have seen firsthand that the agency has made changes to the access of such documents. It has become necessary to obtain Joint Certification Program (JCP) certification to gain access to export-controlled data, and there is now an enhanced, four-step process to obtain JCP certification.

Per a notice posted Oct. 22 on DLA’s Internet Bid Board System (DIBBS):

“PROCESS FOR ACCESSING ITEM TECHNICAL DATA WITHIN CFOLDERS SUBJECT TO EXPORT CONTROL

On or about October 31, 2019, the Defense Logistics Agency (DLA) will institute a single process for accessing technical data within its Collaboration Folders (cFolders) that is subject to export-control under either the International Traffic in Arms Regulations (ITAR) or the Export Administration Regulations (EAR). DLA will limit distribution of the export-controlled technical data to DLA suppliers that have an approved US/Canada Joint Certification Program (JCP) certification; completed the “Introduction to Proper Handling of DOD Export Controlled Technical Data Training”; the DLA “Export-Controlled Technical Data Questionnaire”; and have been approved by the DLA controlling authority to access the export-controlled data...”

The instructions for applying for JCP are detailed at https://www.dla.mil/HQ/LogisticsOperations/EnhancedValidati

on/.

NOTE: JCP certification is not only applicable to DLA solicitations; we are seeing more & more DoD agencies requiring JCP certification in order to access solicitation attachments/drawings for manufactured products.

Remember, your PTAC Counselor can assist you with this process! We also plan to hold a training webinar on this topic in 2020; watch for announcements.

Upcoming Regional Events

Watch for upcoming Northwest Commission PTAC events at http://nwpaptac.ecenterdirect.com/events

Workshop:
Veteran-Owned Verification for Small Businesses

Date: Nov. 6, 2019
Time: 9:00-10:30a
Location: Gregory Barnes Center, 330 North Point Drive, Suite #100, Clarion, PA 16214
Outside our region:

**EVENTS**
that may be of interest

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**Doing Business with PITT**

**Date:** Dec. 3, 2019  
**Location:** O’Hara Student Center, Univ. of Pittsburgh, Pittsburgh, PA 15213  
**Event website:** [http://doingbizwithpitt2019.eventbrite.com](http://doingbizwithpitt2019.eventbrite.com)

In FY2019, the Univ. of Pittsburgh purchased over $650 Million in goods & services. During this FREE event, meet the decision makers from multiple departments and see the new campus master plan. Manufacturers, subcontractors, retail, and service-based vendors & suppliers are welcome to attend.  

Visit the event website for more details.

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**Have any questions on anything in this issue of PTAC TALK?**

Be sure to contact your PTAC Counselor:

**Robyn Young**  
**Melissa Becker**  
**Kelly Weaver**

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**In recognition of National Veterans Small Business Week, this FREE session will provide attendees with a better understanding of Veteran-Owned Small Business (VOSB) verification as it applies in the government marketplace. PTAC will discuss aspects of VOSB & SDVOSB contracting to help businesses determine if verification is right for them, including eligibility requirements, how these certifications fit into state and federal contracting, and where/how to get verified.**

Info & registration at [https://nwpaptac.ecenterdirect.com/events/4309](https://nwpaptac.ecenterdirect.com/events/4309) or email melissab@northwestpa.org.

**Web “Chat”**:  
**Finding Federal Opportunities on beta.SAM.gov**

**Date:** Nov. 12, 2019  
**Time:** 11:00-11:30a  
**Location:** Online webinar

FBO is moving! To help you navigate this transition, the SBA and PTAC are offering a 2-part web series covering “beta.SAM.gov” and how to utilize this website to find federal contract opportunities.

The first part of the series is a quick web “chat” on Nov. 12 where PTAC Manager Robyn Young will discuss creating a beta.SAM account & navigating the site to search for solicitations & opportunities.

*The web chat will complement a more extensive webinar on beta.SAM to be held in December. Stay tuned for details, & watch our events webpage.*

Info & registration for the web chat can be found at [https://nwpaptac.ecenterdirect.com/events/4323](https://nwpaptac.ecenterdirect.com/events/4323) or by calling the SBA Pittsburgh District Office at 412-395-6560.

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**A FRIENDLY REMINDER TO OUR PTAC CLIENTS:**

If you haven’t yet responded to our Satisfaction Survey or our quarterly requests for gov’t contract/subcontract sales reporting, please remember that this reporting is vital to the continuation of PTAC programming & funding. PTAC’s mission is to enhance the economic development of our area. Your time, responses & feedback to PTAC reports/surveys are greatly appreciated.

**Did you know?** When reporting government contract sales, please include any contracting/subcontracting on gov-funded projects for local agencies & non-profit organizations; we consider this to be part of local government contracting.

Thank you! *(Questions? Contact PTAC Manager Robyn Young)*

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[395 Seneca Street  
Oil City, PA 16301  
814-677-4800  
www.northwestpa.org/government-contracting]