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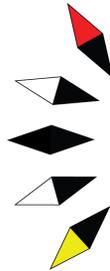


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April 2020 Newsletter



PEDCO PTAC

PONCA ECONOMIC DEVELOPMENT CORPORATION
PROCUREMENT TECHNICAL ASSISTANCE CENTER

PTAC Announcements and News:

PEDCO PTAC Temporary Office Closure Notification and Alternate Services

In an effort to help prevent the spread of Corona Virus (Covid-19), the Ponca Tribe of Nebraska has mandated the closure of all non-essential Tribal government physical office locations to walk-in customers. These offices have been directed to, if at all possible, continue to serve customers through alternative means, such as conducting business through teleconferencing and video conferencing.

As per the mandate of the Ponca Tribe of Nebraska, the PEDCO PTAC office at 1101 Avenue H, Suite B in Carter Lake, Iowa is temporarily closed. PEDCO PTAC will continue to serve its valued clients through teleconferencing and video conferencing, and we anticipate minimal disruption to our services.

Current PEDCO PTAC clients who wish to arrange for teleconference or video conference services may contact their Procurement Counselor. Any business that's interested in registering as a client and obtaining services from PEDCO PTAC is encouraged to contact Darren Osborne (PEDCO PTAC Program Manager) at (712) 248-5033 or dosborne@pedcoptac.org.

PEDCO PTAC expresses its best wishes for the health and safety of our clients during this difficult time.

National Center for American Indian Enterprise Development (NCAIED) hosts the RES2020 Conference.

PEDCO PTAC recently attended the RES2020 conference, which is hosted by the National



Center for American Indian Enterprise Development (NCAIED). This annual Conference, which took place from March 1-5, 2020 in Las Vegas, Nevada, provides high caliber networking, winning teaming opportunities, business development sessions, and one-on-one consulting to American Indian business owners. The event features tribal leaders, members of

Congress, federal agency representatives, state and local officials and top CEO's on a national platform.

PEDCO PTAC used this opportunity to connect with participating Native American businesses through both a day-long matchmaking session and an exhibition. This was an opportunity for PEDCO PTAC to promote our free-of-charge procurement counseling services to Native American businesses within our service region (Iowa, Michigan, Minnesota, and Wisconsin), and to approach Native American businesses (both in and outside of our service region) to discuss possible subcontracting partnership opportunities for PEDCO PTAC clients. When not networking with Native American businesses, PEDCO PTAC had the opportunity to meet with representatives from Native American PTACs across the country to discuss best practices for serving Native American businesses.

PEDCO PTAC would like to thank the NCAIED for its dedication and hard work in hosting this important event, and for its commitment to maximizing opportunities for Native American businesses to thrive.

Tip of the Month:

You Are Not Alone! Suggestions For Contractors In The Wake Of The COVID-19 Pandemic

We are living through an unprecedented time never before seen during our lifetime. As our government responds to the COVID-19 pandemic, many of the standard operating procedures and regulations followed by Contracting Personnel have been altered to provide for quicker procurements of critically needed supplies and services. While some contractors will thrive in this environment, others will struggle. Here are some common-sense guidelines and suggestions to help you ease the pain and take advantage of new opportunities that may present themselves.

1. Stay Informed: Information is being disseminated daily to guide the contracting community. Get connected and stay current with the latest. Here are a few helpful

resources.

- Ensure that you read and follow the guidance in the “PTAC News You Can Use” and “Recommended Readings” sections of this newsletter.
- The Smallgovcon.com blog is providing frequent updates to contractors related to COVID-19. [Click here](#) to read their articles and make sure to bookmark the blog, or better yet sign up for updates.
- If you missed Govology’s free webinar titled “COVID-19 Considerations For Federal Contractors,” [click here](#) to enroll and watch it on-demand.

2. Keep in touch: Communication is vital! As you get informed, reach out to anyone and everyone involved with your government contracts to keep them informed. Here are a few specific recommendations.

- If you have existing government contracts, it is essential that you stay in touch with your Contracting Officer and Contracting Officer’s Technical Representatives for specific guidance and direction not covered in your contract. If you have difficulties contacting your Contracting Officer, check with your PTAC counselor for recommendations and suggestions. **Remember that your Contracting Officer is the only person who can authorize contract modifications and change orders, or process requests for equitable adjustments.**
- If you are a subcontractor to a prime, ensure you are seeking guidance from your point of contact working for the prime. If you are not getting paid under a contract for which you’ve provided services, and have exhausted your options for getting paid, you may consider reaching out directly to the Contracting Officer, though they may or may not be able to assist you. If that doesn’t help, it may be time to reach out to your attorney. Your local PTAC does not provide legal advice or legal services.
- If you are a prime, ensure that you are communicating with your subcontractors. You may also need to negotiate terms related to certain contracts if you received a “stop-work order” or “termination for convenience.”

3. Reach-in: If you have supplies and services that are in critical demand during this time, implement a "reach-in" campaign by directly contacting agency personnel. Some of these critical goods and services may not be procured through the normal solicitation channels as emergency procurements may limit or eliminate many (not all) of the publicizing and competition requirements. According to the OMB memo (linked in the recommended readings section), "the flexibilities identified in FAR§ 18.202, "Defense or recovery from certain events," are available for use in supporting response efforts to COVID-19. These flexibilities include increases to the micro-purchase threshold, the simplified acquisition threshold, and the threshold for using simplified procedures for certain commercial items. Specifically - (1) The micro-purchase threshold is raised from \$10,000 to \$20,000 for domestic purchases and to \$30,000 for purchases outside the U.S.; (2) The simplified acquisition threshold is raised from \$250,000 to \$750,000 for domestic purchases and \$1.5 million for purchases outside the U.S.; and (3) Agencies may use simplified acquisition procedures up to \$13 million for purchases of commercial item buys."

PTAC News You Can Use:

If you are looking for contracting opportunities and information from federal agencies related to COVID-19 contracting, we suggest that you run a search within the [Contracting Opportunities portal at beta.sam.gov](#) using the keyword “COVID-19.” In addition to current opportunities, many agencies have published “Letters To Contractors Regarding COVID-19,” providing additional guidance. Also, if you are using our bid matching service, you can reach out to your PTAC Counselor for help with updating the keywords in your bid match profile to include “COVID-19” and “Coronavirus.”

Webinars

Contact your local PEDCO PTAC Counselor for the FREE code.



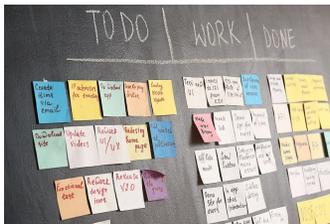
Coaching Your Government Proposal Team

Date: April 2, 2020

Time: 1:00 p.m. EDT

Instructor: Carrie Ann Williams, Andana Consulting

[Click Here to Learn More](#)



Set Up Your Proposal Process for Success

Date: April 9, 2020

Time: 1:00 p.m. EDT

Instructor: Carrie Ann Williams, Andana Consulting

[Click Here to Learn More](#)



Who Buys What You Sell – A Step by Step Process

Date: April 23, 2020

Time: 1:00 p.m. EDT

Instructor: Joshua Frank, RSM Federal

[Click Here to Learn More](#)



Prospecting for Government Market Opportunities

Date: April 30, 2020

Time: 1:00 p.m. EDT

Instructor: Carroll Bernard, Govology

[Click Here to Learn More](#)

PEDCO PTAC Calendar of Events:

The PEDCO PTAC works with many resource partners and the following link can be bookmarked, to [view new training events](#) that are posted (from time to time), before the next issue of the monthly newsletter.

Upcoming Events at a Glance:

Native Business Empowerment Workshop

June 9 – 10, 2020

Michigan

(contact [Darren Osborne at PEDCO PTAC](#) for more information)

Recommended Readings:

DoD Memorandum Issued March 20th, 2020: Defense Industrial Base Critical Infrastructure Workforce

This memorandum provides clarification related to contractors working within what the DoD considers “critical Infrastructure Industries,” and your “special responsibility to maintain your normal work schedule.” [Click here](#) to read.

OMB Memorandum Issued March 20th, 2020: Managing Federal Contract Performance Issues Associated with the Novel Coronavirus (COVID-19)

A recent OMB Memorandum provides guidance to heads of executive departments and agencies on working with the contracting community to ensure mission essential functions continue while taking into account challenges faced by contractors. [Click here](#) to read this memorandum in full and learn what agencies are doing to work closely with and to support you as a government contractor. The Memo also provides answers to frequently asked questions from Contracting Personnel.

**Sharing is caring! Forward this newsletter to your team
and invite them to subscribe.**

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About Your PEDCO PTAC

PEDCO PTAC (Procurement Technical Assistance Center) is a Native American sponsored organization whose purpose is to assist Mid-West Native American businesses in applying for, and winning, government procurement contracts. With a focus on opportunities and incentives that are available exclusively to Native American businesses, the PEDCO PTAC provides individualized counseling, technical assistance, marketing assistance and training to our clients. And this service is COMPLETELY FREE to qualifying NATIVE AMERICAN businesses.

How we can help your business:

- Creating awareness of incentive programs for Native American businesses
- Identifying agencies that purchase your goods and/or services
- Assisting in registering your company for bid eligibility
- Helping businesses develop a marketing plan
- Providing daily bid opportunities
- Providing sub-contracting opportunities
- Assisting in fulfillment of government procurement contracts

To learn more about the PEDCO PTAC, and the ways in which we can help Native American businesses succeed in obtaining government contracts. Contact the PEDCO PTAC Program Manager, **[Darren Osborne](#)**.

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