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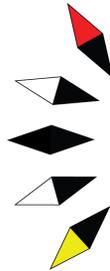


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March 2020 Newsletter



PEDCO PTAC

PONCA ECONOMIC DEVELOPMENT CORPORATION
PROCUREMENT TECHNICAL ASSISTANCE CENTER

Tip of the Month:

Do You Need a GSA Schedule?

After registering in the System for Award Management, many new small business government contractors receive calls and emails from third-party consulting firms promising to help them "get on a schedule" with the GSA. While GSA Schedules are lucrative due to the high-value, multi-year contracts for which contractors can compete, it is important to realize that not every small business government contractor needs to get onto a GSA Schedule.

One easy way to determine whether a GSA Schedule is worth pursuing is to ask your PTAC Counselor to help you do some market research, using tools like USASpending.gov or the Schedule Sales Query Plus System. If the total amount of money that the government spends on your primary NAICS code falls into the billions, but only a small portion of that total is procured using a GSA Schedule, it may not be in your best interest to invest the time and energy it takes to get on a schedule. Another way to determine if a GSA Schedule is right for your business is by asking federal small business liaison officers how exactly their agencies prefer to procure your type of goods or services. If the majority of procurements for your items are accomplished via task orders on a GSA schedule, then it may be worth your while to pursue becoming a schedule holder.

Keep in mind that having a GSA Schedule grants you only a "license to hunt." You will need to indicate in your marketing collateral that you have a GSA schedule so that agencies know that they can procure items via that contract vehicle.

Finally, be aware that the GSA allows contractors two years after they initially obtain a schedule contract to make their first \$25,000 via their schedule. Every year after that, the GSA requires you to make a minimum of \$25,000 annually in schedule sales. If you fail to meet this threshold, you risk being removed from your schedule contract.

PTAC News You Can Use:

Your Local PTAC Can Assist with State and Local Government Registrations

Did you know that your local PTAC may provide free assistance with state and local government contracting registrations and procedures?

Depending on your industry, it may make more sense for you to pursue state and local government contracting first, before entering the federal government marketplace. You may find it easier to connect with state and local agency procurement representatives and build the relationships necessary to have success in the government marketplace. Your local PTAC counselor should be able to direct you to the appropriate procurement representatives for any state or local government agencies with which you wish to do business.

Webinars

Contact your local PEDCO PTAC Counselor for the FREE code.



Buy American Act, Berry Amendment, and Trade Agreements Act

Date: March 5, 2020

Time: 1:00 p.m. EST

Instructors: John Maddox and Nicole Pottroff

[Click Here to Learn More](#)



The FAR on Source Selection, Award, and After - Understanding Rights and Remedies Relating to Federal Government Contract Awards

Date: March 19, 2020

Time: 1:00 p.m. EST

Instructor: Maria Panichelli

[Click Here to Learn More](#)

Seven Steps To Federal Business: Roadmap To The Win



Date: March 26, 2020

Time: 1:00 p.m. EST

Instructor: Judy Bradt

[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

April 14-15, 2020

Wisconsin

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

Native Business Empowerment Workshop

June 9 – 10, 2020

Michigan

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

Recommended Readings:

SBA Clarifies Subcontracting Plan Rules

Recently, Shane McCall of Koprince Law, LLC provided an update on the SBA's clarification of their subcontracting plan rules, which are intended to make it easier to hold large business prime contractors accountable for meeting the goals of their small business subcontracting plans. Read Shane's piece on SmallGovCon [here](#).

SBA Provides Updates on WOSB Certification Changes

Continuing with our theme of SBA updates, on January 27, 2020, Haley Claxton of Koprince Law provided an update on the forthcoming changes to the SBA's Woman-Owned and Economically-Disadvantaged Woman-Owned Small Business program certification processes. [Click here](#) to read more.

As Always, the Most Important Aspect of Your Proposal is Whether It Provides Everything that the Solicitation Required

When responding to government solicitations, it can be easy for both new and seasoned government contractors to get lost in the details of each individual opportunity. When responding to a solicitation, it is important for government contractors to take a step back and ask themselves if they've provided the government with all of the information required. Maria Panichelli, of Obermayer Rebmann Maxwell & Hippel LLP explains why in [this post](#) on GovCon Examiner.

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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