



THE FEDERAL TECHNOLOGY CENTER

# GovLink Review



Volume 2, Issue 2

June/July 2002

## What can a CRADA do for me?

Have you ever wondered what a Cooperative Research And Development Agreement (CRADA) is and what it can do for you as a business owner?

Each year, approximately \$25 billion of federally funded Research and Development (R & D) takes place at more than 700 federal laboratories and centers which employ more than 100,000 scientists and engineers. They address virtually every area of science and technology.

In 1986, Congress decided it was important for private enterprise to have access to and benefit from the technology coming from these labs and possibly to use the facilities that had been built and equipped with taxpayers' dollars. So, they enacted legislation as part of the Stevenson-Wydler Technology Innovation Act that enabled federal laboratories to enter into Cooperative Research and Development Agreements (CRADA) with businesses and/or other

entities.

CRADAs allow a small business to cut their R & D costs by: 1) Using laboratory facilities and expensive equipment that they could not afford on their own; 2) Benefiting from the efforts of government scientists and engineers working with them on specific research and development tasks. Should a new product and patent result from this joint effort between the government laboratory and the small business, both would share in any royalty income.

In the collaborative effort, the government may contribute personnel, services, facilities, equipment, intellectual property, but no funds. A major benefit of using a CRADA for collaboration between a federal lab and a business is that the CRADA is not a procurement contract; therefore, the

### CRADA

*Continued on Page 3*

## DMEA To Host LEED Board For Tour & Meeting

Ted Glum, Director of the Defense Microelectronics (DMEA) has announced that he will host 40 board members from the Linking Education and Economic Development (LEED) organization on June 4, 2002, at 7:30 a.m. at the DMEA laboratory at McClellan Business Park. LEED was founded as a partnership between business and education and many other community leaders to make systemic change in the high school curriculum. Mr. Glum along with representatives from businesses, media, academia, and government organizations serve as members on the Board of Directors.

At the conclusion of the meeting, DMEA will offer a one-hour tour of the microelectronics facilities. This tour will provide the community business and

### DMEA Hosting LEED

*Continued on Page 3*

**Attention: Small Technology Business Owners**

# Don't Miss Out!

**Sept. 18, 2002**  
8:00 am - 4:00 pm

- Learn how to qualify for government contracts
- Network with other high-tech businesses
- Learn about:
  - Tech-Transfer opportunities
  - Sub-Contracting opportunities with major defense contractors
- Tour local high-tech facilities

**Register Today!**  
**916.334.9388**  
Only \$30.00  
(Lunch & Material included)

**IN THIS ISSUE**

- CEO's Thoughts.....2
- Government Contracting Results.....3
- PTAC News.....4
- Dear PTAC.....4
- Upcoming Classes.....5
- Client's Corner.....6
- Featured Employees .....7



Alice Astafan, Chief Executive Officer, The Federal Technology Center

▲ Sharon Margetts, member of The FTC Board of Directors, and I traveled with the

Sacramento Metropolitan Chamber of Commerce Cap to Cap team to Washington, D.C. for their 32<sup>nd</sup> Annual trip on April 20-24. It is always exciting to be at the center of activity where our laws are made and decisions about how much of our tax dollars will be spent on what priorities. Since we are not registered lobbyists, our efforts were directed at sharing information with the five members of our regional Congressional delegation, and advising them on our concerns, and the need for continued funding of the defense laboratory facilities that we have in our area.

Another benefit of our going on such a trip, and one that is just as important as meeting with our elected officials in their D.C. offices, was the networking and marketing we were able to do with our own local elected officials, their staff members, and the small business owners who may be able to use our services. With 275 fellow travelers, there were plenty of opportunities to talk to and inform others of our mission. We will be

looking for immediate and long reaching results from our efforts.

▲ The Federal Technology Center has been nominated for a Small Business of the Year Award for a second time. Just knowing that others believe we are fulfilling our mission to further regional economic development, and that we are a nominee makes us proud of what we do for small businesses who struggle every day to improve their bottom line.

▲ Welcome to **The Forms Outlet, Inc.**, a new advertiser this month. If they can serve you, please contact them. They are a small business trying to meet the needs of others. Again, **The Diepenbrock Law Firm** has agreed to sponsor our business. Call Attorney Keith McBride if you have a need for legal services. He will serve your company well.

# OUR MISSION



**THE FEDERAL TECHNOLOGY CENTER**  
(The FTC)

The mission of The FTC is to promote economic development by establishing and strengthening relationships that build and maintain beneficial partnerships between sponsoring government organizations, universities, and businesses.

These beneficial partnerships can help government organizations perform their mission more effectively, while also helping businesses increase sales and enhance their research and development.



**THE FEDERAL TECHNOLOGY CENTER  
PROCUREMENT TECHNICAL ASSISTANCE CENTER**  
(The FTC PTAC)

The mission of The FTC PTAC, a division of The Federal Technology Center, is to promote economic and small business development through bid-matching services, counseling, education, resources, and outreach programs.

Our goal is to work to increase small business revenues, create jobs, and improve the regional economy.

## 43 to 1 Return on Investment

**How would you like to have an investment which brings you \$43 for every dollar you invest?**

The Procurement Technical Assistance Center (PTAC) has done just that. The federal agency that provides part of the funding for the PTAC requires that we keep scrupulous records showing the number of clients served, the dollar amount of the government contracts awarded to clients, and the number of jobs created as a result of these contracts. Statistics for the PTAC's first 18 months of operation show those remarkable returns.

**What types of businesses are we helping?** Our current clients include: advertising/publishing/multimedia, construction, consulting, distributors, electrical contracting, electronics, engineering, environmental, food, import/export, information technology, inventors, manufacturers and machine shops, research & development, telecommunications, legal, real estate, and miscellaneous products and services.

**Where are our successful businesses located?** Businesses in Placer County awarded \$14.5 million; Sacramento County businesses awarded \$10.2 million; El Dorado County businesses awarded \$784,000; Businesses in Yolo County awarded \$500,000; Businesses in the city of Roseville were awarded \$13.6 million.

Once again, a set of statistics that show small businesses fuel the economic engine of a region. Call us – we can help you learn how to contract with all levels of the government: federal, state, county, and special districts!



PORTRAITURE • WEDDING COVERAGE • RESTORATIONS

Crestview Center  
4738 Manzanita Ave.  
Carmichael, Calif. 95608

(916) 483-6051

## CRADA

*Continued from Page 1*

cumbersome Federal Acquisition Regulations do not apply. This makes it easier and simpler for entrepreneurs and small businesses to enter into and benefit from this process.

Since a CRADA gives you, the small business owner, access to expensive and unique equipment and engineering specialists you may not be able to afford otherwise, why not call our office today and talk to Bill Vanden Bosch at (916) 334-9388 to learn more about these agreements and how your company might benefit? You may learn that the government lab is working on the very issues that are confronting you as you try to finalize your product and get it to the market.

## DMEA Hosting LEED

*Continued from Page 1*

education leaders who serve on the LEED Board of Directors a first hand view of what the high tech world has to offer, and how DMEA is supporting America's war on terrorism. More importantly, DMEA will show just how crucial a good education is to getting and advancing in such a field. Additional specifics regarding the meeting and directions to the facility will be provided by LEED staff.



**Maverick Office Systems**  
Copier Sales • Service • Supplies  
(916) 331-4855

3429 E Street, Suite 2  
N. Highlands, CA 95660 [www.maverickofficesystems.com](http://www.maverickofficesystems.com)



**Industrial Water Treatment Specialists**  
Custom PLC/Computer Controls, Service and Treatment Products for:

- Cooling Towers
- Boilers
- Closed Loop Systems

1-877-331-7028 [www.bwisolutions.com](http://www.bwisolutions.com)

*Do you have the right law firm on your team?*

**THE DIEPENBROCK LAW FIRM**  
Specializing in company formation, corporate finance, business law, business litigation, real estate, environmental and mining, and construction law

400 Capitol Mall, Suite 1800  
Sacramento, CA 95814  
Contact: Keith W. McBride, Esq.

Phone: 916-446-4469  
Fax: 916-446-4535  
[www.diepenbrock.com](http://www.diepenbrock.com)

## PTAC Staff Attends AGMAS - "Walking Our Talk"

Many Procurement Technical Assistance Center (PTAC) clients have received the following advice from our counselors: "Become involved in whatever professional association is specific to your business or industry." During the week of March 24, 2002, the entire PTAC Staff took the opportunity to follow through on their own recommendation, and attended the 17<sup>th</sup> Annual National Membership Meeting and Conference of the Association of Government Marketing Assistance Specialists (AGMAS) held in Newport Beach, California. An enthusiastic group of directors and counselors from approximately 90 PTACs all across the country gathered to recharge, learn, renew acquaintances and share their experiences. The agenda was designed to enhance the effectiveness of each PTAC counselor by building skills, learning about changes in government, and sharing lessons learned.

Here is a small sample of the topics and

highlights of this year's conference. We attended an intensive workshop on providing assistance with GSA Schedules, one of our most requested services. An especially interesting presentation was a panel discussion offered by representatives from three large business prime contractors. We have already begun to share some of the insights they provided with our clients to help them market more effectively to government primes. Mr. Scott Denniston, Director of the Office of Small and Disadvantaged Business Utilization for the Department of Veterans Affairs, gave an inspirational speech and updated the membership on the status of federal programs for veteran business owners. Another much appreciated "hands-on" workshop with the provocative title "How to Get Paid by Uncle Sam," gave detailed information about providing better invoices and tracking payments due. You can be sure that, as government contractors ourselves,

this session had high personal and professional interest for us!

The 2002 AGMAS Conference provided us with a lot of information we're anxious to share with our clients and students in our classes. It has also affirmed our support of professional associations and the opportunities they provide their members to learn, grow, and share ideas. Please contact us at the PTAC to learn more about how to do business with the government and locate contracting opportunities. As always, our services are both free and confidential. We're ready and recharged!

### "DEAR PTAC"

Dear PTAC,

**I've heard about the service you offer called "Electronic Bid-Matching" which sounds like a useful service. Can you answer some specific questions about the service? Thank you,**  
- CD, Sacramento, CA

**1) What is the turnaround time for the bids? Will we be receiving bids that are due the next day?**

The bid announcements are e-mailed to you the day after they are posted on-line. If the government person who is advertising the bid allows you 30 days, then you will have 29 days to respond to the bid. If they advertise it two days before it's due, then you will have a very short turnaround time. It depends on the person who lists the job on-line. In

general, most bids have a two-week to one-month turnaround time.

**2) From what types of government agencies would we be able to obtain bid information should we decide to use this service?**

Federal, State, City, County and some municipality agencies. We can search for leads across the nation or just in specific states.

**3) How is the search customized to fit our needs?**

We use keywords, keyword phrases and government industry codes to customize your company profile. Because the keywords are the main search criteria, we will work hard to make sure your profile reflects your business and the leads for which you

are looking.

**4) Can the criteria be modified at a later date?**

Yes, we can modify your profile at any time. It usually takes about a week for the changes to go into effect.

**5) What is the cost for the service?**

The Electronic Bid-Matching Service has a minimal cost of \$150 per year. This amounts to only 42 cents a day. Please contact us to sign up for the Electronic Bid-Matching Service, or to learn more about any of our other services at **(916) 334-9388**. The POC for Bid-Matching is Nicole Arnold.

Do you have a question specific to government contracting? Email your questions to [Carol@TheFTC.org](mailto:Carol@TheFTC.org) or mail to Dear PTAC 4700 Roseville Road, Suite 105, North Highlands, CA 95660

# FREE Courses and Seminars June - September 2002

In our free training seminars, you will learn techniques to tap into the profitable federal, state, and local government markets. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

**For course descriptions, visit our website: [www.TheFTC.org/PTAC.htm](http://www.TheFTC.org/PTAC.htm)**

**June 5:**  
"Introduction to Federal Contracting," 8:30 am to 12:00 pm at the Sacramento County Farm Bureau in Elk Grove. Call The FTC PTAC at (916) 334-9388 to register.

**June 13:**  
"Doing Business with General Services Administration (GSA)," 8:30 am to 12:00 pm at the Del Paso BIC in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

**June 18:**  
"Small Disadvantaged Business (SDB) and 8(a) Programs," 8:30 am to 12:00 pm at the Hillsdale BIC in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

**June 25:**  
"Introduction to Federal Contracting," 8:30 am to 12:00 pm at Woodland Chamber of Commerce in Woodland. Call The FTC PTAC at (916) 334-9388 to register.

**July 10:**  
"Introduction to Federal Contracting," 9:00 am to 12:00 pm at the San Joaquin SBDC, 445 N. San Joaquin in Stockton. Call the San Joaquin SBDC at (209) 943-5089 to register.

**July 16:**  
"Negotiation Workshop," 8:30 am to 12:00

pm at the Greater Sacramento SBDC, 1410 Ethan Way in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

**August 28:**  
"Introduction to Federal Contracting," 8:30 am to 12:00 pm at Stockton BIC, 4990 Stockton Blvd in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

**August 29:**  
"Small Disadvantaged Business (SDB) and 8(a) Programs," 8:30 am to 12:00 pm at the Greater Sacramento SBDC, 1410 Ethan Way in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

**September 6:**  
"Doing Business with the General Services Administration," 8:30 am to 12:00 pm at Stockton BIC, 4990 Stockton Blvd. in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

**September 17:**  
"Introduction to Federal Contracting," 9:00 am to 12:00 pm at the San Joaquin SBDC, 445 N. San Joaquin in Stockton. Call the San Joaquin SBDC at (209) 943-5089 to register.

## SAVE THESE DATES

### Free Seminars For All Small Businesses

**June 5:**  
"Intro. to Fed. Contracting"

**June 13:**  
"Doing Business with GSA"

**June 18:**  
"Small Disadvantaged Business (SDB) and 8(a) Programs"

**June 25:**  
"Intro. to Fed. Contracting"

**July 10:**  
"Intro. to Fed. Contracting"

**July 16:**  
"Negotiation Workshop"

**August 28:**  
"Intro. to Fed. Contracting"

**August 29:**  
"Small Disadvantaged Business (SDB) and 8(a) Programs"

**September 6:** "  
"Doing Business with GSA"

**September 17:**  
"Intro. to Fed. Contracting"

To enroll, please call: (916) 334-9388  
[www.TheFTC.org/PTAC.htm](http://www.TheFTC.org/PTAC.htm)

**THE FORMS OUTLET, INC.**  
Open 9-5  
Mon.-Fri.  
(916) 923-3676  
"Printing of All Kinds"  
[www.formsoutlet.com](http://www.formsoutlet.com)  
"Printing for the Sacramento Region since 1986"

**BENNETT**  
BUSINESS PRINTING & PROMOTIONS  
Bruce Bennett  
Phone (916) 772-0873 Fax (916) 772-0173  
1632 Old Hart Ranch Road, Roseville, CA. 95661

# Success With GSA Schedule

The PTAC recently received the good news that our client, Dan Kohnke of Staff Tech, Inc. received his GSA Schedule. Dan says, "...I just wanted to say thank you for all your help with preparing our GSA (schedule). The class was invaluable and spending (time) with you to go over things really helped... if I had not attended your class, I would not have even considered going through the process primarily because of the misconception of the complexities involved. In other words, attending your class gave me the confidence that I could do this, and I did."

Many congratulations to Dan on his success. It really pleases us at PTAC to learn that the information we provide is helpful and effective.

Some of you may be wondering, "What is

a GSA Schedule? Should I have one?" General Services Administration (GSA) is a Federal Agency that supplies the government's needs for commercial supplies and services. One way they accomplish this is through a type of contract called a schedule. GSA negotiates the prices and issues schedules to a number of vendors.

All federal agencies can then order directly from the vendor they choose and benefit from the latest technology, quality services and products, convenience, and pre-negotiated pricing. There may be a GSA Schedule for you.

**"...if I had not attended your class, I would not have even considered going through the process ..."**

For more information visit [www.gsa.gov](http://www.gsa.gov) or call The FTC PTAC at 916-334-9388.

## Women Facts

"There are 9.1 million women businesses in the U.S. generating 3.6 trillion dollars in sales and employ 27.5 million workers. Women-owned businesses are opening up twice as strong as male owned businesses. In the U.S., women-owned firms represent 38% of all firms."

*Source: Supplier Diversity Business Newsletter, at [www.Div2000.com](http://www.Div2000.com), April 11, 2002.*

**Attention:** If you are a women-owned business, the government wants you to have an opportunity to bid on contracts. Call us at (916) 334-9388 to learn more about selling your products or services to the government .

**Get an Award Winning Education at a Los Rios College**

American River College  
Cosumnes River College  
Sacramento City College

Los Rios Community College District  
For information call (916) 568-3041  
[www.losrios.edu](http://www.losrios.edu)

We can take the **mystery out of government contracting & taxes.**

We consult in:  
- Setting up your account system  
- Representing you in government audits

**CARTER & ZIELKE**  
Certified Public Accountants

Robert L. Zielke, C.P.A.  
Prior Defense Contract Auditor  
(916) 965-4884  
fax: (916) 965-1431  
[czinc@calweb.com](mailto:czinc@calweb.com)



**Sue Dieu**, Human Resources/Office Manager and **Diane Hoover**, Administrative Assistant

Although, Sue Dieu, Human Resources/Office Manager, and Diane Hoover, Administrative Assistant, for The Federal Technology Center (The FTC) were both initially hired with minimal office and computer experience, they have worked industriously to learn and develop the skills required to perform their tasks proficiently. Their dedication, dependability, and their immense attention to detail are greatly valued and cannot go unnoticed.

**Sue Dieu** was hired in July 2000. She diligently performs the bookkeeping duties

for The FTC to include all daily financial transactions such as appropriately recording expenses and revenues received, invoicing customers, banking, and maintaining financial correspondence with The FTC government clients. Sue monitors The FTC personnel benefits including payroll, 403B accounts, health insurance, holiday and vacation, and new hires. Furthermore, Sue compiles The FTC financial statements for our CEO and board of directors.

Sue finds working with numbers fascinating and she embraces the challenge of learning and keeping up with all the accounting details required in operating a nonprofit small business. She appreciates knowing that her work contributes to The FTC's effort in providing services that help people.

When Sue Dieu is not adding numbers or managing personnel issues for The FTC, she is enjoying her second career as a group fitness instructor at a local establishment. She also enjoys being a mother and a grandmother, taking care of her yard, and working as a youth leader at her church.

**Diane Hoover** was hired by The FTC in

June 2001 to provide administrative support to the CEO and the rest of the office. Her work includes extensive data entry, answering incoming calls, filing, and meticulously administering our newsletter's mailing to ensure that our newsletters are sorted and distributed according to the proper U.S. Post Office bulk-mailing requirements. She also provides tremendous support to our Procurement Technical Assistance Center staff including registering clients for our workshops and seminars, and following up with clients to confirm upcoming counseling appointments. Additionally, Diane assists with various tasks required in planning our annual seminar for high-tech businesses.

Diane appreciates the variety of tasks that her job provides from day to day. She finds fulfillment in being able to contribute to the activities that bring or promote success for The FTC. In her spare time, Diane enjoys traveling, gardening, cooking and spending time with family.

## MFG & LOGISTICS SERVICES



extend your capabilities with outsourcing

**Do you have a vision for your business but don't have the infrastructure to support product manufacturing and logistics?**

We have medium to large scale capabilities to support your product lifecycle. From procurement of materials through shipping and web-based inventory and order management, we are the outsourcing partner.



10030 Foothills Blvd.  
Roseville, CA 95747  
(800) 550-6005  
*creating jobs for people with disabilities*  
www.prideindustries.com

Let us help you

## Launch

your plan



We can help you navigate toward your vision of financial success with a full array of investment advice, strategies, and solutions for all of your needs including retirement and college planning.

Whether you need to launch a new plan, or chart your existing plan onto a steady course, we'll steer you successfully toward your financial destination.

Call today to realize your vision of success.



**Brian Olmstead & Stephen Erickson**  
(916) 638-6899  
2339 Gold Meadow Way, Suite 102  
Gold River, CA 95670

Registered Representatives of and securities offered through  
Financial Network Investment Corporation Member: NASD SIA SIPC

Want access to

**government  
contracts**

&

**federal  
laboratories ?**

**We're your link to the government!**

### **OUR FREE SERVICES**

- Partnership Agreements
- Product Marketing
- Government Certification Assistance
- One-to-One Counseling
- Workshops & Training Courses



TO LEARN HOW YOU CAN  
INCREASE SALES OR REDUCE YOUR R&D COSTS  
**LOOK INSIDE**



THE FEDERAL TECHNOLOGY CENTER  
4700 ROSEVILLE ROAD, SUITE 105  
NORTH HIGHLANDS, CA 95660

U.S. POSTAGE

**PAID**

NON-PROFIT ORG.  
PERMIT # 26  
North Highlands, CA

**Call us Today!**  
**916.334.9388**

Or visit us online:  
[www.TheFTC.org](http://www.TheFTC.org)