



THE FEDERAL TECHNOLOGY CENTER

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\$1 MILLION DMEA EQUIPMENT LOANED TO CSUS MAKING A DIFFERENCE

On April 20, 2000, six key community leaders joined together to witness electro-optics, and electronics equipment valued at \$1 million being transferred from the Defense Microelectronics Activity (DMEA), McClellan, California to California State University, Sacramento (CSUS). In their comments to the more than 150 attendees at the event, California's 3rd District Congressman Doug Ose, Assemblymember Dave Cox, Sacramento County Board of Supervisor Roger Dickinson, and CSUS President, Dr. Donald Gerth each praised the efforts of DMEA's Director, Mr. Ted Glum as he officially transferred the equipment "on loan" to Dr. S. K. Ramesh, CSUS' Professor and chair of Electrical & Electronic

Engineering (E & EE) Department.

Under an Educational Partnership Agreement between DMEA and CSUS, the government equipment was transferred on "long term loan" to the University to encourage and enhance study in scientific disciplines. The Federal Technology Center, working as DMEA's partnership intermediary, initiated the agreement with the enthusiastic support of both DMEA managers and engineers.

The loan of this equipment is having far reaching benefits. Not only are University students using the equipment, but teachers from area high schools who attend Dr. Ramesh's seminars are gaining

knowledge to better prepare their students to pursue engineering and scientific careers. See articles on pages 3 and 6.



(L. to R.) Supervisor Dickinson, Dr. Gerth, Mr. Glum, Congressman Ose, Dr. Ramesh, and Assemblymember Dave Cox

The California Technology, Trade & Commerce Agency Makes Our PTAC's Second Year a Reality

The Honorable Lon S. Hatamiya, Secretary of the California Technology, Trade and Commerce Agency (CTTCA), recently conveyed the good news for which we had been waiting. The FTC will receive an award under the latest round of California Defense Adjustment Matching (CDAM) grants to continue operations of the Procurement Technical Assistant Center's program for FY 2001/02. In his letter announcing the award, Secretary Hatamiya stated, "The Agency welcomes the opportunity to help your organization respond to its defense adjustment challenges and will continue to use every resource at its disposal to support your future efforts in this area."



Dr. William Jefferds, Senior Military Advisor to the Governor, and Director of Office of Military Base Retention & Reuse, CTTCA, Jeffrey Lynn, CDAM Grant Manager, and Alice Astafan, CEO, The FTC

Second Year Funds

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Alice Astafan, CEO

▲ As a small non profit business whose main source of income is government funding, we know what it means to struggle to pay the bills necessary to keep our operation going. Our own struggle with cash flow and receiving payment for services rendered is one reason we can be so very effective in teaching others how to do business with the government. We walk in their shoes of experience.

▲ For us to be effective, we must rely in part on other small businesses to assist us in performing our mission. We are very proud to have companies partner with us by becoming our sponsor. You will see our sponsors' ads elsewhere in this newsletter, but I would like to highlight each of our current partners, and commend them to you should you have need for any of their services or products in the future.

▲ BWI Solutions, Inc., owned and operated by two former McClellan Air Force Base employees, saw a market niche and decided they could fill it. They are industrial water treatment specialists who do quality work and they have a track record to prove it. Dean Eppley and Leo Dobitz could easily handle all of the water treatment requirements for every new client who locates at McClellan Business Park.

▲ Carter & Zielke, certified public accountants, as their ad states "can take the mystery out of government contracting & taxes." They will tell you that they have received lots of new business opportuni-

ties since their sponsorship ad started appearing in our newsletter. Bob Zielke is The FTC's own accountant, so it's easy for us to recommend someone we use on a weekly basis.

▲ After computers, our first purchase was a copier from none other than MAVERICK OFFICE SYSTEMS copier sales – service – supplies. Lane and Lisa have always been there for us, and they would provide the same service for you at a reasonable and fair price.

▲ If you need portraits or photos of your special occasions, business events or for your advertisements, Jon Olson from LAWS STUDIO OF PHOTOGRAPHY in Carmichael would be the perfect fit for you. Many of the photos you see in our publications are Jon's work.

▲ Keith McBride from The DIEPENBROCK LAW FIRM helps us feel comfortable knowing that we are doing things according to law. When there has been an issue outside Keith's area of expertise, he has readily directed us to another attorney in his firm. It is comforting to our staff to know that we have the "right law firm on our team".

▲ Our board of directors, our clients and our staff enjoy the wonderful service and products from COFFEE ETC., the coffee shop just outside our door. Their food is a delicious alternative to the fast food from the other restaurants in our area.

▲ PRIDE Industries: their name says it all! We are proud to call them our sponsor. You cannot go wrong using them to support your product lifecycle, cleaning your building, caring for your lawn, or whatever other service they can provide for your growing company. What a delight to know that they create jobs for people with disabilities.

▲ Without an educated workforce, no business, small or large, can survive very long. To do what the LOS RIOS COMMUNITY COLLEGE DISTRICT does to produce a continuing supply of well trained workers would cost companies millions of dollars each year. The training that Los Rios' colleges provide is abso-

lutely invaluable. They are our long time supporter, partner and sponsor. Whether our future workers come through American River College, Consumnes River College, or Sacramento City College, you can bet they will be the best and the brightest!

▲ Business cards, marketing brochures, envelopes, letterhead stationery, and the printing of this newsletter — all accomplished by one of our partners — BENNETT Business Printing & Promotions. Bruce Bennett has been a valued FTC supporter since we began. He always guarantees fast, high-quality service at a fair price. Now, he is also one of our sponsors. We can't do without him as a member of our team!

▲ Thanks to all of our sponsors! We couldn't do it without you. We commend them to you – the 4500 recipients of our newsletter. If you would like to join us in our mission to provide jobs and enhance the economy by being one of our sponsors, please call my marketing director, John Baros, (916) 334-9388. You will benefit by partnering with us!

About The FTC

The Federal Technology Center (The FTC) is a not-for-profit corporation dedicated to technology transfer and economic development in the Sacramento region benefiting both the community and federal laboratories. The FTC mission is to be the scientific and educational bridge between small business and public technology resources. The FTC can locate available technologies from any federal laboratory and help to commercialize the technology. Since 1998, The FTC has served as the partnership intermediary for the Defense Microelectronics Activity, an applied federal laboratory at McClellan Business Park. The FTC contracting staff teaches small business owners techniques to tap into the profitable federal and state government markets.

DMEA-Loaned Equipment Helping CSUS Students

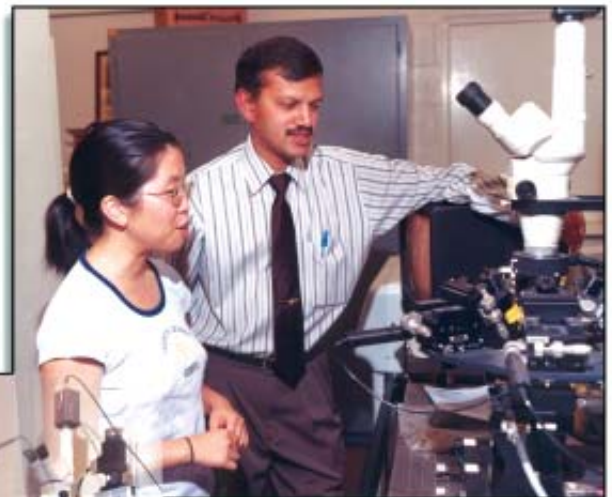
California State University, Sacramento (CSUS) is making good use of the fiber optic equipment loaned to them by the Defense Microelectronics Activity (DMEA) located at McClellan Park California. The Department of Electrical and Electronic Engineering is using many of the loaned components in their Electro Optics Engineering Lab, EE 167, a senior-level course. Dr. Ramesh, Department Chair, states that this equipment minimizes the time required to set up the lab experiments, and allows several different experiments to be run simultaneously, a large reduction in wear and tear on the equipment. Prior to receiving this equipment, only one experiment at a time could be conducted, and much time was required to convert from one configuration to another.

The center piece of the loaned equipment, the laser welder for optics, is the subject of a research project being undertaken by senior engineering student, Charly Dux. She is installing new software (Lab View 6) to increase the efficiency of the welder, and at the same time is upgrading the lab where the equipment is located to ensure that all safety requirements are in place prior to activating the laser. Once these tasks are completed, this equipment will be incorporated into the lab course curriculum and will be utilized for student research projects.

Charly is a native of Sacramento, and is the only member of her family to pursue an engineering degree, although she does have a sister who is in the nursing career field. Upon graduation, Charly plans to work in the bio-medical engineering field, an area where fiber optic technology is heavily utilized. Therefore this project is giving her valuable experience.

The FTC is proud to have played a part in facilitating the loan of this equipment. One of our main goals as a Partnership Intermediary for DMEA is to promote

cooperation between academic institutions, small businesses and DMEA to ensure that highly skilled engineers will be available to support continued economic growth in Sacramento area high-technology companies.



Charly Dux, CSUS Student and Dr. S. K. Ramesh, Professor and Chair of the Department of Electrical and Electronic Engineering at CSUS



Nick Willow, CSUS Student, Dr. Herb Tanzerar, CSUS Professor, and Rami Isa, CSUS Student



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“DEAR PTAC”

Dear PTAC:

Every government agency I have checked out seems to have a different certification process to complete before I am eligible to do business with them. What small business certifications do I need in the State of California? Thanks, J.D.

Dear J.D.:

This is a common frustration for business owners who want to pursue government contracts. Historically, each agency has only recognized its own certifications, causing a paperwork nightmare for contractors. Fortunately, government officials have been listening to you and many positive changes have been implemented, or will be implemented in January 2002. In summary:

- Certification programs for the Federal government, through the Small Business Administration, have remained unchanged. However, application forms have been improved. As a reminder, there is no Federal Small Business certification.
- The State of California and the County and City of Sacramento have reached an agreement to honor each other’s Small Business certifications. The State and City will continue to offer new certifications and you may renew existing certifications with either agency.
- At this time, Sacramento County has no certification branch, but will recognize a certificate issued by either the State or City.
- A new Unified Certification Program for Disadvantaged Business Enterprises (DBE) has been developed in response to a nationwide Federal mandate. CalTrans took the lead with a team of California state, county, and local agencies who receive Federal monies for their transportation projects. Beginning

in January 2002, a company will only need one certification to do transportation work with over 200 California agencies. This “one stop” approach will make it easier and less costly for both government and contractor.

- In addition to government agencies, some utilities have certification programs with similar requirements to those mentioned above, but they continue to be independent of the Federal, State, and local certifications.

The PTAC provides certification process assistance to small businesses. While we do not complete or submit the certification for you, we have access to certification packages and provide expert advice regarding completion of the documents. Please call us at (916) 334-9388 should you need our help.

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

Second Year Funds

Continued from Page 1

This CDAM grant provides the last of the non-federal funding we needed to receive matching federal dollars from the Defense Logistics Agency. This grant will make it possible for us to continue to help Northern California’s small businesses locate and successfully compete for state, local and federal contracts. Dr. William Jefferds, Director of Office of Military Base Retention and Reuse, was extremely pleased to learn that last year our clients reported over **800 contract awards** valued at more than **\$12.4 million dollars**. **Federal awards totaled \$5.6M while \$6.8M awards were from state and/or local contracts.** This translates into approximately **300 jobs created/retained in Northern California** in a wide variety of industries. Mr. Jeffrey Linn, CDAM Grant Manager, stated that he and the Technology, Trade and Commerce Agency are pleased to assist The FTC PTAC’s efforts to create jobs and revitalize the defense industry in the Sacramento Region.

In response to defense adjustment challenges, we are pleased to offer many low or no cost services to business clients to help further small business and economic development. **Our records show that 386 clients from 24 counties received assistance during our first year of operation.** THANKS to the support of the California Technology, Trade and Commerce Agency staff, we will continue to provide these services to Northern California small businesses.

How can we help you? Having difficulty locating contracting opportunities or understanding government regulations? Need individualized consultation or a specialized training class? Contact our staff at 334-9388 or email to Nicole@TheFTC.org.

FREE Courses and Seminars December '01 - January '02

For course descriptions, visit our website: www.TheFTC.org/PTAC.htm

December 6: "Doing Business with General Services Administration (GSA)" 9:00 am to 12:00 pm at the Tehama County Library in Red Bluff. Call The FTC PTAC at (916) 334-9388 to register.

December 6: "Negotiation Workshop," 1:30 pm to 4:30 pm at the Tehama County Library in Red Bluff. Call The FTC PTAC at (916) 334-9388 to register.

December 7: "Introduction to Federal Contracting," 9:00 am to 12:00 pm at the Greater Redding Chamber of Commerce in Redding. Call The FTC PTAC at (916) 334-9388 to register.

December 11: "Small Disadvantaged Businesses (SDB) and 8(a) Program" 8:30 am to 12:00 pm at the Rancho Cordova BIC. Call The FTC PTAC at (916) 334-9388 to register.

January 10: "Negotiation Workshop" 8:30 am to 12:00 pm at the Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

January 16: "Introduction to Federal Contracting" 8:30 am to 12:00 pm at the Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

January 23: "Doing Business with General Services Administration (GSA)" 8:30 am to 12:00 pm at the Hillsdale BIC in North Highlands. Call The FTC PTAC at (916) 334-9388 to register.

SAVE THESE DATES

Free Seminars For All Small Businesses

December 6: "Doing Business with General Services Administration (GSA)"

December 6: "Negotiation Workshop"

December 7: "Introduction to Federal Contracting"

December 11: "Small Disadvantaged Businesses (SDB) and 8(a) Program"

January 10: "Negotiation Workshop"

January 16: "Introduction to Federal Contracting"

January 23: "Doing Business with General Services Administration (GSA)"

For enrollment or more information call: (916) 334-9388 or visit our website: www.TheFTC.org/PTAC.htm

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CSUS Motivates High School Teachers To Inspire Students in Pursuing Engineering

On October 5-6, 2001, The California State University, Sacramento (CSUS) Electrical & Electronic Engineering (E & EE) Department held the third annual High School Teachers Workshop. This workshop, entitled "Developing and Articulating Pre-Engineering Curricula," was designed to motivate high school teachers to develop and teach pre-engineering courses that will inspire their students to consider becoming engineers.

The teachers in attendance represented the following public Sacramento-area High Schools: Center, Cordova, Elk Grove, Florin, Folsom, Grant Joint Foothill, Rocklin, Sheldon, and St. Francis, a private high school. Additionally, one teacher represented Monte Vista High School from the San Francisco area.

Dr. S.K. Ramesh, the Workshop Coordinator, Professor and Department Chair of the E & EE Department at CSUS reported "the

evaluations from the teachers have been overwhelmingly positive..." and "it was especially gratifying to note that several teachers [intended] to use the concepts and materials from the workshop." Dr. Ramesh affirmed that this workshop is



Dr. S. K. Ramesh welcoming high school teachers to the CSUS workshop

"bound to impact the quality and preparation of students entering [CSUS] programs for years ahead."

The Federal Technology Center (The FTC) is proud to have contributed a small part in making this event possible by facilitating the loan of over \$1 Million of electro optical equipment from the Defense Microelectronics Activity (DMEA) to CSUS in April 2000. Equipment components used in the Electro Optics Engineering Lab during the teachers' workshop were part of this equipment loaned from DMEA. Our goal is to promote economic development in the rapidly growing high-tech sector of the Sacramento region. By inspiring high school students to become future engineers, we are confident that it will have a positive influence on our economy, since technology is very vital to economic development in the Sacramento region.

Ramesh's New Textbook Integrates Use of \$1 Million Equipment for Laboratory "Hands On"

During the period from January – June 2001, Dr. S. K. Ramesh, CSUS Professor and Chair of the Electrical & Electronic Engineering (E & EE) Department, took a sabbatical to write a textbook on optical fiber communications. With the increasing prominence of optical fiber communications in the undergraduate Electrical Engineering curriculum, there was a need for a new textbook to present the topic in an integrative context as optical fiber communications requires a thorough understanding of linear systems, electronics, solid state physics, electromagnetics and communications.

A novel feature of Dr. Ramesh's textbook will be a companion laboratory manual that will allow instructors to integrate "hands on" experiments to enhance the quality of instruction. Using LabVIEW, or Laboratory

Virtual Instrumentation Engineering Workbench, a graphical programming language, students can focus on the course material, instead of getting bogged down in programming problems. LabVIEW based experiments will introduce readers to a "virtual laboratory" environment where some of the abstract theoretical concepts "virtually" spring to life when presented in the right context.

Some of the DMEA equipment transferred "on loan" to CSUS on April 20, 2000 will be dedicated to this "virtual lab station". Students will continue to benefit from this equipment, excess to current government needs, for many years to come.

Your Ad Here

For advertising Rates, Please call John Baros at 916-334-9388.

Carol E. Bowyer

Carol Bowyer is the Business Outreach Specialist for The Federal Technology Center Procurement Technical Assistance Center, known as The FTC PTAC. Her responsibilities include meeting with members of the government business community, keeping abreast of procurement regulations and requirements at the local, state, and federal levels, and interfacing with other business assistance organizations in her 10 county service area. In addition, she provides individual client counseling to small businesses regarding government procurement, and designs and instructs classes related to government contracting issues.

Carol has 15 years experience in federal contracting as a buyer, contracting officer, and acquisition instructor for the Air Force. She holds 3 professional certifications from the Department of the Air Force in Contracting, Acquisition

Logistics, and Program Management. Carol also has more than 2 years experience with small business in contract administration and business development. She has been an instructor with Golden Gate University's MBA program, teaching "Government Contract Administration" for more than 3 years, and has been a guest instructor and speaker at American River College. She is a 16-year member of the National Contract Management Association and a speaker at their professional development events.

She has more than 24 years experience teaching adults in a wide variety of classes ranging from business to the medical field. She is often interviewed by the media as an expert in women's health issues, and was recently appointed as a Fellow to a professional medical association.

Her other interests include family, the arts, and motorcycle touring.



Carol Bowyer reviews PTAC services for a client counseling meeting

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