



THE FEDERAL TECHNOLOGY CENTER

GovLink Review



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The FTC Co-hosts Successful Conference for Disabled Veteran Businesses

On Monday, October 7, 2002, The Federal Technology Center, Congressman Doug Ose, California, 3rd District, and the Disabled Veterans Business Enterprise (DVBE)



Alice Astafan, CEO, The FTC, presents a plaque of appreciation to Dan Sharp, District Director, Congressman Doug Ose, California, 3rd District, thanking the Congressman for his support of disabled veteran business owners

Alliance co-hosted a conference focused on providing vital information to disabled veteran business owners about contracting with the Federal government. Over 150 attended and twelve different organizations had exhibit booths/information tables to provide detailed information on possible contracting opportunities available for the attendees.

The formal program featured welcome remarks by **Mr. Dan Sharp, District Director of Congressman Doug Ose's local office**, an overview of the Federal program for service-disabled Veteran-owned businesses by **Mr. Scott Denniston, Director, Office of Small and Disadvantaged Business Utilization, Department of Veteran Affairs, Washington D.C.**, and a description of Air Force contracting opportunities by **Mr. Charles Willett, Director of Small Business, Air Force Space and Missile**

System Center, Los Angeles Air Force Base.

Local contractual opportunities were presented by speakers from three different



Col. Michael Conrad, Sacramento District Engineer, U.S. Army Corps of Engineers, discusses contracting opportunities with the Sacramento District, Corps of Engineers

Conference Draws High Interest
Continued on page 3

BWI Solutions, Inc. Receives Sacramento County 2002 Pollution Prevention Award

In September, BWI Solutions, Inc. was selected as a Sacramento County 2002 Pollution Prevention Award winner by Sacramento County Business Environmental Resource Center (BERC). BWI, a small business located at McClellan Park, CA, specializes in industrial water treatment for commercial buildings and industrial plants. They serve clients in the Sacramento and Northwest Indiana regions.

What sets BWI apart from other businesses in the field is their full service approach to water treatment, including system monitoring to insure that heating and cooling systems are kept free of scale,

corrosion and bio-fouling. Cooling towers and boilers in commercial buildings and industrial processes use a tremendous amount of water. For example, a tower providing 100 tons cooling uses over 5500 gallons per day when run at typical levels. By utilizing statistical process control techniques, applying modern process control and remotely monitoring the condition of the heating and cooling systems, BWI designed and built a water treatment controller that far surpasses

BWI Solutions
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Alice Astafan, CEO
The Federal Technology Center

▲ **Partners:** In our day to day mission of helping small businesses bridge the gap between them and the various government agencies, we simply could not be very effective without partners. I would like to tell you about three individual partners who have been and continue to be key supporters of The Federal Technology Center.

▲ **Mr. Jim O'Neal**, the Sacramento Director of the Small Business Administration has been especially instrumental in helping us succeed in reaching out to HUBZONE and Disabled Veteran Business owners. He has worked closely with us in planning and executing seminars that will ultimately bring more business to these two "special program" businesses. It is with distinct pleasure that I congratulate Jim on his recent selection by the Sacramento Metro Chamber of Commerce as the **Federal Staff Public Champion for Business**. Jim indeed is a public champion, and it is our pleasure to salute him and on behalf of all small business owners to thank him for his unselfish service.

▲ Another partner I would like to showcase is from Congressman Doug Ose's

local district office, **Terri Brewster**, who works closely with veteran constituents. Terri worked tirelessly during the entire Disabled Veteran Business Owners' Workshop we just completed on October 7. She networked with all 150 attendees and guest speakers - representing the congressman's office and listening to the concerns of all the veterans present. Thanks Terri for your assistance in making the workshop a success!

▲ The third partner I would like to thank is **California Republican Assembly Leader Dave Cox** who visited our offices and met with our staff on November 12. He truly understands the plight of the small business owner who has to meet a payroll, and deal with all of the onerous legislation and the associated costs that get passed on to businesses. We look forward to working with Dave in obtaining matching funds for all of the California Procurement Technical Assistance Centers - if we are successful, all small businesses who desire to learn how to obtain government contracts will benefit.

▲ On another subject, welcome to our newest sponsor, **HR to go**, experts in developing employee handbooks and in dealing with personnel and labor related issues. **Karen O'Hara**, HR to go president, personally oversaw the development of The FTC's own employee handbook. I highly recommend that you contact her with all of your human resource needs. Welcome, Karen and team!



Jim O'Neal, Director, Small Business Administration, and Alice Astafan, CEO, The FTC



Terri Brewster, Staffer, Congressman Doug Ose, California, 3rd District, and Alice Astafan, CEO, The FTC



Sharon Margetts, Board of Directors, The FTC, Dave Cox, California Republican Assembly Leader, and Alice Astafan, CEO, The FTC

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Spotlight on Disabled Veterans Conference Attendee

Edward W. Carmichael, founder of Autonnic Research Inc., Fairfield, California, was one of the disabled veterans attending our October 7 conference. His company, founded in 1984, manufactures self-contained engine usage meters, sold initially to the US Navy Seals, but now also marketed to small engine manufacturers, worldwide.

Mr. Carmichael attended this conference because he is interested in learning how to find new markets for his company. Following the conference, he sent

us a letter with the following observation: "Driving home the thought kept reoccurring, Edward you have been blowing it by not

"...the thought kept reoccurring, ... you have been blowing it by not... attending events sponsored by [The FTC]"

- Edward W. Carmichael

putting more emphasis on attending events sponsored by the Tech Center; look what you learned today!"

We at The Federal Technology Center thank Mr. Carmichael for these kind words, and look

forward to helping him improve in his ability to sell his products to the government

Conference Draws High Interest

Continued from page 1

organizations: **Lt. Col. Keith Albrecht**, Deputy, Wing Plans, 60th Air Mobility Wing, Travis AFB; **Colonel Michael Conrad**, Sacramento District Engineer, U.S. Army Corps of Engineers; **Mr. Bruce Pyle**, Manager, Overhead Purchasing, Procurement Systems and Administration, and Small Business Liaison Officer, Aerojet, Sacramento.

The morning session concluded with a panel discussion moderated by **Ms. Carol Bowyer**, Outreach Specialist, The FTC Procurement Technical Assistance Center, where questions from the audience were answered. Members of the panel included: **Mr. Tom Kolis**, Small Business Specialist, NASA AMES Research Center, **Mr. Darphus (Jim) O'Neal**, Sacramento District Director, Small Business Administration, **Mr. Scott Denniston**, **Mr. Bruce Pyle**, **Mr. Gary Hoffman**, President, Hoffman Technologies

Inc. (a disabled veteran-owned business), and **Mr. Kevin O'Connor**, President, California DVBE Alliance. **L u n c h e o n** speaker, **Colonel Mike Newell**, Vice Commander, 9th Recon Wing, Beale AFB, updated the audience on their mission, new workload, and contractual needs.

At the conclusion of the formal conference, attendees had the opportunity to participate in one of three tours: **Defense Microelectronics Activity (DMEA)**, **U.C. Davis Nuclear Radiation Center**, and **McClellan Aviation Museum**.

If you were unable to attend this event, see the sidebar article on this page for contact points.

To learn more about opportunities for your business, contact The Federal Technology Center at (916) 334-9388 or visit our website at www.TheFTC.org.

Were you unable to attend the October 7th Conference?

Here are some important points-of-contact with information on opportunities for disabled veteran businesses.

Mr. Scott Denniston
Director, Office of Small and Disadvantaged business Utilization U.S. department of Veteran Affairs
810 Vermont Ave. N.W.
Washington D.C. 20420
scott.denniston@mail.va.gov
Phone: 1-866-584-2344
<http://www.vetbiz.gov>

Mr. John Clarke
Director, Business Operations
60th Contracting Squadron
621 "E" Street
Travis AFB, CA 94535-5007
john.clarke@travis.af.mil
<https://www.travis.af.mil/pages/60cons/>

Major Joe Koizen
Commander 9th Contracting Squadron
5950 "C" Street
Beale AFB, CA 95903-1518
Phone: 530-634-8891

Darphus (Jim) O'Neal
Director, Sacramento Office
Small Business Administration
650 Capitol Mall, Suite 7-500
Sacramento, CA 95814
Phone: 916-930-3700
darphus.o'neal@sba.gov
<http://www.sba.gov/sdb/>

Mr. Bruce Pyle
Procurement Manager,
Aerojet Corporation
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Mr. Charles Willett
Director & Chief, Small Business Office
Air Force Space and Missile System Center
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Mr. Kevin O'Connor
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1446 Mimosa Street
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Phone: 925-373-8808
kkolabs@earthlink.net

Mr. Todd Norton
Staff Counsel and Director,
Small and Disadvantaged Business Utilization,
Defense Microelectronics Activity (DMEA)
4234 54th Street
McClellan, CA 95652-1521
Phone: 231-1670
norton@dmea.osd.mil

Michelle Stratton
Deputy for Small Business,
Sacramento District
U.S. Army corps of Engineers
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San Francisco, CA 94105
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michelle.d.stratton@usace.army.mil



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“DEAR PTAC”

Dear PTAC: I got an email message saying that the CCR (Ed. Central Contractor Registration) is being tested and asking me to send my TPIN (Ed. Trading Partners Identification Number) so the test can be run. Another company we know also got this message. Don't the CCR people already have my TPIN for this test?

- Concerned, Folsom, CA

Dear Concerned: (And ALL our clients!) This message is being widely distributed and is part of a **scam!**

The CCR contains data that instructs Federal agencies how to make contract payments to your company. This controlled access database includes bank account numbers and instructions for payment via electronic funds transfer

(EFT). The TPIN is the company owner's password to the database.

You should never provide your TPIN to others, as it permits access to your data. An unscrupulous party could divert payments from your account, as well as gain access to sensitive information.

We are not aware of any Federal form, report, or other product that asks for a contractor's TPIN. Protect your TPIN as you would any other PIN, password, or social security number.

If you ever have a question about the validity of information regarding CCR, you may contact the database managers directly at 888-227-2423, look for posted notices on the CCR website, www.ccr.gov, or call one of our PTAC counselors at 916-334-9388

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

Congratulations to InfoPros CEO, Caroline Drakeley, President, Anne Marie Smith, and their staff!

InfoPros, PTAC client since January 2001, was recently featured in the Business Section of the Sacramento Bee (October 31, 2002, Page D1). The Citrus Heights based company is one of two Sacramento companies who made the Inc 500 fastest-growing companies list two years in a row. InfoPros provides information solutions and staffing services to a diverse group of business and government entities. Known as the information professionals, InfoPros helps its customers analyze, organize, manage, and communicate information effectively. From software manuals and business processes to Web sites and Web-based training, InfoPros develops a range of information products.

NEW: Changes to CCR and PRO-Net SBA and DoD Partner to Help Small Business

The Small Business Administration, the Department of Defense, and the Defense eBusiness Program Office have integrated two databases that The FTC PTAC recommends to all our small business clients. This means that small businesses will only need to register in one location, and the data will be sorted and shared between the two databases. This will be a considerable time-saver for small businesses. Full integration was completed on October 31, 2002.

Central Contractor Registration (CCR) is used by DoD, U.S. Department of Treasury, U.S. Department of Transportation, and NASA. This secure site stores vendor information, especially Electronic Funds Transfer (EFT) payment data. This registration will be used and required by all Federal agencies by October 2003.

The SBA's PRO-Net database is a passive marketing site. It is used by government

contracting officials to research small business vendor sources. It is also the authoritative source for confirming the certification or participation of a business in various SBA programs for small business, such as 8(a) Business Development, and others.

How will the integration of these systems affect your business?

- If you are already registered in CCR and PRO-Net, go to your PRO-Net registration and ensure you have entered your DUNS number (acquired from Dun and Bradstreet; call 800-333-0505 if you need a DUNS number [no charge] or need to verify your DUNS number) in your profile. This was a non-mandatory entry, but is now required and is the key to the linkage of CCR and PRO-Net. All future changes to your CCR or your PRO-Net data will then be

made through your CCR registration.

- If you are not registered in CCR, register immediately at www.CCR.gov. You will need a DUNS number to access the registration. (See phone number above.)
- If you were only registered in PRO-Net, you must register in CCR to maintain your PRO-Net registration. Go to www.CCR.gov and register immediately. You will need a DUNS number to access the registration. Also confirm that your PRO-Net registration includes your DUNS number. You should also receive an email with instructions from the SBA.

As always, if you need assistance during the systems integration phase of CCR and PRO-Net, we welcome your calls at The FTC PTAC, 916-334-9388.

FREE Courses and Seminars December '02 - March '03

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

December 4: “Doing Business with the General Services Administration,” 9:30 am to 12:00 pm in Redding. Call the Cascade SBDC at (530) 225-2770 for location and to register.

December 10: “Doing Business with the General Services Administration,” 9:00 am to 12:00 pm at the Roseville Chamber of Commerce, 650 Douglas Blvd. in Roseville. Call The FTC PTAC at (916) 334-9388 to register.

January 8: “Introduction to Federal Contracting,” 9:00 am to 12:00 pm at the Lincoln City Annex, 580 Sixth Street, in Lincoln. Call The FTC PTAC at (916) 334-9388 to register.

January 14: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Hillsdale BIC, 5655 Hillsdale Blvd. Suite 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

January 30: “Introduction to Federal Contracting,” 9:00 am to 12:00 pm at Placerville Town Hall, 549 Main Street in Placerville. Call The FTC PTAC at (916) 334-9388 to register

February 5: “Introduction to Federal Contracting,” 8:30 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

February 20: “Introduction to Federal Contracting,” 7:30 am to 10:30 pm at the Sacramento Metro Chamber of Commerce 917 7th Street in Sacramento. Call The FTC PTAC at (916) 334-9388 to register

February 25: “Introduction to Federal Contracting,” 8:30 am to 12:00 pm at the Stockton Blvd. BIC, 4990 Stockton Blvd. in Sacramento. Call The FTC PTAC to register at (916) 334-9388.

March 19: “Small Disadvantaged Business (SDB) and 8(a) Programs,” 8:30 am to 12:00 pm at the Stockton Blvd. BIC, 4990 Stockton Blvd. in Sacramento. Call The FTC PTAC to register at (916) 334-9388.

March 25: “Doing Business with the General Services Administration.” 8:00 am to 11:00 am at the Rancho Cordova BIC, 10665 Coloma Road, Suite 200 in Rancho Cordova. Call The FTC PTAC at (916) 334-9388 to register.

SAVE THESE DATES

Free Seminars For All Small Businesses

December 4:
“Doing Business with G.S.A.”

December 10:
“Doing Business with G.S.A.”

January 8:
“Intro. to Federal Contracting”

January 14:
“Intro. to Federal Contracting”

January 30:
“Intro. to Federal Contracting”

February 5:
“Intro. to Federal Contracting”

February 20:
“Intro. to Federal Contracting”

February 25:
“Intro. to Federal Contracting”

March 19 :
“Small Disadvantaged Business (SDB) and 8(a) Programs”

March 25:
“Doing Business with G.S.A.”

To enroll, please call:
(916) 334-9388

For more info, visit our website:
www.TheFTC.org/PTAC.htm

Coming January 23, 2003:

AeA joins with *The Federal Technology Center* to host a workshop for technology companies to learn the nuts and bolts of obtaining government contracts.

Location and specific times to be announced on websites by December 15, 2002.

Check websites: www.aeanet.org or www.TheFTC.org for further information as it becomes available.

BWI Solutions Prevents Pollution

Continued from page 1

traditional controllers, and saves water and chemicals. Additionally, BWI's innovative full service, at fixed rates, eliminates cost uncertainty, reduces the number of empty chemical containers, and eliminates all chemical handling by the customers' staff. It also breaks the traditional sales incentive that rewards chemical sales and instead, rewards savings. This new approach, and the savings it generates for their customers, resulted in BWI Solutions, Inc. being recognized with the Sacramento County 2002 Pollution Prevention award.

But BWI is not satisfied with this achievement. They continue to look for new, environmentally sound technologies for water treatment. "Every ounce of treatment chemical ends up going down the drain" states Leo Dobitz, President of BWI, "that is why we are continually looking for better technologies". As a result they are now working with Precision Environmental of El Dorado Hills, California to service a patented "pulsed power" device for treating cooling

towers and boilers which totally eliminates the use of chemicals.

BWI Solutions Inc. has been a client of The Federal Technology Center for the past three years. "The FTC has been an outstanding resource for us" states Dean Eppley, Vice President of BWI, "for example the State of California purchases all their water treatment products as commodities through the non-competitive CMAS or the Master Price schedule, essentially locking out new innovative solutions and stacking the deck towards big businesses with a large sales force. The FTC has helped us explain this problem to State agencies, and to convince them that they need to consider new options for maintaining the water based heat transfer systems in their buildings."



Leo Dobitz, President, and Dean Eppley, Vice President, of BWI Solutions received the Sacramento County 2002 Pollution Prevention award

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