



THE FEDERAL TECHNOLOGY CENTER

GovLink Review



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KEY AIR FORCE LEADERS VISIT DMEA

In an effort to “get the word out” that DMEA will remain at McClellan Business Park, and that they will continue to do vital work for our nation, The FTC CEO periodically invites key community business and educational leaders as well



From left to right: Jim Kaplan, Representative for Congressman Doug Ose, Dr. Lawrence J. Delaney, Secretary of the Air Force, General Lester Lyles, Commander, Air Force Materiel Command, Ted Glum, Director, DMEA.

as national government leaders to tour the laboratory facilities.

Last month, the Acting Secretary of the Air Force, Dr. Lawrence J. Delaney and General Lester Lyles, Commander, Air Force Materiel Command, accepted her invitation to visit DMEA. These two key leaders were able to see, first hand, the capabilities at the applied laboratory. They also learned about the expertise available to solve problems of diminishing manufacturing sources and material shortages (DMSMS) related to microelectronics.

General Lyles who supervises program managers who deal with DMSMS problems on a daily basis had this to say during his tour of DMEA’s facility:

KEY LEADERS

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McClellan Closes, But DMEA Remains Open For Business

The Defense Microelectronics Activity (DMEA) is a group of over 130 skilled engineers and support personnel who keep the Department of Defense’s systems supportable and technologically current through the application of modern microelectronics. The DMEA is scheduled to remain “in place” after McClellan closes its gates for the last time on July 13, 2001. The work accomplished by DMEA at their facilities was deemed so VITAL to our national defense that the

Secretary of Defense in 1995, Dr. William Perry convinced the Base Realignment and Closure (BRAC) commission to “carve out” this facility and function to remain intact.

The modern semiconductor fabrication facility and other microelectronics capabilities at DMEA are unique and

DMEA OPEN FOR BUSINESS

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The FTC Facilitates Agreement Between U.C. Davis and DMEA

On Thursday, March 22, 2001, Mr. Ted Glum, Director, Defense Microelectronics Activity (DMEA) and Dr. Ahmad Akim-Elahi, Office of the Vice Chancellor for Research, Director of Sponsored Programs, signed a Cooperative Research and Development Agreement (CRADA), thus culminating The FTC’s efforts to broker the agreement. This CRADA allows cooperation between government laboratories and universities in researching subjects of mutual interest.



Dr. Hakim-Elahi and Ted Glum inspect atmospheric chamber outside the gamma irradiation test chamber

U.C. DAVIS AGREEMENT

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Alice Astafan, CEO
**“HONOR THE PAST,
EMBRACE THE FUTURE”**

It was with mixed emotions that I agreed to chair the steering committee to plan the two final events celebrating the 63 years of McClellan Air Force Base history. I arrived at McClellan in 1973, and my family and I quickly became a part of the community. At the time of our arrival, the base's facilities looked like a World War II movie set on the back lot of Universal Studios.

We felt pride as the base's infrastructure was upgraded and transformed during the 80s into what became the most modern industrial facility in Northern California. However, the Cold War ended, and the

workloads that had been the lifeblood of the base were transferred one-by-one to other locations, thus potentially saving millions of taxpayers' dollars each year.

My last task for McClellan was to lead others in planning the final events to complete the mission by honoring the past. The committee agreed that we should look ahead and embrace the future by highlighting the progress that had been made toward redeveloping this national treasure into a viable economic engine to keep jobs and opportunities in this community. There were 1200 civilian and military folks who attended the April 9, 2001 formal dinner with all of the pomp and circumstance associated with a



Alice Astafan introduces Keynote Speaker Congressman Doug Ose at the April 9th McClellan closure dinner

well-planned and well-executed military function.

On April 10, 2001, more than 5,000 watched the last air show, heard the Air Force song played for the last time, and saw the symbolic key to the base transferred to the County of Sacramento. This event marked the end of an honorable era of support to our nation.

I am pleased to be part of an organization, The Federal Technology Center that embraces the future by helping small businesses in Northern California. Our mission is to establish and strengthen relationships between sponsoring government organizations, businesses, and universities to promote economic and small business development. Our success will ensure that the business community in this region will have just as bright a future as McClellan's grand and proud past.

Our Procurement Team

Leann Androvich
Director

Carol Bowyer
Business Outreach Specialist

Nicole Arnold
Program Assistant

Our Engineering Team

Bill Vanden Bosch
Senior Engineer/Researcher

Tom Trimble
Engineer/Researcher

The FTC Mission

Our mission is to establish and strengthen relationships that build and maintain beneficial partnerships between sponsoring government organizations, universities, and businesses.

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

The FTC PTAC Mission

To promote economic and small business development through federal, state and local government contracting opportunity education, bid matching services, counseling, resources, and outreach programs in our Northern California service area.

To learn more about our services, visit our website: www.TheFTC.org.

Key Staff Attend National SBIR Conference

Four engineering, support and outreach, and business staff members attended the Small Business Innovation Research (SBIR) National Spring Conference, in Arlington, Virginia, April 19-21, 2001. They also participated as an exhibitor. Team members were able to network with many attendees from the Departments of Defense, Agriculture, Commerce, Education, Energy, Health and Human Services, and Transportation, as well as the Environmental Protection Agency, the National Science Foundation, National Aeronautics and Space Administration, and U.S. Small Business Administration. They were also able to connect with many private companies interested in

government and non-government partnerships.



Geoff Phillips and Bill Vanden Bosch explain how The FTC can help small businesses partner with DMEA and other federal labs.

The information gained at this conference will be invaluable in identifying future projects and key contact personnel in the SBIR and Small Business Technology Transfer (STTR) arenas. We fully expect that clients of the Procurement Technical Assistance Center (PTAC) will also be able to improve their business opportunities as a result of the contacts made during this event. This conference provided an ideal forum for our staff to have many of their technology transfer questions and concerns addressed. In addition, it was a great source of potential referrals to our Laboratory clients.

Federal Laboratory Consortium National Meeting

FTC personnel attended the Federal Laboratory Consortium for Technology Transfer (FLC) national Meeting at Burlington, Vermont. The FLC is a national group that was formed to facilitate domestic technology transfer from the Federal Laboratories to the public and private sectors. FLC was organized in 1974 and formally chartered by the Federal Technology Transfer Act of 1986 to promote and to strengthen technology transfer nationwide. Today, more than 700 major federal laboratories and centers and their parent departments and agencies are FLC members. Smaller facilities are actively involved, but participation by the larger facilities is mandated by Public Law 96-480.

To manage the technology transfer efforts of the FLC, the U.S. is divided into six geographical regions: Far West (FW), Mid Continent (MC), Midwest (MW), Southeast (SE), Mid Atlantic (MA), and Northeast (NE). Each of the regions is run by an elected Regional Coordinator and Deputy Regional Coordinator who coordinates activities within their regions and serves on the National FLC Board.

The meeting was well attended and included an international presence of the TransAtlantic Technology Forum (TTF), a group of technology transfer professionals from around the world. Training sessions covered the fundamentals of tech transfer. Also, on the agenda, elections were held for the National Chairman and Vice Chairman as well as the National

Executive Board membership.

There were many opportunities to interact with the various lab representatives and other interested technology transfer professionals. This event provided a great occasion for collaborative project discussions.

Overall, this was an exceptional conference. The opportunity to meet with so many representatives of our federal laboratories was invaluable to our practice of technology based economic development. We came home with renewed enthusiasm about technology transfer, the people involved in the process, and the fact that it is becoming an international affair.

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The FTC PTAC Awarded Highly SUCCESSFUL Rating

One thing that a small business “can count on,” if it receives public funding to perform its mission, is an oversight visit or audit by the government agency providing the funds. The FTC’s PTAC, established on October 1, 2000, to help small businesses in a 10 county Northern California area learn how to do business with the government, was no exception.

At the beginning of their operation, the PTAC staff set year one goals to have 100 clients, and 500 counseling sessions with small businesses. They planned to sponsor 10 conferences in “How to Do Business With the Government” during this first one year period.

When Ms Joan Fosbery, Assistant Director of Small Business Office, Defense Contract Management Center (DCMC), San Francisco, arrived at The FTC PTAC office on May 1, 2001 for a full day program review, the three-member procurement technical assistance team was ready. The procedures and policies were in place, and the contractor’s reference library was filled with up to date resources. Client files were current, and the counseling session reports and outreach and marketing efforts were well documented.

Ms Fosbery found that the center has 203 (200% of their one-year goal) clients. The team has conducted classes in all 10 counties in their service area. During only the first eight months of operation, they conducted more than 500 initial and follow-up counseling sessions, and sponsored 30 procurement outreach conferences, averaging three classes each. They have registered 49 businesses for the bid-matching service so the company can learn what government contract opportunities are available. Ms Fosbery’s out-briefing comments: “Amazing accomplishments in such a short period of time”.

Her follow-on report awarded The FTC’s PTAC a “HIGHLY SUCCESSFUL” rating. It is virtually “unheard of” for a new PTAC to receive this high award after just eight months of operation. Congratulations to Leann, Carol and Nicole on receiving this award! Your long hours in planning and organizing this Center to benefit small businesses has paid off!

To learn more about how this center can help you and your business grow, call for an appointment or look us up on our web site, www.TheFTC.org/PTAC.

U.C. DAVIS AGREEMENT

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The objective of this agreement is to support fundamental research in the area of Gamma irradiation testing. A broad range of subjects will be investigated, including determining effects of simulated space environments on response characteristics of microelectronics devices, and irradiation dosage rates required to kill microbiological contamination in seeds and soils. The CRADA will allow UCD researchers to use a test facility much closer to their campus than the one currently employed, thus saving time and expense.

“This is a great opportunity for the type of interdisciplinary collaboration that UC Davis is actively developing,” says Hakim-Elahi. “We expect to see some remarkable results from our collaboration with DMEA.”

“We are pleased with this agreement,” stated Ted Glum. “It continues our policy of teaming with local colleges and universities to carry out meaningful research projects, which benefit our nation as well as the academic community.

KEY LEADERS

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“The cutting-edge work they are doing is absolutely amazing.” He also complemented The Federal Technology Center for their partnership role with DMEA, and praised The FTC as “a huge asset not only to the McClellan community but also to the United States Air Force and the Department of Defense!”

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FREE Courses and Seminars June and July 2001

For course descriptions,
please see Page 6.

June 6: "Introduction to the PTAC," and "Small Disadvantaged Business (SDB) and 8(a) Programs," 9:30 am - 12:00 pm at Greater Sacramento SBDC, in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

June 12: "Introduction to Federal Contracting," 9:00 am - 12:30 pm at the One-Stop Center for Business and Workforce Development in Marysville. Call the Yuba Sutter SBDC at (530) 749-0153 to register.

June 12: "Contract Administration," 1:30 pm - 5:00 pm at the One-Stop Center for Business and Workforce Development in Marysville. Call the Yuba Sutter SBDC at (530) 749-0153 to register.

June 13: "Negotiation Workshop," 9:00 am - 12:30 pm at the One-Stop Center for Business and Workforce Development in Marysville. Call the Yuba Sutter SBDC at (530) 749-0153 to register.

June 26: "Introduction to Federal Contracting" 9:00 am - 12:00 pm at Sierra College SBDC in Auburn. Call The FTC PTAC at (916) 334- 9388 to register.

June 27: Evening Class "Introduction to Federal Contracting ," 5:30 pm - 8:30 pm at The FTC PTAC in North Highlands. Call The FTC PTAC at (916) 334- 9388 to register.

July 10: "Introduction to the PTAC," and "Business Opportunities with the DoD through Electronic Commerce." 9:00 am – 12:00 pm at Watt Ave BIC in North Highlands. Register online, at www.ecrc.org.

July 17: "Introduction to Federal Contracting," 8:30 am -12:00 pm at the Watt Ave BIC in North Highlands. Call The FTC PTAC at (916) 334- 9388 to register.

July 19: "General Services Administration (GSA) Schedules" (Includes a speaker from GSA San Francisco to discuss marketing of your GSA Schedule) 8:30 am - 12:00 pm at the Watt Ave BIC in North Highlands. Call (916) 334- 9388 to register.

July 24: "Introduction to the PTAC," and "Small Disadvantaged Business (SDB) and 8(a) Programs," 9:30 am - 12:00 pm at Greater Sacramento SBDC in Sacramento. Call the Greater Sacramento SBDC at (916) 563-3210 to register.

July 31: "Introduction to the PTAC," and "Business Opportunities with the DoD through Electronic Commerce." 9:00 am – 12:00 pm at Watt Ave BIC in North Highlands. Register online, at www.ecrc.org.

SAVE THESE DATES

Free Seminars for All Small Businesses

JUNE 6, 2001
"Intro to the PTAC" and "SDB and 8(a) Programs"

JUNE 12, 2001
"Intro to Fed Contracting"

JUNE 12, 2001
"Contract Administration"

JUNE 13, 2001
"Negotiating Workshop"

JUNE 26, 2001
"Intro to Fed Contracting"

JUNE 27, 2001
"Intro to Fed Contracting"

JULY 10, 2001
"Intro to PTAC" and "Bus Ops with DoD thru EC"

JULY 17, 2001
"Intro to Fed Contracting"

JULY 19, 2001
"GSA Schedules"

JULY 24, 2001
"Intro to the PTAC" and "SDB and 8(a) Programs"

JULY 31, 2001
"Intro to PTAC" and "Bus Ops with DoD thru EC"

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www.TheFTC.org/PTAC



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The FTC PTAC Course Descriptions



Introduction to The PTAC

Mission, History, Service Region, PTACs and SBDCs, Services Offered, Becoming a FTC PTAC Client, Questions & Answers

Introduction to Federal Contracting

Why sell to the Federal Govt? What does the government buy, who buys & whom does the government buy from? Regulatory Concerns, Socio-economic Status, the Purpose of Socio-economic programs, Registration & Certification Requirements, How Federal Agencies Buy, Federal Purchasing Process, Evaluation Factors, Contractor's process, Additional Opportunities, Questions and Answers

Resources & Web sites

Are you connected? Resources for getting ready, Federal Agency Resources, Reference Resources, Solicitation Search Resources, Questions & Answers

Central Contractor Registration (CCR)

Purpose of CCR, How to register, Examples and samples of CCR Documents, How to determine if registration was successful, How to check registration status, How to make registration changes

Small Disadvantaged Business (SDB) Qualifications

Eligibility criteria for the SDB program, How to get certified as an SDB, Advantages of SDB certification to the contractor and to prime contractors, Review of the application form

8(a) Business Development Program

Eligibility criteria for the 8 (a) Program, Certification timeline, How 8 (a) contracts operate, Timeline & stages of program participation, How the program is exited

Government Contract Administration

Explains contract elements, types of contracts, uniform contract format, roles & authority of government representatives, post-award conferences, managing delivery schedules, quality, inspection and acceptance, packaging and transportation, contract changes, contract modifications, payment issues, contract completion and close-out, contract disputes, and recommended web sites

General Services Administration (GSA) Schedules

discusses what the GSA is and how it is organized, explains how to do business with GSA, reviews contracting regulations, requirements and specifications, talks about the Federal Supply Service (FSS), and the process to obtain a GSA schedule.

Negotiation Workshop

Defines negotiation, arriving at a "fair and reasonable price", price and cost analysis, the steps of negotiation, and FAR (Federal Acquisition Regulation) clauses that apply.

DMEA OPEN FOR BUSINESS

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valuable assets to the nation and to the Sacramento community. On a national level, DMEA corrects DOD systems' obsolescence by enabling the use of state-of-the-art commercial technologies. Not only is DMEA's work significant to all services within DOD, but they also provide support to NASA, the Department of Transportation, the FAA, as well as other dual-use customers from the commercial and public sector.

DMEA procures over \$120 million in goods and services each year. On the local level, this has an additional economic

impact of over \$100 million when you factor in salaries and apply a reasonable 2.5 economic compounding factor.

DMEA, a viable asset to the nation, as well as a prized member of the Sacramento region, is positioned to become the key anchor of a high technology Business and Research Center at the McClellan Business Park. That is why The FTC is hosting *SMALL BUSINESS, BIG OPPORTUNITY*,* a contracting seminar for technology companies.

**SMALL BUSINESS, BIG OPPORTUNITY.*

is a June 7, 2001 contracting seminar for technology companies to learn more about how they can increase their opportunities to do business with the DMEA as well as their Advanced Technology Support Program contractors such as TRW, Raytheon, General Dynamics, Boeing, Lockheed Martin, and Northrup Grumman. See our web page for details www.TheFTC.org.

The FTC Proudly Provides Internship Opportunities

As part of its charter to provide services to colleges and universities, The FTC has established very successful engineering and marketing intern programs. Students in the engineering program are recruited from area universities including California

State University, Sacramento (CSUS) to work at the Defense Microelectronics Activity (DMEA), McClellan Business Park. The marketing program has also targeted CSUS students to work at The FTC. Additionally, The FTC has recently



Tony Morales, Engineering Intern suited up to work in the DMEA clean room.

expanded its marketing program to include universities outside the local area. This Summer, we have an intern from the University of Arkansas.

Currently, two students are involved in the engineering program. One is assigned to DMEA's flexible foundry, and the other is assigned to the new circuit analysis and test area. Each student is put through a structured training program and then assigned projects on operational systems. DMEA assigns a mentor to work with the student to assure that the student has the proper guidance. To date, the

program has been a positive learning experience for the students, and DMEA has also benefited from the projects completed by the students. Our first intern successfully completed the program upon graduation, and stated that the knowledge he gained was valuable in obtaining full-time employment.

The marketing program also employs two students. In the last sixteen months, our various marketing interns have had opportunities to be involved in many valuable activities such as designing marketing and advertising material, logos, brochures, and conference programs. In addition, they have been involved in planning seminars, conducting research, designing and maintaining databases and more. The FTC considers the marketing intern program a great success not only because it enables students to gain valuable skills that they can transfer into their future marketing careers, but also, because, through the program, The FTC has greatly benefited from the students' skills, their work, and their fresh insight.

Featured Employee



Bill Vanden Bosch
Senior Researcher

Experience

Over 33 years of engineering experience in government and private industry

Air Force – Reliability Engineer, Project Engineer, System Engineer, Senior Electronics System Engineer, Supervisory Electronics Engineer

General Dynamics – Aerospace Engineer in Performance Analysis/Flight Mechanics

Projects on major aircraft, communications-electronics, weather, and traffic control and landing systems

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Masters of Engineering in Industrial Engineering, Texas A&M University

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1/2 Page (Aprox.) WxH (7-1/2" x 4-9/16")	\$90	\$215
Full Page WxH (7-1/2" x 10")	\$250	\$600
Flyer	\$265	\$635

RESERVATION DEADLINES

<u>Issue</u>	<u>Due Date</u>
Aug./Sept.	July 13, 2001
Oct./Nov.	Sept. 7, 2001
Dec./Jan.	Nov. 9, 2001

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