



THE FEDERAL TECHNOLOGY CENTER

# GovLink Review



Volume 2, Issue 3

August/September 2002

## TEAM TECHNOLOGY TRIUMPHS



Front Row (Left to Right): Diane Hoover, Bill Vanden Bosch, Alice Astafan, Leann Androvich, Sue Gray; Back Row: Dhon Santos, Carol Bowyer, Tom Trimble, Nicole Arnold, Geoff Phillips, John Baros

Team work at The Federal Technology Center (The FTC) is what has made our corporation so successful. Our success was recognized on Friday, May 17, 2002 when we were presented with Sacramento Metro Chamber's River City Small Business Consortium 2002 *Supporter of the Year Award*. Ten of our team members and their guests were on hand for this event - we are proud of being recognized for the work that we are doing.

"The government pays us to provide many free services," says CEO Alice Astafan, "and, since The FTC is a not-for-profit organization, our success isn't based on how much profit we earn, but on how successful we are in facilitating beneficial partnerships between businesses and government organizations." We now have over 647 satisfied clients working with our procurement technical assistance center, and our statistics show that these clients have added or retained 611 jobs in our Northern California service area.

Our work with federal labs has benefited the educational community with the transfer of excess equipment for their use. College students use the equipment as part of a lab course; teachers of high school students attend a seminar where they become familiar with equipment which better prepares them to counsel their students to pursue high-tech careers. We have also had notable successes in bringing small businesses to the government labs for purposes beneficial to both.

Of special note is our internship program. One goal of this program is to develop well trained employees with good work habits and business ethics. We hire electronics engineering students to work with our lab partners, and marketing students to work in The FTC office.

Thanks to those businesses who recommended us for the award, and for the committee who selected us as winners for 2002!

## Linking Education and Economic Development (LEED)



Ted Glum (right), Director, DMEA welcomes Mr. Bernard Bowler, founding member of LEED, and Ms. Deanna Hanson, Executive Director, LEED.

On June 4, Mr. Ted Glum, Director of the Defense Microelectronics Activity (DMEA), McClellan Business Park, hosted 28 members of LEED for their bimonthly meeting.

### LEED

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**Alice Astafan, Chief Executive Officer,  
The Federal Technology Center**

▲ I am proud of our team and the award they received on May 17 from the River City Small Business Consortium: "2002 Small Business Supporter of the Year". Well deserved!

▲ Two very key events are in the planning stage:

"*High-Tech Government Opportunities Seminar for Businesses*," a seminar for companies who would like to increase sales

by contracting and partnering with the government laboratories is planned for Wednesday, September 18, 2002 at the Lionsgate Inn, McClellan Business Park.

"*America Offers You a Hand Up! - Federal Contracting Opportunities for Disabled Veteran Businesses*" scheduled for Monday, October 7, 2002 at the Lionsgate Conference Center (formerly the NCO club at McClellan Air Force Base) will be hosted by The Federal Technology Center along with Congressman Doug Ose, California 3<sup>rd</sup> District, and the California Disabled Veteran Business Enterprise (DBVE) Alliance.

▲ It's that time again when we need to secure local or state funding to match the federal dollars that are provided by the Defense Logistics Agency each year to keep our Procurement Technical Assistance Center (PTAC) operating. Our PTAC staff is trained to work with the estimated 66,000 small businesses in our service area. Since economic development is paramount to local government, educational institutions and businesses, the following have "stepped up" to help our PTAC as we assist small businesses with the challenges of

government contracting. We are pleased to announce the following new partners:

- The City of Elk Grove
- The City of Folsom
- The City of Roseville
- The City of Citrus Heights
- The Los Rios Community College District
- River City Bank

Our sincere thanks for their endorsement and support which in turn helps further economic development in the region.

I would like to challenge the city of Sacramento, El Dorado and Sacramento counties whose resident businesses have benefited the most from our help, to agree to be added to this list of new partners. If they do, we can meet our federal matching requirements, and continue to effectively serve the small business community in Northern California during 2003.

We hope they will rise to meet our challenge!

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## Agenda is Set for the September 18th High-Tech Business Seminar

The program this year has been expanded to appeal to a broad range of high-tech businesses. Keynote Speaker, Cynthia Gonsalves, DOD Technology Transfer Program Manager will provide a global perspective on government technologies available for transfer to the private sector and areas where business developed technologies can be marketed to the federal government. A description of the mission of the Defense Microelectronics Activity (DMEA) and identification of subcontracting areas for businesses will be presented by Todd Norton, Chairman of Small Business Development for DMEA. Defense Contractor, Aerojet, will be represented by Bruce Pyle, Manager of Procurement. He will describe the types of companies they are looking for to meet subcontracting quotas on their government contracts. Our luncheon speaker, Larry Kelley, President, McClellan Park, will provide an update on the spectacular

progress being made in converting McClellan AFB into a dynamic business park and describe the opportunities open for small businesses looking to relocate to the Sacramento area. The FTC Procurement Technical Assistance Center will describe their mission in providing free assistance to small businesses in the Northern California area. Scott Pink from the Gray Cary law firm will discuss intellectual property and patent information for small businesses. At the conclusion of the formal program, attendees will have the opportunity to tour either the DMEA facility or the UC Davis Nuclear Radiation Center.

Make sure you don't miss out on this opportunity to get information vital to improving your business opportunities! Call us at 916-334-9388 to obtain a registration form or download it from our web site at [www.TheFTC.org](http://www.TheFTC.org).

## Did You Know?

Our Electronic Bid-Matching Service is a useful tool to locate contracting opportunities with the government. But did you know that we can also search for contracts that have been awarded by the federal government?

Federal award notices contain detailed information about contracts awarded by the federal government. Most federal contracts are announced through these notices. Included in the announcements are the date the contract was awarded, the goods or services purchased, and the total price of the contract. The government agency that awarded the contract is also listed and most importantly, the address of the vendor who won the award.

You might ask, "How can this help me?" Actually, this can help you in several ways:

1. Be knowledgeable about your competitors. Stay abreast of who is winning contracts in your industry.

2. Learn about potential companies to partner with in teaming arrangements or

joint ventures. Two or more small businesses can partner to bid on a government contract too big to handle on their own.

3. Build a database of large businesses that are winning contracts in your industry to whom you could be a sub-contractor. Even if you can't participate on the contracts listed, you can market to these large businesses for future sub-contracting opportunities.

4. See which agencies are buying the products or services that you offer. This will help you focus your marketing efforts for prime contracts.

For more information about our bid-matching service, call Nicole Arnold at 916-334-9388.

## LEED

*Continued from page 1*

Following the meeting, Mr. Glum personally conducted a tour through the high-tech laboratories for eight of the attendees. The community leaders were able to learn how 130 highly trained engineers, technicians and support personnel work to solve obsolescence problems on Department of Defense military systems and equipments deployed throughout the world.

LEED is a coalition of regional business, education, community and government leaders, who work together to develop and support partnerships. Their mission is to strengthen the economy in the Sacramento region through effective improvement in education and training. Through their various programs, LEED strives to ensure that school curriculum for the youth in our region is relevant to Sacramento area businesses and industries.

By holding their meetings at various locations the members can learn, first hand, about the need for an extremely high tech work force both now and for the future. These visits and tours help the members reinforce their commitment to develop a practical workforce for our community.



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## “DEAR PTAC”

**Dear PTAC: How do I get my business certified as a service-disabled veteran-owned small business? Is it the same thing as a DVBE (disabled veteran business enterprise)? Thanks, -A G.I.**

Dear G.I.: Public Law 106-50 defines a service-disabled veteran as “a veteran with a disability that is service connected.” The term, “service-connected” means that the disability was incurred or aggravated in the line of duty in the active military service.

There is no separate formal certification application that must be completed for federal contracts. You will self-certify by checking the box for “service-disabled veteran-owned small business” in a section that appears in every federal solicitation entitled “Representations and Certifications.” The federal government honors all percentages of disability for this designation; however, the service-disabled veteran must own at least 51% of the business or own 51% in

combination with other service-disabled veterans. The federal government has established a goal of 3% of contract dollars to be awarded to service-disabled veteran-owned small businesses.

The term DVBE is used by the State of California, which has also established a 3% goal, and identifies those firms that have completed a formal certification process. California requires that the veteran have at least a 10% service-connected disability and provide a copy of his or her letter from the Veterans Administration to support their claim. To download a copy of the DVBE certification package, go to <http://www.pd.dgs.ca.gov/dvbe/default.htm> or call the Office of Small Business Certification and Resources (OSBCR) 916-323-5478 to request a copy of the form.

The FTC PTAC provides assistance with completion of both “Representations and Certifications” and the State of California DVBE certification form. Call us at 916-334-9388.

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

## PTAC Goes National!

No, we’re not seeing clients world-wide (yet!), but we had our first experience with speaking at a national conference – a thoroughly enjoyable experience. PTAC Business Outreach Specialist, Carol E. Bowyer, spoke to the National Contract Management Association (NCMA) World Congress, held July 22 through 24, in Long Beach, California. This is an annual event that attracts hundreds of government and private sector contract managers and educators from across the country, that come to hear leading experts discuss practice and policy issues. Carol’s speech, entitled “The Procurement Technical Assistance Program,” provided government contracting officers and contract administrators from both large and small businesses with information about how this national program, funded by grants from the Defense Logistics Agency (DLA), in conjunction with other matching funds, builds better government contractors.

We are very proud that one of our own was selected through a competitive process to not only represent The Federal Technology Center PTAC, but to act as an ambassador for the national program. Congratulations, Carol!

## Attention Disabled Veteran Business Owners:

We are very pleased to announce that The FTC will be hosting a conference on October 7, 2002 titled “*America Offers You a Hand Up! – Federal Contracting Opportunities for Disabled Veteran Businesses.*”

Congressman Doug Ose, California, 3<sup>rd</sup> District, and the California Disabled Veteran Business Enterprise (DVBE) Alliance are partnering with us to host this event. This will be a good opportunity to learn more about

progress the federal government is making in opening doors to service-disabled veteran-owned businesses. Please see the notice on page 7 for more information on the events of the day, our list of distinguished speakers, and registration instructions.

# FREE Courses and Seminars August - 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)**

**August 6:**  
"Introduction to Federal Contracting," 1:00 pm to 4:30 pm at Hillsdale BIC, 5655 Hillsdale Blvd., Ste. 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

**August 15:**  
"Doing Business with the General Services Administration (GSA)," 1:00 am to 4:30 pm at The Roseville, California Chamber of Commerce, 650 Douglas Blvd. in Roseville. Call The FTC PTAC at (916) 334-9388 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 General Services Administration (GSA)," 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 12:** "Introduction to Federal Contracting," 1:00 pm to 4:30 pm at Hillsdale BIC, 5655 Hillsdale Blvd., Ste. 8 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.

**September 24:**  
"Introduction to Federal Contracting," 9:00 am to 12:00 pm at Yuba County One-Stop Center for Business and Workforce Development, 1114 Yuba Street in Marysville. Call the Yuba County One Stop at (530) 741-4151 to register.

**October 8:**  
"Federal Contract Administration," 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.

## SAVE THESE DATES

### Free Seminars For All Small Businesses

**August 6:**  
"Introduction to Federal Contracting"

**August 15:**  
"Doing Business with GSA"

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"Introduction to Federal Contracting"

**September 17:**  
"Introduction to Federal Contracting"

**September 24:**  
"Introduction to Federal Contracting"

**October 8:**  
"Federal Contract Administration"

To enroll, please call:  
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# Survey Says

In order to more effectively meet our client's needs, every year we conduct a survey to gauge our ability to serve and satisfy you, our customer, and to uncover and correct any overlooked problems.

In May, we asked our 519 active clients to rate the assistance provided by our PTAC as "Satisfactory" or "Unsatisfactory," in terms of the items listed below:

- timeliness and responsiveness to general and specific client needs
- flexibility and ability to change with evolving client circumstances
- commitment to the clients stated goals
- training offered and received
- overall capability to provide relevant advice and assistance to the client

Clients were also given the opportunity to provide comments they wished to share with us, and 91% of those taking part in the survey rated us "Satisfactory" on all items!

Here is some of the feedback that we received:

"Any questions we have addressed to PTAC have been answered quickly and

professionally. The DVBE Community is very pleased to have the PTAC here in Sacramento. Keep up the good work."

- **Gary Hoffman,**  
*Hoffman Technologies*

"All of you are Great!!! Thanks for being there when I needed you. My first government contract was a little bit overwhelming, but your support cleared away any doubt."

- **Ava Williams,**  
*Crisara Creative Therapy Clinic*

"Great job — very responsive and informative."

- **Sarah Busing,**  
*EIP Associates*

"Thank you for all of your assistance in the past few months. We have greatly benefited from your resources and your assistance! Thank you!"

- **Gary Underhill,**  
*ImageWorks Architechure, Inc.*

"My experience with everyone at PTAC has always been pleasant and productive."

- **Judi Bartlett,**  
*Lithographics*

Our staff is encouraged by your positive remarks and pleased to hear that we have made a difference for your company.


As a result of your feedback, we have also implemented some internal process changes in our continuing effort to improve our program.

**Thank you to everyone who participated in our survey!** We look forward to continuing to meet your expectations with friendly quality service.

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America Offers You a Hand Up!

# Federal Contracting Opportunities for **Disabled Veteran Businesses**

**October 7, 2002**  
7:30 am - 5:00 pm

**Hosted by:**

- Congressman Doug Ose, California 3rd district
- The Federal Technology Center
- California Disabled Veterans Businesses Enterprise (DVBE) Alliance



**Purpose:**

To provide information that will show DVBE businesses the opportunities that are available for them to sell their goods and services to the federal government.

**Special Tours:**

- Defense Microelectronics Activity high-tech facility
- Davis Nuclear Reactor
- McClellan Aviation Museum

**Only \$25.00 per person**

Continental breakfast & lunch included

**Guest Speakers:**

- Congressman Doug Ose, California, 3rd District
- Keynote: Secretary Mineta, Department of Transportation (Invited)
- Charles Willett, Small Business Office, Los Angeles AFB, CA
- Tyrone Lassiter, Department of Veterans Affairs, Washington, D.C.
- Gary Hoffman, President, Hoffman Technologies, a DVBE Company
- Bruce Pyle, Manager, Procurement, Aerojet Corporation, To discuss Subcontracting Opportunities

**Location:**

Lionsgate Rose Garden Pavilion,  
5640 Dudley Blvd., McClellan, CA, 95652  
(formely McClellan Air Force Base, Sacramento, CA)

**Register today! 916.334.9388**

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