



THE FEDERAL TECHNOLOGY CENTER

GovLink Review



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Local Lab Plays Key Role in Smart Weapons

The Defense Microelectronics Activity (DMEA), a Department of Defense (DoD) laboratory located at McClellan Park, plays a critical role in extending the life and upgrading the performance of DoD smart weapon systems, and microelectronics based systems used by other federal agencies. DMEA is able to “kill two birds with one stone” by employing a technique called Technology Insertion, using newer technology when modifying obsolete microelectronics of already operational systems, thus increasing operational capability of a system with little or no added cost.

With their charter to solve Diminishing Manufacturing Sources Material Shortages (DMSMS) problems utilizing Technology Insertion where it makes sense, DMEA has helped increase the performance of many systems at the same time it is proactively solving long term obsolescence problems.

Technology Insertion effectively adds the capability to solve present and future microelectronics availability, maintainability,



Ms. Illa Collin, Chair, Sacramento County Board of Supervisors, learns value of DMEA to the nation and region from Director Ted Glum

and reliability problems for its customers. Fully 95% of DMEA’s tasks result in performance enhancements to fielded systems. This is critically important since

government agencies have insufficient funds to develop new systems every few years. Facilitating this focus is DMEA’s unique Advanced Reconfigurable Manufacturing for Semiconductors (ARMS) facility, which is able to produce small numbers of microchips from multiple process lines without the lengthy conversion time required by commercial foundries to convert from one process to another. Additionally, since DMEA has the rights to all processes used in their foundry, any chips they produce will never become obsolete.

Ted Glum, Director of DMEA, has seen many changes in the past few years at his facility. Initially, the organization was part of the Air Force, and the lab worked on projects that were almost exclusively with them. Since becoming a Department of

Key Role in Smart Weapons
Continued on Page 2

Citrus Heights Unanimously Accepts Folsom's Challenge to Support The FTC

In last issue of our newsletter, Folsom leaders challenged other community leaders to follow their lead to partner with The Federal Technology Center to provide local funding to match our federal grant dollars to ensure that we can continue to serve small businesses. Citrus Heights Council Members, Jeanne Bruins and James Shelby, Mayor Bill Hughes, and Economic Development Manager, Rhonda Sherman, visited our offices to learn how our Procurement Technical Assistance Center staff helps businesses bring federal and state contract dollars to our region. They were so impressed with our program and measurable results that at their May 14th Council Meeting, the

Council unanimously voted to provide financial support.



Alice Astafan, CEO, The FTC, welcomes James Shelby, Citrus Heights Council Member for a tour and briefing

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Alice Astafan, CEO
The Federal Technology Center

▲ This year two of my board members, Tim Terry, Chair, and Sharon Margetts, Secretary, and I traveled to **Washington, D.C.** with a group of 305 fellow business owners and elected officials as members of the 33rd Annual Sacramento Metropolitan Chamber of Commerce CAP to CAP trip. The number keeps growing every year and this time we heard from Undersecretary Asa Hutchinson, a member of the Homeland Security Team, Pollster Frank Luntz, Congressmen Doug Ose, John Doolittle, Mike Thompson, and Bob Matsui as well as Minority House Leader, Nancy Pelosi. Senator Barbara Boxer

spoke at one of our luncheons. While it is important to learn what pollsters, elected and appointed officials have to say, the greater benefit of such trips is to be able to articulate to elected officials and key administration officials issues that affect those of us who live and work on the West Coast.

A highlight of the trip for me was a visit back to my old stomping grounds, the **Pentagon**, where we visited with the Principal Assistant Under Secretary of Defense for Installations and Environment, Philip Grone, and Ron Orr, principal Deputy Assistant Secretary of the Air Force for Installations, Environment and Logistics. Both of these gentlemen will be key players in the 2005 base closure and realignment process. For those of you who might remember, Ron was assigned to the Sacramento Air Logistics Center for 10 years prior to “moving on” to even greater levels of responsibility with the Department of the Air Force.

▲ Approximately 100 of us CAP to CAP team members were invited to attend an “Americans for Jobs and Growth” rally where we saw and heard President Bush speak about his plans for tax relief to get the

economy going and to create 1 million jobs by the end of 2004. It was quite an experience to be with 400-500 like-minded folks all cheering for tax relief for individuals and small business owners to get every American who wants to work “back on the job”.

▲ It was our pleasure to welcome Ms Illa Collin, Chair, Sacramento County Board of Supervisors to our offices in March for briefings about how we bridge the gap between small businesses and the government, and to escort her through the Defense Microelectronics Activity facilities at McClellan Park. It is always a positive thing to have those in leadership better understand the workplaces of those who live and work in the communities they serve. See front page article of her visit.

▲ Welcome to our latest employee, Jack Toney who has been appointed as Director of our Procurement Technical Assistance Center (PTAC)! Jack is a great addition to Team Technology. See feature article on page 6.

DMEA Plays Key Role in Smart Weapons

Continued from Page 1

Defense facility, however, DMEA has seen a continual increase in projects from other military services including the Army, Navy and Marine Corps. Other federal agencies, including the Department of Justice, National Aeronautics and Space Administration (NASA), Federal Aviation Administration (FAA), and National Oceanographic and Atmospheric Administration (NOAA) are now seeking help from DMEA. Having direct DoD funding allows DMEA to concentrate on finding the best and most economical solution to the projects it undertakes. The initial evaluation work is accomplished using Mr. Glum's in house technical staff and facilities. All options to complete the task are then provided to the Program Manager enabling him to choose which solution is best for his situation at the time.

Major defense contractors, including Raytheon and Boeing, are also using DMEA to solve microelectronics problems on new weapon systems, even before they become

operational. In addition, they oversee work with companies outside the United States including the United Kingdom's BAE Systems, via cooperative research and development agreements. Germany, Italy, Hungary and other NATO countries have asked DMEA for help in solving their country's military's DMSMS problems as well.

DMEA has a radiation test facility which is increasingly sought after by commercial businesses manufacturing parts for use in the space program. Businesses can utilize this facility on a noninterference basis to test products subject to gamma radiation. This facility is invaluable to small businesses since they can use it “only when needed” and can save the investment required to set up and maintain their own test facility.

As a partnership intermediary for DMEA, the staff at The Federal Technology Center arranges tours of the laboratory facilities for key community leaders who need to be aware that DMEA is a major economic engine in

the Sacramento area. Ms. Illa Collin, Chair, Sacramento County Board of Supervisors, learned during her visit on March 27, 2003, that the lab is a high tech drawing card for McClellan Park, the conversion of McClellan Air Force Base to private enterprise after the base was closed in 2001. DMEA is providing over 110 million dollars annually to the Sacramento economy.

DMEA is always looking to contract with small businesses as partners. They use a wide variety of companies including printed circuit board manufacturers, component packaging businesses, and numerous service providers. DMEA is also partnering with small businesses involved in research and development projects of interest to the DoD. In 2002, DMEA exceeded the DoD goal for utilizing small businesses by over 7%. For information about opportunities to work with DMEA either through contracts or cooperative research and development agreements (CRADA), contact Bill Vanden Bosch at Bill @TheFTC.org.

The Federal Technology Center presents...

SUPER SEMINAR

GET TO KNOW YOUR LOCAL GOVERNMENT AGENCY RESOURCES!
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The FTC hosts the first of a series of "Super Seminars" designed to bring small businesses closer to government agency business resources.

Confirmed presenters:

- US Small Business Administration (SBA)
- Regional Transit (RT)
- Service Corps of Retired Executives (SCORE)
- Carter & Zielke Certified Public Accountants (C&Z Inc.)
- Hillsdale Business Information Center (BIC)
- Sacramento Housing and Redevelopment Agency (SHRA)
- Business Environmental Resource Center (BERC)

Special Features:

- Marketing Workshop - *SCORE*
- How to Prepare for a Government Audit - *C&Z Inc.*
- Getting Started with Government Contracting - *The FTC*
- Hands-On Computer Lab on E-Commerce and Government Websites - *The FTC*
- Free Consultations with Counselors from SCORE, BERC, & C&Z Inc.

Don't miss this opportunity to meet so many agency resources from the local and federal government!

JULY 29, 2003
8:30 AM - 3:45 PM

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The FTC Links Businesses to Federal Labs

The Federal Laboratory Consortium for Technology Transfer (FLC) is a nationwide network of over 700 federal laboratories that provides the forum to develop strategies and opportunities for linking the laboratory technologies and expertise with the marketplace. The Federal Technology Center actively participates in the FLC and works to connect businesses with FLC Member Laboratories. The Federal Government puts more than \$100 Billion into research, development, testing, and engineering (RDT&E) each year

creating many resources that can be used by the business community. The FTC can connect business to major federal laboratories and centers, their parent departments, and their agencies. This connectivity can be very useful in helping individual businesses to leverage the labs resources to assist in their own RDT&E activities.

The global marketplace has never been more challenging. U.S. industry is facing more competition than ever before, and the need to speed product to market and cut

costs has never been greater. Through The FTC, many small and larger businesses are discovering the power of partnering with federal labs.

The FTC facilitates this technology transfer process, helps remove barriers that may be encountered, provides training, and keeps abreast of national initiatives that affect the technology transfer process.

If you are interested in participating in this process please contact Bill Vanden Bosch at (916) 334-9388 or bill@TheFTC.org.

Capability – A Marketing Essential

Congratulations to Red Barn Microwave!

When a company is new to government contracting, it is expected that there will be a lot of questions and constructive learning experiences along the way. What Tom Birks couldn't understand was why, with more than 35 years experience in electronics engineering, he couldn't get the Navy's attention regarding a part he'd previously manufactured for them, which they now stated was a "sole source" (only one company capable to provide the part) requirement. His company, *Red Barn Microwave*, was trying to get more information about the requirement, and kept running into dead ends. Then he remembered that The Federal Technology Center might be able to help and called one of our procurement counselors.

Our counselor provided Tom with two phone numbers – one for the Small and Disadvantaged Business Utilization (SADBU) Specialist at the agency, and the other contact was for the Competition Advocate. The phone call to the Competition

Advocate proved to be the key that opened the door for Tom. The Competition Advocate intervened for him by contacting the contracting officer that was responsible for the purchase at hand. When Tom was



Carol Bowyer, Business Outreach Specialist, provides one-to-one counseling for Tom Birks, Red Barn Microwave

able to provide his qualifications, demonstrate that the purchase didn't need to be sole source, and offer a much better price, he had the Navy's full attention. And

shortly thereafter, he also had a purchase order for **\$75,000**.

Mr. Birks gratefully says, "Thanks...it's nice to work with someone that actually does something!" Although he credits The FTC with turning around this procurement, we acknowledge that his success was very much the result of his persistence and capability to perform. The success of *Red Barn Microwave* once again illustrates how capability is the key ingredient to getting government contracts, however, marketing those capabilities to the right people is essential to making the government aware of your capabilities.

For more information about how The FTC PTAC is **your link to government**, contact us at 916-334-9388, or check our website at www.TheFTC.org.

“DEAR PTAC”

Dear PTAC:

How do I update my PRO-Net registration? I can no longer go straight through PRO-Net to access it, and CCR doesn't have all of the fields that PRO-Net does. - CB, Sacramento

For the fields that are listed in both Central Contractor's Registration (CCR) and PRO-Net, the best way to update your PRO-Net profile is by keeping your CCR profile updated. However, as you mentioned, there are some fields in PRO-Net that are not listed in CCR. And it is not easy to find where to update your PRO-Net database directly. But you can.

First, be aware that the CCR/PRO-Net administrators only want businesses who

are applying for a certification as a small business, HUBZone, 8(a) Business Development Programs, or small disadvantaged business to utilize this mechanism. If you go into PRO-Net and make changes to your profile inconsistent with what's listed in the CCR database, you will have trouble with both registrations.

That being said, here's how you do it. Go to the CCR website: www.CCR.gov. Then click on: "Update or renew registration using TPIN." (TPIN = Trading Partner Identification Number). Click "Yes" when you reach a security screen that asks if you want to proceed. You will reach a screen that says "CCR Update/Renew - TPIN Login." From that screen, you then want to click on "Update/Renew." You can then select "SBA

PRO-Net Registration" to update your PRO-Net Registration. You can then login using your DUNS number and your Confirmation Number (if you are still in the process of registering with CCR) or your TPIN Number (if you have already successfully registered in CCR.)

If you have followed the above instructions, and still need assistance, call our office at 916-334-9388 or SBA/PRO-Net at 202-205-7312. For more information on the recent changes to CCR and PRO-Net, see the "New: Change to CCR and PRO-Net" article in the December 2002 / January 2003 *GovLink Review* on our website, www.TheFTC.org, in the "Newsletter Archives" section.


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

FREE Courses and Seminars June-July 2003

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

June 3:  *“Contracting with the City of Sacramento,”* 9:00am to 12:00pm at the Rancho Cordova Business Information Center, 10665 Coloma Road, Suite 200 in Rancho Cordova. Call The FTC PTAC at (916) 334-9388 to register.

June 10: *“Negotiation Workshop,”* 9:00am to 12:00pm at the Folsom Chamber of Commerce, 200 Wool Street in Folsom. Call The FTC PTAC at (916) 334-9388 to register.

June 18: *“Small Disadvantaged Business (SDB) and 8(a) Programs,”* 8:30am to 12:00pm at the Hillsdale BIC, 5655 Hillsdale Blvd. Ste. 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

“Introduction to Federal Contracting,” 1:30pm to 4:30pm at the Hillsdale BIC, 5655 Hillsdale Blvd. Ste. 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

June 25: *“Introduction to Federal Contracting,”* 8:30am to 12:00pm at the Del Paso Business Information Center, 925 Del Paso Blvd. in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.


June 26: *“Introduction to Federal Contracting,”* 9:00am to 12:00pm at the Lincoln City Annex 580 6th Street in Lincoln. Call The FTC PTAC at (916) 334-9388 to register.

“Doing Business with the General Services Administration (GSA),” 1:30pm to 4:30pm at the Lincoln City Annex 580 6th Street in Lincoln. Call The FTC PTAC at (916) 334-9388 to register.

July 9: *“Introduction to Federal Contracting,”* 8:30am to 12:00pm at the Citrus Heights Career Center 7640 Greenback Lane in Citrus Heights. Call The FTC PTAC


at (916) 334-9388 to register.

July 15: *“Introduction to Federal Contracting,”* 7:30am to 10:30am at the Sacramento Metro Chamber of Commerce 917 7th Street in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

July 16:  *“Project Management for Small Business and Emotional Intelligence at Work”* 8:30am to 4:00pm at the Antioch Progressive Baptist Church, 7650 Amherst Street in Sacramento, Seminar by Mary Lyn Kagan, facilitated by The FTC. Call The FTC PTAC at (916) 334-9388 to register.

July 23: *“Contract Administration,”* 8:30am to 12:00pm at the Stockton Blvd. BIC, 4990 Stockton Blvd. in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

“Negotiation Workshop,” 1:30pm to 4:30pm at the Stockton Blvd. BIC, 4990 Stockton Blvd. in Sacramento. Call The FTC PTAC at (916) 334-9388 to register.

July 29:  *“Super Seminar – Get to know your local resources! And Bonus Marketing Workshop”* 8:30am to 3:45pm at the Hillsdale BIC, 5655 Hillsdale Blvd. Ste. 8 in Sacramento. Call The FTC PTAC at (916) 334-9388 to register. (Details on page 3)

July 30: *“Introduction to Federal Contracting,”* 8:30am to 11:30pm at the San Joaquin Delta College SBDC, 445 N. San Joaquin in Stockton. Call the San Joaquin Delta College SBDC at (209) 943-5089 to register.

“Small Disadvantaged Business (SDB) and 8(a) Programs,” 1:30pm to 4:30pm at the Central Valley Asian American Chamber 1045 N. El Dorado Street in Stockton. Call The FTC PTAC at (916) 334-9388 to register.

SAVE THESE DATES

Free Seminars For All Small Businesses

June 3:
• *Contracting with the City of Sacramento*

June 10:
• *Negotiation Workshop*

June 18:
• *Small Disadvantaged Business (SDB) and 8(a) Programs*
• *Intro. to Federal Contracting*

June 25:
• *Intro. to Federal Contracting*

June 26:
• *Intro. to Federal Contracting*
• *Doing Business with the General Services Administration*

July 9:
• *Intro. to Federal Contracting*

July 15:
• *Intro. to Federal Contracting*

July 16:
• *Project Management for Small Business and Emotional Intelligence at Work*

July 23:
• *Contract Administration*
• *Negotiation Workshop*

July 29:
• *Super Seminar – Get to know your local resources!*

July 30:
• *Intro. to Federal Contracting*
• *Small Disadvantaged Business (SDB) and 8(a) Programs*

TO REGISTER

- Call: **(916) 334-9388**
- Register online: www.TheFTC.org

New PTAC Director Selected



Jack Toney
Director, The FTC PTAC

In April, **Jack Toney** joined our award winning technology team to serve as the Director, Procurement Technical Assistance Center (PTAC). As Director, he is responsible for strategic planning, programming, and day to day activities. Jack will coordinate all aspects of the PTAC program as we increase our resources and our ability to reach, teach and counsel more of the over a million small business owners in the state of California

who would like to learn about contracting opportunities with government agencies at all levels: Federal, State, and Local.

Jack's work experience includes over 30 years of increasingly responsible positions in the United States Air Force with assignments in Texas, Panama, California, Virginia, and the Pentagon. For four years he was Mobilization Assistant to the Director of the Defense Logistics Agency (DLA), which is responsible for the worldwide logistics support to the military services and defense and civil agencies. At that time, DLA included the Defense Contract Management Command, which was responsible for contract management services for over **\$900 billion** in active contracts with **24,000 contractors**.

Jack's 30 years of civilian experience in California State government included the preparation of Requests for Proposals (RFPs), proposal evaluation, contract award and management of the contract for fiscal intermediary services for California's

\$10 billion Medicaid program. He was also responsible for preparing RFPs and conducting procurements for toxic clean-up, and was the contract officer for over 250 general acute care hospital contracts and some 50 sub-acute care facility contracts. He has managed large statewide offices and supervised multidisciplinary staffs of physicians, attorneys, nurses, pharmacists, analysts and support staff. He was responsible for licensing over 3000 health facilities in California, and has been Chief of both Policy and Operations for the Medicaid program. He also was responsible for licensing, fiscal and medical oversight of all of the health plans in California.

Contact Jack at **(916) 334-9388** or **Jack@TheFTC.org** to learn more about how you can work with him to become a partner of the PTAC to get training classes and counseling for businesses in your area.

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