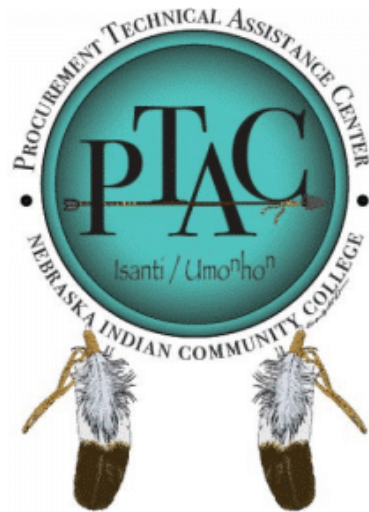


NICC PTAC August 2022 Newsletter

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Newsletter

August 2022



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Success Stories:



[Mia General Contracting](#) is a very successful 8a GC company. Going off of memory they are starting the 5th year of their 8a life. They are so successful that we were introduced to

we are introducing Mia GC to Tribal Corporation's new Service providers. The intent is to network Mia GC throughout our client base to discuss JV opportunities. That is what we have discussed and it will satisfy the Open Market Percentages.

The Pamunkey Indian Enterprises and FedTribe Collaboration

The mission of the [Pamunkey Indian Tribe and Reservation](#) is to conduct business in an ethical and honest manner and improve the lives of all Pamunkey Indians by offering best-value products and services to commercial and government customers, providing training and employment opportunities to Pamunkey Indians, and to ensure effective stewardship of our planet.



[FedTribe](#) has a mission to provide direct financial support for the Cultural Education and Natural Resource

Conservation of the Pamunkey Indian Tribe.

FedTribe is an 8(a) and Hubzone certified company that acts as a Value-Added Reseller specializing in IT, Networking and Communications technology for the Federal Government. FedTribe is able to capitalize on the advantages of being a 100% tribally owned SBA 8(a) certified Small Disadvantaged Business. Being certified as a Native American Tribal 8(a) company allows us to offer outstanding advantages to our clients including:

- 8(a) sole-source contracts as high as \$22 million may be awarded without Justification and Approval to Tribal 8(a)'s (up to \$100 million ceiling for Department of Defense)
- Sole Source awards cannot be protested

- Hubzone Companies may also receive sole-sourced awards
- Indian Incentive Program can rebate 5% to prime contractors on the total amount subcontracted to Indian Economic Enterprises (IEE)

Both of these clients have been introduced to us and they both are very successful Native Businesses looking to network. Opportunity is our goal to identify for these clients and create sub-contracting opportunities for the rest of our clients.

First Nation Distribution

Medical Equipment Supplied with Doctors in Mind

[First Nation Distribution](#) is a small Husband and Wife Native American Owned business. They distribute everything medical. They have had the good fortune to work with the Plummage Family with regard to DLA, the RES Conference in Las Vegas, BIA, and IHS Industry Day event. They helped to network with other Tribal PTACs for the benefit of First Nation when they were doing a marketing trip in the Southwest United States. We feel very fortunate to be working with them and they are truly role models that hard work and perseverance pay off. Customer Satisfaction is a given.



Capabilities Statement for
First Nations Distribution
A Small, Native American Owned Business

First Nations Distribution focuses on the healthcare field. As a small, husband and wife team, we work together with our customers to find you the products that you need to keep your facility on the cutting-edge of technology so your patients receive the best care possible using the best equipment available. Our business has a wide network of distributors that we work with to run your service unit. We are a full-service solution for your healthcare equipment needs.

Core Healthcare Equipment

- Full 3M Medical Line, including N95 Masks
- Imaging equipment such as CT Scanners, ultrasound solutions, X-ray, and MRI
- Patient monitoring products
- Dental equipment and supplies, including 3M
- UV-C disinfection equipment, featuring Xenex LightStrike Robot
- Bandages and wound care such as 3M Brand Tegaderm
- Braces and supports
- Surgical tools, supplies, and drapes
- Isolation gowns, caps, shoe covers
- Moisture barrier film, such as Cavilon
- Exam room furniture, hospital beds, and privacy curtains
- Laboratory equipment and supplies
- Wander management solutions
- Housekeeping supplies / paper products

Core Healthcare Providers

- FujiFilm, Americas
- 3M Medical & Dental
- Brasseler Dental Equipment
- Xenex
- ICP Medical
- Medline
- Medify Air
- McKesson
- DonJoy
- Fujitsu
- TrippLite
- NEC
- Acer
- Ergotron
- Micro Focus
- Zebra

Differentiators

- The only full-line Native American distributor for 3M Medical and FujiFilm Healthcare, Americas
- Experience working on contracts ranging from county to federal level
- We work with requests to provide a competitive quote
- Offering solutions from large diagnostic imaging systems to IT solutions such as cloud-based applications to laboratory test tubes

Company Data

DUNS Number: 080778080
CAGE Code: 7XB84
Derrick Plumage, CEO
Derrick Plumage, Point of Contact
285 South 68th Street Place, Suite 325
Lincoln, NE 68510
(402) 580-4478
www.firstnationsdistribution.com
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info@firstnationsdistribution.com

NAICS Codes

Primary: 339112	325411	325412
334111	334112	337214
339113	339114	423450
424210	443142	446199
511130	511210	

Tip of the Month:

How long does it take to have your business certified/verified (i.e., 8(a), WOSB, SDVOSB, HUBZone, etc.)? The answer: it depends.

Government websites promise to have your business certified/verified in 90 days or less. However, this timeframe is based on two major assumptions:

1. The agency deems your application "complete."
2. There are no unforeseen circumstances (e.g., government shutdown, changes in the certification/verification process, or an unusually high number of applications) that can delay the process.


Here are a few suggestions to help you get through the certification/verification process as quickly as possible.

1. **Meet with your PTAC counselor.** Before you get too far off track, talk to your PTAC counselor. They are likely to have great insights and helpful advice based on the experience of working with hundreds of small businesses seeking the same certification/verification as you.
2. **Prepare well.** Ninety percent of your ability to get through the certification/verification process on your first try depends on your preparation.
3. **Seek legal advice (if needed).** If you have partners in your business, it would be wise to have an attorney versed in federal contract law review your corporate documents. Then, if any flags pop up or "ownership and control" issues arise, you can get them corrected before submitting your application.
4. **Know special requirements for married couples.** If you're married, ensure you understand the special provisions applicable to married couples.
 1. If you live in a community property state (here's a [list of community property states](#)), you may have to submit a transmuting agreement. [Click here](#) for a transmuting agreement template.

property state." It would help if you also upload a digitized printout of a list of community property states and a document confirming that you don't live in one. Providing such proof would help alleviate questions in a reviewer's mind and thus get you closer to the finishing line.

5. **Get organized.**

1. Find and download the list of documents required for submission that apply to your specific entity type (e.g., a sole proprietor, LLC, C Corp, etc.). These lists are available for download on the applicable certification websites.
2. Digitize these documents by scanning them individually because you'll need to upload different documents to different sections of the portal. A software tool such as Adobe PDF, Small PDF, or ABBYY may come in handy if you need to combine two or more documents for uploading to the portal.
3. As you digitize your documents, ensure that you name each file and save them in a folder labeled "certification documentation" on your computer, or better yet, in a cloud service like Google Drive or Dropbox. It may also be helpful to organize your certification files into subfolders, as shown below:

 [1.1 License](#) [1.2 Resumes](#) [2.1 Tax 1040](#) [2.3 K1](#) [2.5 Payroll](#) [2.6 Signature Cards](#)

6. **Watch your email.** After submitting your documents, check your email for any correspondence from the agency. You can create a filter in your email to ensure any relevant communication lands in your primary inbox. If the agency requests additional documentation or information, you should send it as quickly as possible to prevent delays in your application's processing.

7. **Get help.** We mentioned this earlier, but it is worth reiterating. There may be many questions or regulations applicable to your certification/verification that you don't understand. Don't guess! Call or email your PTAC counselor if you are unsure of anything.

A special tip for veterans. Check out the article below in the recommended readings section titled "VA-to-SBA Certification Transfer: What Veteran-Owned Businesses Should Know." Due to unknowns in the big transition next year, we are urging all veterans to go through the [VA's verification process](#) now to avoid potential delays as the SBA takes over the verification/certification process.

We are now four months into the Government's big DUNS to UEI transition, and [this recent article](#) highlights contractors' growing frustrations. However, the article does not address all issues. For example, if you are having problems registering in SAM.gov or updating your SAM registration, remember that your PTAC counselor can help you.

On a separate note, if you are trying to update your SBA profile, the bridge link that usually takes you from the SAM update to your SBA profile is not active (at the time of this writing). When this is the case, you can go directly to the SBA's General Login System to request access. [Click here](#) to read a helpful article on the Govology blog that outlines the process for doing this.

Govology Webinars

*Please use the new code **2202NICC** when registering for Govology webinars*



How to Effectively Utilize REAs and Claims on Federal Contracts

Date: August 4, 2022

Time: 1:00 pm EDT

Presenter: Maria Panichelli, McCarter & English

[Click Here to Learn More](#)

Debunking SBIR Myths: Strategies to Protect and Optimize the Value of SBIR Program Authorities



Presenter: Jeff Cuskey, Cuskey GOVCON Consulting & Expert Witness Services

[Click Here to Learn More](#)



Understanding the Service Contract Labor Standards

Date: August 11, 2022

Time: 1:00 pm EDT

Presenter: Sheri Buchanan, Redstone Government Consulting, Inc.

[Click Here to Learn More](#)



How State Certifications Like W/MBE Can Result in Federal Dollars

Date: August 16, 2022

Time: 1:00 pm EDT

Presenter: Matthew Moriarty, Schoonover & Moriarty LLC

[Click Here to Learn More](#)



Procurement Readiness and Doing Business with the Department of the Navy

Date: August 17, 2022

Time: 1:00 pm EDT

Presenter: Jimmy Smith, Director, Office of Small Business Programs, Department of the Navy

[Click Here to Learn More](#)



Date: August 18, 2022

Time: 1:00 pm EDT

Presenter: Joshua Frank, RSM Federal

[Click Here to Learn More](#)



Still a Game Changer: The SBA Mentor-Protégé Program (2022 Update)

Date: August 30, 2022

Time: 1:00 pm EDT

Presenter: Shane McCall, Koprince McCall Pottroff LLC

[Click Here to Learn More](#)

Recommended Readings:

VA-to-SBA Certification Transfer: What Veteran-Owned Businesses Should Know

Effective January 1, 2023, the SBA will replace the VA as the agency certifying veteran-owned small businesses and service-disabled veteran-owned small businesses for federal contracts. While this might sound like a mere administrative change, it's much more. [Click here](#) to learn what VOSBs and SDVOSBs should know about the pending transfer—and how to prepare.

Agency-Specific Small Disadvantaged Business Goals Now In Effect

In an under-the-radar change, federal agencies are now working under agency-specific

2025. [Click here](#) to read the full article.

Deadline Not Clear for Covered Contractors to Register and Certify Affirmative Action Program Compliance in New OFCCP Contractor Portal

The Office of Federal Contract Compliance (“OFCCP”) in the Department of Labor recently launched a new contractor portal to track Affirmative Action Program (“AAP”) compliance by covered contractors. Originally, covered contractors had to certify AAP compliance by June 30, 2022. However, there have been some discrepancies in the OFCCP contractor portal concerning the inclusion of contractor establishments of less than 50 people. [Click here](#) to read the full article.

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(Coverage Area: Omaha Indian Reservation)

Address (Santee Campus):

415 North River Road
Niobrara, NE 68760
(Coverage Area: Santee Sioux Indian Reservation)

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