



Newsletter

September 2022

[Share](#)[Tweet](#)[Forward](#)[Share](#)

Announcement:

NICC PTAC Client Quarterly Surveys will be sent out by email soon! Your quick response would be greatly appreciated by our team.

Success Story:

We would like to acknowledge Tami Hansen owner and president of Carington Home Safety. Tami has been the first NICC PTAC client to open discussions to provide services to the Federal Government with another non-



Development Center (NBDC). The Program Manager from NBDC, Veronica Doga, called our NICC PTAC team and inquired if there were any NICC PTAC clients that might be interested in a teaming arrangement for one of their clients. This arrangement was for the companies to continue to provide their products to the Department of the Interior. This request was in response to the Buy Indian Act which took effect in April of this year. Internally, our team had the conversation to brainstorm which of our clients might be interested in an opportunity like this and Mrs. Hansen immediately came to mind. Our PTAC team was asked to attend the initial meeting between the two company owners. These initial conversations went very well and to date, I believe their number of responses to RFQs is at a total of ten. Opportunely, they received their first award in August 2022 as a joint

venture teaming agreement! Tami is a star and a pleasure to have as a client. She is open, helpful, and supportive of the NICC PTAC and our other clients' success.



Capability Statement

An Authorized Reseller & Partner with Data Power Technology Group:
Providing Critical Infrastructure Solutions for Data Center and Software Monitoring
for facility equipment.

Profile: Carington Home Safety, Inc.

- Native American Owned
- 100% Woman Owned
- Small Business
- Disadvantaged
- IEE – Indian Economic Enterprise
- ISBEE – Indian Small Business Economic Enterprise

Contact Information:**Tami Hansen**

Phone: 402-630-8010

Email: thansen@caringtonhomesafety.com

Address: P.O. Box 4, Springfield NE 68059

Computer Room &

EIN: 27-2876607
CAGE: 77KA3
NAICS: 541519, 334112, 423430
DUNS: 02-0627442

Critical Facilities

A solutions provider for critical facilities, supplying quality equipment and offering valuable expertise.

Software

Developers of a cloud-based IOT platform that provides full monitoring, artificial intelligence and analytics for equipment.

CRITICAL LABS

Cloud based infrastructure monitoring and alerting.

VERTIV

UPS, Surge Suppression, DCIM, Precision Cooling

"

- SERVERS
- ROUTERS
- CRAC UNITS
- RACKING TECHNOLOGY
- TRANSFORMERS
- SURGE PROTECTION
- DATA CENTER RAISED FLOOR SYSTEMS
- EDGE SENSORS
- CABLES
- MONITORING SOFTWARE
- NETWORK SWITCHES
- Vertiv

Software Monitoring

- DETECT ISSUES BEFORE THEY HAPPEN
- SINGLE DASHBOARD
- MAINTENANCE REPORTS
- ANALYZE DATA
- COLLABORATE
- GET ALERTS
- REPLACE PARTS
- REPOSITORY FOR EQUIPMENT

*Authorized Reseller and Partner of Data Power Technology Group

CHS – A 100% Native American Woman Owned Small Business

Tip of the Month:

Minimizing Size & Status Protest Risks

such as woman-owned and service-disabled veteran-owned small businesses, a competitor could file a protest with the U.S. Small Business Administration (SBA) challenging your eligibility.

Contrary to a common misconception, a protester need not prove that you're ineligible. Instead, the protester merely must provide some evidence that you may not qualify as a small business, woman-owned business, and so on. Once the protester clears that hurdle, it's up to you, as the protested business, to prove to the SBA that you're eligible.

Your PTAC counselor can help ensure you meet all the requirements, but even so, defending a size or status protest can be time-consuming, costly, and stressful. It's far better not to face a protest in the first place! Here are a few tips to help minimize the chances that a competitor will choose to file an SBA size or status protest against your award.

1. Attend to Your SAM Profile

When your competitors are deciding whether to file a protest, they'll do their research—and one of the first places they'll turn is SAM. Make sure that your SAM profile doesn't include any information that could call your eligibility into question.

For example, if you're a woman-owned small business, don't list men as the only points of contact in SAM. Likewise, if you're a service-disabled veteran-owned small business, be sure that the veteran is listed as a POC.

After you've given your SAM profile a once-over, do the same with your SBA Dynamic Small Business Search profile and any other publicly-available government profiles (like those for contracts such as SeaPort-e).

2. Update Social Media Profiles

You might be surprised how often social media accounts—particularly LinkedIn accounts—are used as evidence in size and status protests. Pretend you're a competitor and review your social media accounts from that perspective. Is there anything a competitor could use—even if it's wrong or outdated—to challenge you?

For instance, if you're the owner of a service-disabled veteran-owned small business, but your LinkedIn profile is outdated and still shows you as a current employee of another company, a competitor may use that as evidence

3. Review Your Website

Competitors thinking about a protest will be all over your website like the proverbial white on rice. So, put yourself in their shoes and consider tweaking anything that could suggest you're ineligible. For example, some small businesses post lists of "partners," usually a list of larger and better-known companies they work with. Protesters sometimes use these lists to claim affiliation with the "partner" companies. (If this sounds silly, remember: a protester doesn't have to prove that you're ineligible, just provide the SBA with some evidence that could suggest it).

4. Pull Your Dun & Bradstreet Profile

Sometimes, potential protesters will obtain your Dun & Bradstreet (D&B) profile, which could include outdated or inaccurate information suggesting you're ineligible for a contract. Beat your competitors to the punch by pulling your own D&B profile and working with Dun & Bradstreet to address any errors.

Doing so has a potential second benefit: even though a DUNS number is no longer required to register in SAM, contracting officers may still obtain D&B profile data as part of their responsibility reviews. [Click here](#) for a sample Supplier Evaluation Report through D&B to see what information contracting officers will find when they pull your D&B report.

5. Search for Yourself

This doesn't mean searching for yourself in a mystical, finding-your-true-self way. Rather, it means firing up your favorite search engine and seeing what happens when you plug in your company's name. After all, that's exactly what your competitors will do when considering a protest.

You may be surprised to find other websites with outdated or inaccurate information about your company. As with the D&B profile, it's wise to do what you can to fix these errors before your competitors find them.

How are small businesses doing in the federal government marketplace? The Small Business Administration recently released its 2021 Procurement Scorecard, and the news is a mixed bag. On the plus side, the government spent a record-breaking \$154 billion on contracts with small businesses, representing more than 27% of prime contracting spending. However, the government failed to meet its goals for HUBZone and Woman-Owned Small Business contracting, and the overall number of small businesses selling to the government declined by nearly six percent. [Click here](#) to read more about the 2021 Procurement Scorecard.

In separate news, the SBA has streamlined its Surety Bond Guarantee program to make it easier for small businesses to obtain bonding on construction projects. For many small businesses in the construction industry, the difficulty of obtaining adequate bonding can present a significant roadblock to success in the federal marketplace. The SBA's guarantee program eases this burden and is well worth a look by small businesses. [Click here](#) to read the SBA's final rule streamlining the program, and [click here](#) to visit the SBA's official Surety Bond Guarantee Program site.

If you would like to know more about how programs like small business certification or the SBA's Surety Bond Guarantee Program can help construction companies sell to the federal government, be sure to schedule some time to talk with your PTAC counselor.

PTAC Events

Nebraska Business Development Center Meet the Buyers Conference

Date: October 18-20, 2022

Time: 8:00 a.m. – 4:30 p.m.

Location: Hampton Inn & Suites, Scottsbluff, NE

[Click here to register](#)

Meet the Buyers Scottsbluff is a three-day government contracting experience for businesses to advance their contracting knowledge, connect with other business owners, and network directly with agency representatives. Register now for the opportunity to market your product/service to this network.

Meet the Buyers Conference

[UNO](#) / [College of Business Administration](#) / [Nebraska Business Development Center](#) / [Government Contracting](#) / [Meet the Buyers Conference](#)

MEET THE BUYERS
GOVERNMENT CONTRACTING CONFERENCE
Scottsbluff
October 18 - 20

nbdc
PROCUREMENT TECHNICAL ASSISTANCE CENTER

Meet the Buyers Scottsbluff is a three-day government contracting experience for businesses to advance their contracting knowledge, connect with other business owners, and network directly with agency representatives. Register now for the opportunity to market your product/service to this network.

[REGISTER TODAY](#)



Why Should You Attend Meet the Buyers?



Contact Us

200 Mammel Hall
6708 Pine Street
Omaha, NE 68182

Main: 402.554.NBDC (6232)

Secondary: 402.554.6270

NEBRASKAPTAC@unomaha.edu

ptac.unomaha.edu

Govology Webinars

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



Setting up Your QuickBooks Pro for DCAA Compliance (3-Part Series)

Date: September 6-8, 2022

Time: 1:00 pm EDT

Presenter: Jenny Clark, Solvability

[Click Here to Learn More](#)



Pricing Data

Date: September 13, 2022

Time: 1:00 pm EDT

Presenter: Jeff Cuskey, GOVCON Consulting & Expert Witness Services

[Click Here to Learn More](#)



Size and Status Protests: Eligibility, Bases, and Processes

Date: September 14, 2022

Time: 1:00 pm EDT

Presenter: Maria Panichelli, McCarter & English

[Click Here to Learn More](#)



Top 21 Legal Mistakes in Government Contracting

Date: September 15, 2022

Time: 1:00 pm EDT

Presenter: Shane McCall and Nicole Pottroff, Koprince McCall Pottroff, LLC

[Click Here to Learn More](#)



Efficient Cash Flow Tracking and Planning for Your Government Contracts – Part III

Date: September 20, 2022

Time: 1:00 pm EDT

Presenter: Teresa Moon and Denyse Cognetta, Parabilis

Recommended Readings:

Back to Basics: Veteran-Owned Small Business and SDVOSB Eligibility

Qualifying as a veteran-owned small business or service-disabled veteran-owned small business can be enormously beneficial to a federal government contractor. But the programs' requirements can appear complex and confusing. This article breaks down the basics of these important programs in plain English. [Click here](#) to read the full article.

New SBA Rule Enhances Past Performance Opportunities for Small Businesses

For small businesses new to the federal marketplace, past performance can seem like a chicken-and-egg puzzle: it can be difficult to win a contract without past performance, but impossible to get a past performance rating without a contract! Fortunately, a new SBA rule eases the burden on small businesses by broadening the scope of information that a small business can submit to demonstrate its past performance. [Click here](#) to read the full article.

About Nebraska Community College PTAC:

Address (Macy Campus):

1111 Hwy. 75/P.O. Box 428

Macy, NE 68039

(Coverage Area: Omaha Indian Reservation)

Subscribe

Past Issues

Translate ▼

RSS

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

E-mail us: PTAC@thenicc.edu

Copyright © 2022 Nebraska Indian Community College PTAC, All rights reserved.

Want to change how you receive these emails?
You can [update your preferences](#) or [unsubscribe from this list](#)

