



July 2023 Newsletter



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Announcement

Message from Michael Channell:

GSA has several opportunities and information that we would like our clients to be aware of for their business development. Below are listed some examples of opportunity:

Symphony Training

PSHC will be using the [Symphony Procurement Suite](#), which is also referred to as the OASIS+ Submission Portal (OSP), for proposal submission and evaluations. A recorded Symphony proposal submission training will be posted on SAM.gov in the coming weeks. The training provides instructions on how to use the OSP to respond to the OASIS+ solicitation(s). The OSP allows offerors to build proposal responses and see a projected live score throughout the process.

👉 Note that the “submission” feature will be enabled after the Q&A period closes, all answers have been published, and any amendments are made to the RFPs. This will ensure you are responding to the final RFPs. Check back on this forum for any training updates. If you have registration issues or require Symphony system support, please contact client.support@apexlogic.com.

Where can I Submit Final RFP Questions?

- The OASIS+ Contracting Officers are the sole point of contact for all questions under this solicitation.
- Offerors must submit all questions regarding the solicitation via the OSP by 4:00 p.m. Eastern Time on July 6, 2023. Solicitation questions not submitted via the OSP will not be answered.
- GSA reserves the right to publicly discuss and publish, or simply consider, questions and comments regarding the RFP. Answered questions will be made available on SAM.gov.
- Finally, if you have general questions or feedback, please email OASISplus@gsa.gov. To prevent duplication, we request that you use only one method per feedback or question.

Draft RFPS Industry Q&A

As a reminder, PSHC posted a portion of the questions and answers in response to the first draft RFP on [March 6](#). The remaining Q&A and an OASIS, MAS, and OASIS+ Comparison Matrix were posted on [March 14](#). If you have not already done so, please follow the links to access the associated spreadsheets in order to review the extensive Q&A. Caution: Draft RFP Q&A does not reflect changes made to the Final RFP since March 14. Draft RFP Q&A should not be relied upon, but may be helpful to some offerors. Formal Solicitation Q&A will be accomplished in accordance with Section L.3.5.

👉 Consider joining the [OASIS+ Interact Community](#) to stay updated on this contract program and access related resources. Updates are also shared via PSHCs social media channels [Twitter](#) and [LinkedIn](#). Follow us!

🔥 **OASIS+ program final RFPs Released!**

Our colleagues in the Office of Professional Services and Human Capital (PSHC) have released the final Requests for Proposals (RFPs) for six contracts that encompass the OASIS+ program this week! This marks the final step in the acquisition phase of standing up the next generation best-in-class multi-agency contracts for complex non-Information Technology (IT) services. Details about the final solicitations posted yesterday on SAM.gov, and important upcoming events are shared below. Please spread the word!

Final RFPs

The six final solicitations include the following set-asides and unrestricted contract opportunities:

- [Total Small Business](#) (SB)
- [SBA-Certified 8\(a\)](#) SB
- [SBA-Certified HUBZone \(HZ\)](#) SB
- [SBA-Certified Service-Disabled Veteran-Owned SB](#) (SDVOSB)
- [SBA-Certified Women-Owned SB](#) (WOSB)
- [Unrestricted](#)

The final solicitations include a [cover letter](#) that highlights parts of the RFPs and provides guidance on how to navigate the RFPs. It has information about when specific functionality for submissions will be enabled in the system for proposal submission, and references a Frequently Asked Questions (FAQs) document ([Attachment A](#)).

Pre-proposal Conference

An optional pre-proposal conference will be recorded and released on SAM.gov and posted to this OASIS+ Interact Community Page shortly after the final RFPs are posted to provide an overview of the OASIS+ RFPs. This conference will not introduce new information that is not already in the RFPs. Details on accessing the recording will be provided through this announcement in the coming days. Following Q&A, the OASIS+ team may issue supplemental short video releases to target frequently asked questions or areas that require additional explanation. Industry is encouraged to review the cover letter and the pre-proposal conference to get a solid overview and see answers to commonly asked questions prior to reading the RFPs in their entirety. Proposals are due no later than 4:00 p.m. ET on September 13, 2023.

Tip of the Month

The Importance of Timely SAM Renewals

Most federal government contractors understand that they must have an active registration in the System for Award Management (SAM) on the date they submit a proposal to the

government and the date the contract is awarded. But what happens if, between these two dates, the contractor's registration lapses? A recent decision by the U.S. Court of Federal Claims has some answers – and they underscore the importance of timely renewing SAM profiles.

The Court's decision in [*Myriddian LLC vs. United States*](#) involved a solicitation issued by the Department of Health and Human Services for assistance with the coding of Medicare and Medicaid Claims. The solicitation included the clause at [FAR 52.204-7](#), which states, in relevant part, that an offeror "is required to be registered in SAM when submitting an offer or quotation, and shall continue to be registered until time of award, during performance, and through final payment" under the contract.

Cloud Harbor Economics, LLC submitted a proposal on November 21, 2022. On February 2, ten days before its SAM registration was due to expire, Cloud Harbor filed to renew it. Unfortunately for Cloud Harbor, the renewal was not processed in time. On February 12, the registration lapsed. On March 1, 2023, Cloud Harbor's registration finally renewed and became active again. On March 9, the government announced that Cloud Harbor was the successful offeror.

A competitor, Myriddian, LLC, filed a bid protest with the U.S. Court of Federal Claims. Myriddian contended that Cloud Harbor was ineligible for award because it had not complied with the portion of FAR 52.204-7 that requires the offeror to "continue to be registered" from the date the proposal is submitted through the date of award. Myriddian asked the Court to enter an injunction prohibiting the agency from proceeding with the award to Cloud Harbor.

The Court held that Cloud Harbor "violated the plain language of FAR 52.204-7" when its registration lapsed for 17 days between the time it submitted its proposal and the date of award. The Court wrote that requirements of FAR 52.204-7 are mandatory and that an agency has no discretion to waive them. The Court entered a preliminary injunction, ruling that Myriddian would be likely to succeed on the merits when the full bid protest process plays out.

The result in *Myriddian* may seem harsh or even unfair. After all, Cloud Harbor tried to renew its registration before it expired. But in recent months, many SAM registrations and renewals have taken considerably longer than ten days to process. Cloud Harbor waited until too late to initiate the renewal process, and – whether it seems fair or not – may pay the price by forfeiting its contract.

Cloud Harbor is hardly alone; many contractors wait until close to the last minute to renew their SAM registrations. As the *Myriddian* case demonstrates, such an approach can be fatal. It's wise to initiate the renewal process 60 or even 90 days before expiration to be on the safe side.

NICC APEX Accelerator News You Can Use

Final SBA Rule Adds Teeth to Subcontracting Limitations

The SBA has issued a final rule implementing "real, negative consequences" for companies that fail to comply with the limitations on subcontracting for small business and socioeconomic contracts. Under the new rule, a contractor will receive a negative past performance rating for violating the limitation on subcontracting unless it can prove that the violation was not its fault. [Read more about the new rule here](#). If you are confused about how limitations on subcontracting apply to your business or not sure how to maintain compliance, schedule a meeting with your APEX Accelerator Counselor. For additional information, we've also included links to Govology blog articles covering the various industries impacted by limitations on subcontracting. Click below to read those that apply

to your industry, and if you want a deeper dive, check out Govology’s on-demand course “[Limitations on Subcontracting: A Step-by-Step Compliance Guide](#).”

- [Limitations on Subcontracting for Service Contractors](#)
- [Limitations on Subcontracting for Construction Contractors](#)
- [Limitations on Subcontracting for Manufacturers](#)
- [Limitations on Subcontracting for Non-manufacturers](#)

APEX Accelerator Events

2023 Federal Acquisition Service (FAS) Industry Partner Symposium

Date: July 19, 2023
Time: 9:30am EST – 5:00pm EST
Format: Virtual, live event
[Click here to register](#)

Join FSA to learn how to do business with the federal government!

GSA’s federal marketplace has over \$84 billion of products, services and solutions that help federal agencies achieve their mission while saving taxpayer dollars.

On July 19, you’ll get insights, guidance and tools that will help you receive and manage a government contract - whatever your level of experience. [Register now!](#) (*Note: GSA has contracted with Breck, Inc. and will be utilizing their services and platform to support this virtual conference.*)

Objectives

- Understand how your business can get started selling to the government and how to navigate procurement tools.
- Gain a better understanding of the market, how to research opportunities, and improve capabilities statements.
- Learn how we are diversifying our supply base.

Tracks at a glance

No matter what track you’re on, we’ll cover key points targeted to your concerns!

We’ll also address how we’re expanding and diversifying our supply base; we’ll explain the upcoming opportunities.

Track 1: Prospective Small Business — Wondering if the federal government is the right marketplace for your small business? Find out how to decide and how easy it is to get started. We’ll help you find out if you’re the right fit, and how to get started.

Track 2: New Contract Holders — Wondering what to do first, or next? We’ve got you covered: we’ll explain how to market, find opportunities, present your case, compete, and understand ALL our acronyms: RFI, RFQ, RFP.

Track 3: All Industry — Wondering how to navigate policies and procedures? We’ve got the answers for you: procurement tools, pricing updates, modifications processing, and teaming possibilities. Bring us your questions.

What to expect

Senior Executive Panel: Hear from Government Executives on growing a diverse resilient government marketplace.

Virtual Networking: Connect with experts and industry leaders. Meet one-on-one for tailored advice. Build new relationships, broaden your perspectives and find ways to solve problems with other acquisition professionals and contract holders. Talk to your peers and learn from their ideas and experiences.

Exhibit Floor: Experts can advise on how to solve your critical priorities. Get answers about various GSA websites and tools industry pros use to find business opportunities, manage their contract, and bid on procurement requests.

USAspending.gov for Native-Owned and Tribally Owned Businesses

Date: Wednesday, July 12, 2023

Time: 10:00am – 11:00am CDT

Format: Virtual – Zoom platform

[Click here to register](#)

The Nebraska Indian Community College APEX Accelerator (formerly known as PTAC) is happy to co-host the USAspending.gov for Native-Owned and Tribally Owned Businesses webinar for our clients.

Join us on July 12th at 10:00 AM Central Time for an informative webinar led by Aubrey Salazar, Business Development Specialist at the United States Small Business Administration, Kansas City District Office. In this session, you will gain valuable insights into conducting effective searches for federal awards specifically tailored to Native-owned firms and Tribally owned firms. Aubrey will guide you through several common searches that will assist you in identifying agencies and departments within these agencies that have previously procured your goods and services. Topics covered will include searches based on time periods, locations, recipient types, North American Industry Classification System (NAICS), subawards, downloading your data, and accessing resources such as USAspending reference materials and training videos. Don't miss this opportunity to enhance your understanding of federal award opportunities and maximize your business prospects.

Points of contact: Aubrey Salazar, 816-426-4919, or aubrey.salazar@sba.gov or Heather Larsen at HLarsen@thenicc.edu.

About the presenter: Aubrey Salazar joined the U.S. Small Business Administration (SBA) Kansas City District Office in July of 2021 as a Business Development Specialist. Ms. Salazar co-manages the 8(a) Business Development Program for the District Office and helps entrepreneurs and small business owners find local assistance through SBA Resource

Partners. She has enumerated the benefits and eligibility requirements of SBA programs and certifications to the public at-large over the past two years, which includes outreach to Federal agencies, local organizations, small business owners and entrepreneurs. Her background includes a large cross-section of industries, and more recently comprises her work as a Federal contractor with a major prime defense company. Ms. Salazar has strong past performance in analytics, facilitation, configuring business processes, and task order management.





NEBRASKA INDIAN
COMMUNITY COLLEGE
APEX ACCELERATOR



WEBINAR:
**USASPENDING.GOV
FOR NATIVE-OWNED
AND TRIBALLY
OWNED BUSINESSES**

ABOUT THE WEBINAR:

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REGISTER AT:

<https://niccptac.ecenterdirect.com/events/119>

CONTACT FOR MORE INFO:



HLARSEN@THENICC.EDU



DATE

Wednesday, July 12, 2023



TIME

10:00a.m. – 11:00a.m. CDT



LOCATION

Virtual – Zoom platform

ABOUT THE PRESENTER:

Aubrey Salazar joined the U.S. Small Business Administration (SBA) Kansas City District Office in July of 2021 as a Business Development Specialist. Ms. Salazar co-manages the 8(a) Business Development Program for the District Office and helps entrepreneurs and small business owners find local assistance through SBA Resource Partners. She has enumerated the benefits and eligibility requirements of SBA programs and certifications to the public at-large over the past two years, which includes outreach to Federal agencies, local organizations, small business owners and entrepreneurs. Her background includes a large cross-section of industries, and more recently comprises her work as a Federal contractor with a major prime defense company. Ms. Salazar has strong past performance in analytics, facilitation, configuring business processes, and task order management.

Govology Webinars

*Please use the new code **20NICC23** when registering for Govology webinars.*



**Compliant and Effective Teaming
Agreements, Joint Ventures & Subcontracts –
3-Part Series (2023 Update)**

Dates: July 11, 12, and 13, 2023

Time: 1:00 pm EDT

Presenters: Nicole Pottroff and John Holtz, Koprince
McCall Pottroff LLC

[Click Here to Learn More](#)



**Hiring a Strong Business Developer – How
Any Company Can Hire Superstars (2023
Update)**

Date: July 18, 2023

Time: 1:00 pm EDT

Presenter: Joshua Frank, RSM Federal

[Click Here to Learn More](#)



Evolving DoD Contractor Cybersecurity Requirements (2023 Update)

Date: July 19, 2023
Time: 1:00 pm EDT
Presenter: Adam Austin, Totem Technologies

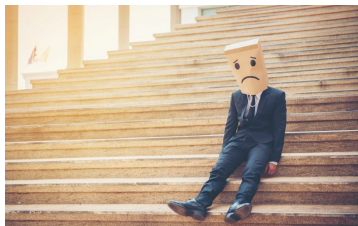
[Click Here to Learn More](#)



An Introduction to Government Small Business Certifications (2023 Update)

Date: July 25, 2023
Time: 1:00 pm EDT
Presenter: Steven Koprince, Govology

[Click Here to Learn More](#)



Suspensions, Debarment and Related Ethical Issues for Federal Contractors

Date: July 27, 2023
Time: 1:00 pm EDT
Presenter: Maria Panichelli, McCarter & English

[Click Here to Learn More](#)

Recommended Readings

COFC Confirms: Mentor-Protege JVs from the Same Mentor Can’t Bid Against Each Other

Joint ventures under the SBA’s Mentor-Protege program are a popular way of pursuing federal contracts, including large governmentwide acquisition contracts like the CIO-SP4 and Polaris vehicles. Although a single mentor is allowed to have up to three concurrent proteges, a recent decision by the U.S. Court of Federal Claims confirms that two joint ventures from the same mentor cannot bid against each other. [Read more about the decision here.](#)

Fake Solicitation Highlights Growing Attacks Against Federal Officials

As if government contracting wasn’t complex enough already, contractors should know about a new scam – fake federal solicitations. [Read more about the scam here.](#)

***About Nebraska Indian Community College
APEX Accelerator:***

Address (Macy Campus):
1111 Hwy. 75/P.O. Box 428
Macy, NE 68039
(Coverage Area: Omaha Indian Reservation)

Address (Santee Campus):
415 North River Road

Niobrara, NE 68760
(Coverage Area: Santee Sioux Indian Reservation)

E-mail us: APEX@thenicc.edu

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