

October 2010

Issue 5



PARTNERS IN CONTRACTING CORPORATION

PARTNER TALK



Historically Underutilized Small Business (HUSB) Organization Announce Tools for Progress V Event

Tools for Progress V is a training and outreach matchmaking event sponsored by the Historically Underutilized small Business (HUSB) Organization www.husb.org of Indiana.

The purpose of the event is to bring together HUSB and large corporations and government agencies for the purpose of business development and contract opportunities to increase supplier diversity and subcontracting opportunities for HUSB's.

The organization consists of volunteers from large corporations and government agencies from Central Indiana who represent sourcing, procurement and supplier development professionals whose goal is to help the development of Historically Underutilized small Businesses (HUSB).

HUSB's are: small businesses, 8 (a) small businesses, veteran owned small business (VOSB), service disabled veteran owned small businesses (SDVOSB), small disadvantaged businesses (SDB), women owned small businesses (WOSB),

HubZone small businesses (HUBZone), disadvantaged small businesses (DBE), women business enterprises (WBE), minority business enterprises (MBE).

Corporations and government agencies who are currently participating in the HUSB organization are: City of Indianapolis, Clarian Health, Cummins, Duke Realty Corp., Lilly, Gaylor, Hunt Construction, Indiana Department of Administration, Indiana Department of Administration, Indiana Minority Supplier Development Council, Indiana University, Indiana University Purdue University, Indianapolis Public Library, Rolls Royce, Indianapolis Public Schools, Purdue University, Raytheon, Indianapolis Airport Authority, Roche Diagnostic, U.S. Small Business Administration.

Why is this event important? It provides an opportunity for HUSB to talk face to face with people who are responsible for buying goods or services for their organization.



Presents

Tools for Progress V

A Training and Outreach Matchmaking Event

November 16, 2010

HOURS: 7:30 A.M.- 2:30 P.M.

Indiana Government Center South, Conference Center

402 W. Washington Street

Indianapolis, IN 46204

Attendees will receive:

- One-on-One meetings with:
 1. Government Agencies (City, State and Federal)
 2. Small Business
 3. Large Business
- Training/Education opportunities
- Valuable Networking





Indiana Supplier INsight

PROCUREMENT EPORTAL

What is Indiana Supplier INsight?

Indiana Supplier INsight is a new procurement ePortal for Indiana suppliers to connect with businesses & Indiana government agencies for contracting opportunities. It is a free service.

Why is it launching?

To benefit Hoosier businesses and Indiana’s economy through improved visibility and connectivity with global procurement organizations.

How does it work?

The eportal allows businesses to register their company profiles and participate as a supplier and/or buyer in procurement matchmaking. The business must have a physical Indiana address to participate as a supplier. Any business world-wide may participate as a buyer and post procurement opportunities.

How do I learn more about the ePortal?

Register on the eportal’s website <https://app.suppliergateway.com/conexus>

Contact Lisa Laughner @ 317 532-4777 or lilaughner@conexusindiana.com

Participate in a free online demo. Contact Lisa Laughner to get registered for a demo.

Why **Indiana Suppliers** should register on Indiana Supplier INsight

- Free awareness of your business and its capabilities & certifications
- Bid on contracting opportunities
- Find a teaming partner for opportunities

Why **Buyers** should register on Indiana Supplier INsight

- Post opportunities to qualified suppliers
- Search suppliers by capability, qualifications, certifications, diversity & other unique criteria

Partnering with **CONEXUS** connect Indiana businesses:



Bowmar LLC

Global Leader in Precision Defense & Aerospace Products

Bowmar was started by Ed White in Fort Wayne in 1951. After many changes over the years, including a period of time that the company was known as White Electric Designs Corporation, the company is again known as Bowmar LLC.

Mr. White, a Harvard educated electrical engineer, was the force behind the company that has become a preferred choice in electromechanical and electronic systems and subsystems, high-reliability interface products, and precision gear assemblies. Since its inception, Bowmar has primarily served the Defense and Aerospace markets. Bowmar's products are reliably used in demanding applications such as Boeing 747 commercial aircraft, F16 fighter aircraft, Virginia class submarines, and Global Express business jets.

One famous excursion beyond the Aerospace and Defense markets in the early 70's resulted in Bowmar designing and producing the world's first hand-held calculator, the Bowmar Brain. An early model of Bowmar's calculator now resides in the Smithsonian museum.

Bowmar has a unique mix of mechanical, electro-mechanical, and electronic manufacturing capabilities. In terms of engineering capabilities, Bowmar has the ability to design in accordance with customer's performance specification, and the ability to build to a customer generated technical data package.

Today Bowmar LLC is both a prime contractor to the U.S. military and a sub-contractor to major OEM's such as General Dynamics, Lockheed Mar-

tin, L3 Communications, ITT, Honeywell, Rockwell Collins, Hamilton Sundstrand, and Curtiss Wright.

In the spring of 2010 Fort Wayne based Main Street Venture Fund acquired the assets of White Electronic Designs' Fort Wayne facility, and changed the company name back to Bowmar. Many Bowmar products are specified by the government under the former name of White. For Bowmar to continue supplying White specified parts to the U.S. Government they were required to submit to a lengthy novation process. The novation process is meant to transfer all duties and obligations of a contract from the original obligor to the new obligor. Essentially, replacing White with Bowmar in the government parts specification database.

Partners in Contracting Corporation's counselor in Fort Wayne, Gil Perry, assisted Bowmar during the novation process period. Bowmar is technically ineligible to bid on U.S. Government solicitations that specified its own parts under the former name of White. An elegant solution to this problem was for Bowmar to bid these solicitations through All Rite Distributing Company, a local entity who has an excellent relationship already established with the U.S. Government. Mr. Perry introduced All Rite to Bowmar, suggesting there may be valuable synergies between the two companies.

Tim Andersen, sales manager at Bowmar credits Mr. Perry with "Providing outstanding and responsive support, and assisting Bowmar by providing potential supplier and customer contact information. Addi-

tionally, Mr. Perry has suggested alliances with local engineering firms." Mr. Andersen further stated, "Without Gil Perry's help in connecting Bowmar with All Rite, it would have been almost impossible in the near term for our company to continue providing our parts to the U.S. Government." Bowmar LLC also participated in PICC's May, 2010 government contract procurement conference as an exhibitor and found the event helpful from a networking perspective.

www.bowmarllc.com

Contact: Tim Andersen
Sales Manager
Bowmar LLC
260-747-3121



EPA Hosting Listening Session November 17th, 2010

U.S. EPA Listening Session for Small and Disadvantaged Business Owners
Interested in Government Environmental Cleanup Training Programs .

Below is a copy of a letter that the EPA sent out announcing their upcoming Listening Session.
If you have any questions, please use the contact information listed in their letter.

Dear Small and Disadvantaged Environmental Cleanup Business Owner:

The US Environmental Protection Agency invites you to participate in an exciting new initiative designed to “level the playing field” for small and disadvantaged businesses (SDBs) and other small business as they compete for environmental cleanup jobs in a greener workforce. We hope that you will join us for space limited, invitation-only “listening session” on **November 17, 2010** from 8:00 AM to 4:00 PM at the Crowne Plaza Chicago Metro Downtown in Chicago, Illinois.

EPA is committed to the success of SDBs. Through community engagement and workforce development strategies, we believe that SDBs can gain knowledge in innovative technical approaches and thus more fully participate in site cleanup market. To make these efforts more successful and sustainable, we would value your views on what information and training will help you to become more competitive.

The listening session will provide a list of business areas that are expected to grow over the coming years, and for which EPA is expanding technical training for SDBs. We hope to obtain feedback on your perception of these areas, and ways in which you recommend we expand the list, based on your experience. Finally, we will be hoping to learn what information you need from the Agency in order to more fully participate in environmental cleanup programs.

The purpose of this full-day event is for EPA to hear from SDBs about challenges, barriers, and issues of concern that would assist it in providing more meaningful and relevant technical training so that local SDBs can be more competitive in pursuing environmental remediation business. It is important to note that EPA will be gathering information to better achieve its technical training goals; it will also help to empower local SDBs with information about green remediation and contracting considerations. In strict compliance with Federal contracting regulations, EPA will not be in Chicago to let or issue contracts.

The session also will include a working lunch from 12:30 PM to 1:00 PM to discuss your thoughts more informally. Lunch will be available at a nominal fee. The afternoon session, from 1:30 PM to 4:00 PM, will be an open house with some of our prime contractors to learn more about their possible contracting needs. Again, no contracts will be signed. It is for informational purposes only.

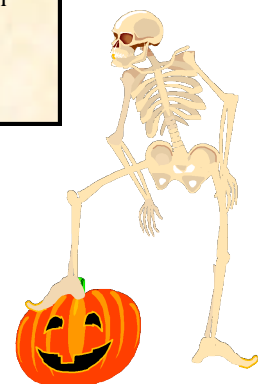
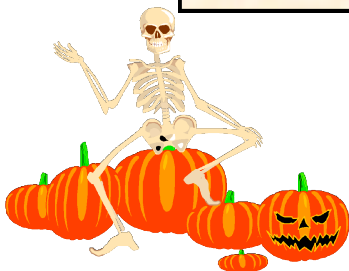
Finally, while there are many factors that may bear on successful government contracting for SDBs, it is important to keep the focus on the subject of this session, contaminated site assessment and cleanup. The facilitator is highly experienced on these issues and is responsible for keeping the discussion moving and highly targeted. Because EPA plans on designing its technical training efforts around the suggestions that come out of its listening sessions, your role as a participant is very important.

Please RSVP by registering for the event at www.trainex.org/listen or by contacting Jerri Town (Jerri.Town@emsus.com) or Abraham Parker (Abraham.Parker@emsus.com) 301-589-5318.

We look forward to seeing you in Chicago on November 17.

Why is this event important?

Small and disadvantaged businesses will learn about EPA's future procurement needs and be able to provide feedback to EPA so that it can provide more meaningful and relevant technical training to make you more competitive.



SBA Releases Final Women-Owned Small Business Rule to Expand Access to Federal Contracting Opportunities

With the publication today, October 4, 2010, of a final rule in the Federal Register, the U.S. Small Business Administration will begin implementation of its women-owned small business (WOSB) contracting program. The agency expects the program to be available for WOSBs in early 2011.

The rule is part of the Obama Administration's overall commitment to expanding opportunities for small businesses to compete for federal contracts, in particular those owned by women, socially and economically disadvantaged persons and veterans. This rule identifies 83 industries in which WOSBs are under-represented or substantially under-represented in the federal contract marketplace. In addition to opening up more opportunities for WOSBs, the rule is also another tool to help achieve the statutory goal that 5% of federal contracting dollars go to women-owned small businesses.

"Women-owned businesses are one of the fastest growing sectors of our nation's economy, and even during the economic downturn of the last few years, have been one of the key job creation engines in communities across the country," SBA Administrator Karen Mills said.

"Federal contracts provide critical opportunities for owners of small firms to take their business to the next level and create good-paying jobs," Mills added. "Despite their growth and the fact that women lead some of the strongest and most innovative companies, women-owned firms continue to be under-represented in the federal contracting marketplace. This rule will be a platform for changing that by providing greater opportunities for women-owned small businesses to compete for and win federal contracts."

The creation of a rule to increase federal contracting opportunities for

WOSBs was authorized by Congress in 2000. Since that time, SBA took a number of steps to study and analyze the market, including looking at participation by women-owned small businesses across all industries. Various draft rules were made available for public comment in prior years, but shortly after taking office the Obama Administration drafted a new, comprehensive rule, based on the analysis of the prior studies and on all the questions and comments previously received. The proposed rule was published for public comment on March 2, 2010 for 60 days. SBA received over 1,000 comments during that time.

Some of the components of the Women-Owned Small Business rule include:

- To be eligible, a firm must be 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be a US citizens. The firm must be "small" in its primary industry in accordance with SBA's size standards for that industry. In order for a WOSB to be deemed "economically disadvantaged," its owners must demonstrate economic disadvantage in accordance with the requirements set forth in the final rule
- Based on the analysis in a study commissioned by the SBA from the Kauffman-Rand Foundation, the final rule identifies 83 industries (identified by "NAICS" codes) in which women-owned small businesses are under-represented or substantially under-represented in federal procurements.
- The SBA has identified eligible industries based upon the combination of both the "share of contracting dollars" analysis, as well as the "share of number of con-

tracts awarded" analysis used in the RAND study. This differs from an earlier proposed version of the rule which identified only four industries in which women-owned small businesses were under-represented. This earlier version proposed to identify eligible industries based solely on the "share of contracting dollars" analysis used in the RAND study.

- In accordance with the statute, the final rule authorizes a set aside of federal contracts for WOSBs where the anticipated contract price does not exceed \$5 million in the case of manufacturing contracts and \$3 million in the case of other contracts. Contracts with values in excess of these limits are not subject to set-aside under this program.
- The final rule removes the requirement, set forth in a prior proposed version, that each federal agency certify that it had engaged in discrimination against women-owned small businesses in order for the program to apply to contracting by that agency.
- The proposed rule allows women-owned small businesses to self-certify as "WOSBs" or to be certified by third-party certifiers, including government entities and private certification groups.
- The final rule requires WOSBs which self-certify to submit a robust certification verification, to complete the certification at the federal Online Representation and Certification Application

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PICC's Board of Directors and Staff

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*We Break the Tape
You Seal the Deal*

We're on the Web
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INDIANA FEDERAL CONTRACTS

10-1-09 TO 3-31-10

SMALL BUSINESS	\$282,781,928
WOMEN OWNED SMALL BUSINESS	\$45,112,031
HUBZONE OWNED SMALL BUSINESS	\$60,277,906
SERVICE DISABLED VETERAN OWNED SMALL BUSINESS	\$14,182,446
VETERAN OWNED SMALL BUSINESS	\$44,834,648
MINORITY OWNED SMALL BUSINESS	\$74,872,112
OTHER BUSINESS	\$1,724,030,592

(Continued from page 5)

("ORCA") Web site, and also to submit a core set of eligibility-related documents to an online "document repository" to be maintained by the SBA. Each agency's contracting officers will have full access to this repository.

- The SBA intends to engage in a significant number of program examinations to confirm eligibility of individual WOSBs.
- In the event of a contract protest or program review,

the SBA has the authority to request substantial additional documentation from the WOSB to establish eligibility.

- SBA intends to pursue vigorously punitive action against ineligible firms which seek to take advantage of this program and in so doing to deny its benefits to the in-

Watch your inbox for the
**4th Quarter Award Form and
Client Survey**

They're on the way.

Please complete and return your forms, the information helps us complete required government reports.

Help us help you.

