

March 2011

Issue 7



Making Sense of ITAR International Traffic in Arms Regulations (ITAR) Requirements

ITAR is an issue for manufacturer or exporter of defense related articles or services.

On March 11th Partners In Contracting Corporation attended a seminar at the Edison Materials Technology Center hosted by the SBDC. Thirty participants were in the class including two PICC Client companies from Indiana. The seminar leader was Vickie Lanich who is a strategic regulatory compliance professional specializing in export and immigration. For the writer this was an excellent refresher course in the need for ITAR registration and an update on regulations.

In 2001 I was an owner in a contract manufacturing company that was required by a prime contractor to secure our registration. Today many more companies in the supply chain are being required to secure their registration in order to take their place on an approved vendor list. We were advised in the future anyone involved in government procurement will have to have the ITAR credentials.

ITAR was originally made into law through the Arms Export Control Act of 1976 and is administered under the United States Department of De-

fense, Office of Directorate of Defense Trade Controls. The purpose of the program: 1) Safeguard national security 2) Further U.S. foreign policy 3) Promote peaceful resolution of disputes 4) Authorization for export licenses. With the training and networking gained from this seminar, we have the ability to assist our clients with the registration process.

The seminar covered a variety of topics and frequently asked questions; registration process, annual renewals (\$2750.00), what is / is not an export, violations, personnel involvement, empowered officials, defense items, risk and liability and record keeping. Key points for ITAR registrants to monitor include United States Munitions List=USML, Federal Register and the ITAR Regulations which are published four times each year. Further, there is a sub program of the DDTC called Blue Lantern which monitors end use of commercially exported defense articles, defense services and related technical data. In summary, any manufacturer or exporter of defense related articles or services are required to be registered.

Gil Perry, PICC Counselor,
Fort Wayne

Ask yourself this question.

Do defense export controls apply to me? Not sure, see page 5 for a quick action check list.



Special points of interest:

- *Making sense of ITAR*
- *Impact report*
- *Overview of Certification Workshop*
- *How to do Business with the Government Workshop*
- *Success Story - Sunpro, Inc.*
- *Do Defense Export Controls Apply to Me? Quick Action Checklist*
- *Advanced Planning Briefing for Industry at Crane*
- *Indiana Federal Contract Chart*

PARTNERS IN CONTRACTING CORPORATION

PARTNER TALK

Success Story

Sunpro, Inc. is a Gold Medal Winner!



PICC is pleased to announce that Sunpro Inc., a small business with an office in Schererville, Indiana, won the Gold Medal in the Small Business Olympics held last month at the Midwest Small Business Expo

<http://ciw.wispro.org/>, sponsored by the Society of American Military Engineers (SAME). The Expo holds the Olympics to provide small businesses the opportunity to give a timed capabilities presentation to a judging panel of experienced government and business professionals. Ray Lewis, the Sunpro Program Manager who gave the pitch, commented, "I found it to be an excellent experience that really put me on the firing line to quickly understand my audience, deliver a clear and concise explanation of the key value that Sunpro can provide, and finish by asking how Sunpro can further open the door for bidding and teaming opportunities. All in 7 minutes or less."

In addition to the recognition generated by the Small Business Olympics award, Sunpro shared that the Expo offered excellent educational sessions on government procurement, agency updates as well as upcoming bid opportunities. Additionally, the Expo provided an established venue for meeting with buyers from a variety of prime contractors and government agencies, including the USACE, Navy, Veterans Affairs, General Services Administration, and others.

Attending the Expo was only one of the suggestions that PICC was able to offer during an introductory capabilities session held with Sunpro earlier this year. During the session, PICC and Sunpro discussed Sunpro's capabilities and the necessary qualifications for working for government agencies, and reviewed Sunpro's marketing materials to ensure that the information adequately targeted federal agencies. PICC also educated Sunpro on a variety of resources for finding upcoming bid opportunities, historical contracting records for each agency, as well as small business contacts within the agencies that can provide agency-specific assistance.

Founded in 1989, Sunpro is an Ohio based small business providing environmental remediation, emergency response and high voltage electrical services to both government and industry throughout the Midwest. Sunpro maintains offices in North Canton, Ohio, Schererville, Indiana (Chicago), Elkhart, Indiana (Michiana), and Pittsburgh, Pennsylvania. For additional information on Sunpro, contact Ray Lewis, Sunpro Program Manager 330-966-0910 ext. 205.



Ray Lewis (on the left) winner of the Gold Medal in the Small Business Olympics along with the second and third place winners.



Email that is....

Watch for your 2nd Quarter Award Form it's coming soon !

Workshops *Workshops*

Overview of Certifications

April 20, 2011

10:00 a.m. - 12:00 noon EST

Northeast Indiana Innovation Center

3211 Stellhorn Road

Fort Wayne, IN 46815

Sponsored by: Fort Wayne Women Enterprise Center

Fee: \$25.00

Partners in Contracting Corporation (PICC) will provide an overview on the business certifications that are relevant in government contract procurement. Those include the State of Indiana WBE/MBE/DBE, SBA 8(a), HUBZone and WOSB, and the SDVOSB certifications. The overview will include a discussion of purpose, eligibility requirements and application procedures of each certification. PICC will also discuss the assistance that it provides to companies seeking to apply for certifications.

Registration

You may register for either workshop by calling: 260-424-7977
or email: info@womensenterprise.org



How to do Business with the Government

April 26, 2011

10:00 a.m. - 12:00 noon EST

Northeast Indiana Innovation Center

3211 Stellhorn Road

Fort Wayne, IN 46815

Sponsored by: Fort Wayne Women Enterprise Center

Fee: \$25.00

This session will cover two areas: Partners in Contracting Corporation (PICC) will provide an overview of the registrations and potential other requirements that a company must meet to do business with the government and how to develop a marketing strategy to identify government contract opportunities for your company. This part will include how to use internet market research tools and how PICC can provide assistance to guide you through your market strategy development.

Do Defense Export Controls Apply to Me?

Not sure, here is a Quick Action Check List



- ☑ Find out if what you want to export (Hardware, Technical Data, and/or Defense Services) is covered in the U.S. Munitions List (USML), found in Part 121 of the ITAR, <http://www.fas.org/spp/starwars/offdocs/itar/p121.htm#ITAR>
- ☑ Not sure if you desired export is covered by the USML? File a Commodity Jurisdiction request. http://pmdrtc.state.gov/commodity_jurisdiction/index.html
- ☑ If what you want to export is on the USML, you must be registered with DDTC (United States Department of Defense, Office of Directorate of Defense Trade Controls). <http://pmdrtc.state.gov/registration/index.html>
- ☑ After you are registered, you may apply for an export license. D-TRADE is the preferred way of licensing.
- ☑ If you have basic questions you need answers for, call the DDTC Response Team.
- ☑ Lastly, important contact information: Mr. Steve Recobs (Global Aerospace and Defense Team Leader, U.S. Commercial Service) Phone: 317-582-2300 or steve.recobs@trade.gov Also available is Mr. Mark Cooper (Office Director, Indianapolis U.S. Export Assistance Center) Phone: 317-582-2300 or mark.cooper@trade.gov

Thanks again to Kathy Marshalek, Director International Trade at the Edison Materials Technology Center and Deborah, Dirr, International Trade Specialist with the U. S. Commercial Service and Vickie Lanich for a job well done.

Bill Pishkur, PICC Counselor, Main Office

Advanced Planning Briefing for Industry at Crane

On March 28 and 29 the Naval Surface Warfare Center, Crane Division (NSWC) hosted the first annual APBI Conference at the French Lick Resort. A networking event preceded the day of briefings and was sponsored by Radius and the Indiana Economic Development Corporation. The briefings were attended by four hundred seventy six people from all over the United States including large prime contractors and small businesses. The theme for the event was "Warfighter Success – Supporting the Warfighter" and APBI provided presentations and discussions on how industry, academia and NSWC Crane can collaborate and build thriving partnerships. Mission focus included Electronic Warfare / Information Operations, Special Missions and Strategic Missions.

There were a large number of

small businesses represented but only a few were already under contract either directly with agencies or as sub contractors with primes. The NSWC Office of Small Business Programs announced their commitment to maximizing small business opportunities.

The 2010 U.S. spend by NSWC was \$1.67 billion; \$233 million was awarded to small business. These awards were divided among several categories; small, disadvantaged, women-owned small business, historically underutilized business zone and service disabled veteran-owned small business awards. For

information on NSWC Crane business opportunities refer to their website www.navsea.navy.mil The Crane Annual Buy

Indiana Expo has been scheduled for October 25th, 2011 and registra-

tion can be secured by contacting the Linton-Stockton Chamber of Commerce Email info@lintonchamber.org

In summary, this conference was viewed as a very successful source of information and networking. The challenges faced by NSWC Crane and the defense industry include; technical capacity with growing complexity, fiscal need in the face of declining defense budgets, capacity meeting technical demand and a workforce that is highly skilled and technically oriented.

The supply chain will need to address these requirements and market your firm well!!!

Gil Perry, PICC Counselor, Fort Wayne



PICC's Board of Directors and Staff

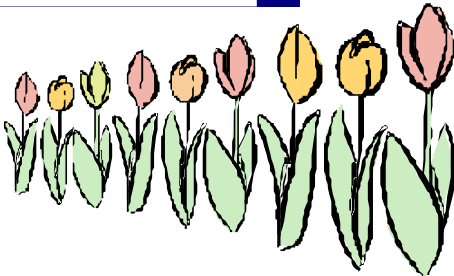
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You Seal the Deal*

We're on the Web
www.PICCcorp.org



TOP FIVE FEDERAL GOVERNMENT AGENCY

INDIANA COMPANIES SOLD TO

OCTOBER 1, 2010 TO MARCH 31, 2011

Defense Logistics Agency/DSCP	41%
US Navy	22%
US Army	14%
Department of Veteran Affairs	5%
NASA	3%

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Counselor/Trainer

Ruth Feledy
Administrative Assistant

Fort Wayne
Gil Perry
Counselor/Trainer

INDIANA FEDERAL CONTRACTS

	10-1-10 to 3-31-11
Small Business	\$119,644,694.00
Women Owned Small Business	\$26,621,031.00
HUBZone	\$20,826,169.00
Service Disabled Veteran Owned Small Business	\$8,345,370.00
Veteran Owned Small Business	\$25,348,610.00
Minority Owned Small Business	\$19,976,175.00
Other	\$1,401,492,534.00
TOTAL	\$1,622,254,829.00

