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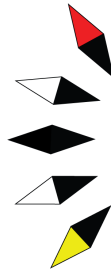


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February 2020 Newsletter



PEDCO PTAC

PONCA ECONOMIC DEVELOPMENT CORPORATION
PROCUREMENT TECHNICAL ASSISTANCE CENTER

PEDCO PTAC News:

PEDCO PTAC – In business for Native American business.

PEDCO PTAC is a Native American sponsored Procurement Technical Assistance Center that focuses on identifying government procurement opportunities for Native American businesses in the Mid-West region (Iowa, Michigan, Minnesota and Wisconsin). We focus on identifying unique opportunities and programs that are specific to Native American businesses, and then provide free One-on-One counseling to these businesses to help them succeed in the world of government procurement contracting. Our counseling service is completely free to qualified Native American businesses!

We Specialize in Native American Business Opportunities.

PEDCO PTAC can help its clients identify and participate in special programs that are designed by the Federal Government to create procurement opportunities specifically for Native American businesses. These programs include:

- Buy Indian Act
- Native 8(a) Program
- Indian Incentive Program

Additionally, the PEDCO PTAC can help our clients to identify specialized opportunities to provide goods or services to Tribal, State and local Governments. To learn more about how PEDCO PTAC can help your business succeed, visit our website at www.pedcoptac.org, and contact our Program Manager, Darren Osborne, by phone (712-248-5033) or email (dosborne@pedcoptac.org).

Tip of the Month:

Understand the Importance of Past Performance

Lack of government past performance should not deter new small businesses from entering the government marketplace. If your business is new to the government market, it's important to realize that the government does not see your lack of past performance as either good or bad. With that said, however, if you just completed the process of setting up your LLC, S-Corp, etc, you should focus on building your commercial business before entering the government market. While having core competencies listed on your company's capability statement is crucial, what's more important is that you show the government that your business has performed those core competencies, with high-quality results.

When considering your company's past performance, you may want to think about adding a point of contact from each of the jobs listed on your capability statement, who will speak favorably regarding your work. Similar to providing a prospective employer with your personal and professional references, you'll want to make sure that those points of contact agree to be listed as references for your past performance, and that they'll speak highly of your company's work.

PTAC News You Can Use:

Cybersecurity Maturity Model Certification – Level One

As mentioned in last month's newsletter, 2020 is going to be a year of big changes in the government contracting world. One of those changes is the introduction of the Department of Defense's new Cybersecurity Maturity Model Certification (CMMC) for all small business defense contractors. CMMC will eventually have five levels of compliance; however, the first level of certification was slated to be introduced in January 2020. CMMC Level One certification is considered "basic cybersecurity hygiene," and consists of 35 practices to ensure compliance among all of the contractor's systems and infrastructure.

[Click here or on the image to obtain a printable PDF of the CMMC Level One Certification.](#)

**DEPARTMENT OF DEFENSE'S NEW CYBERSECURITY
MATURITY MODEL CERTIFICATION (CMMC)**

**CYBERSECURITY MATURITY MODEL
CERTIFICATION – LEVEL ONE**

CMMC Level One certification is considered “basic cybersecurity hygiene,” and consists of 35 practices to ensure compliance among all of the contractor’s systems and infrastructure.

1. Limit Physical Access
2. Control Physical Access
3. Maintain Physical Access Log
4. Always Escort and Monitor Visitors
5. Identify Authorized Users, Processes and Devices
6. Screen People Before Giving Access to Controlled Unclassified Information (CUI)
7. Authenticate System Access

8. Limit Unsuccessful Logon Attempts
9. Limit System Access to Authorized Users
10. Limit System Access to Approved Activity
11. Separate Public Facing Systems from Internal Systems
12. Protect CUI During Personnel Actions
13. Guidelines in Place
14. CUI is Identified and Controlled

15. Assets are Tracked
16. Software Supported by Original Vendor
17. Protect Communications at System Boundaries
18. Audit Logs Retained
19. Audit Logs Reviewed
20. System Configuration Baselines in Place
21. System Configuration Management Performed

22. System Maintenance is Performed
23. Cybersecurity Objectives Defined
24. Cybersecurity Objectives Implemented
25. Events are Reported
26. Incidents are Declared
27. Incidents are Resolved
28. System Flaws are Corrected

29. Properly Sanitize Media Containing CUI
30. Define Security Controls
31. Install Anti-Virus Protection
32. Keep Anti-Virus Protection Updated
33. Use Anti-Virus Protection in Real-Time
34. Stay Informed on Cyber Threats
35. Share Cyber Threat Information with Team

Contact your local PTAC to learn more about how to comply with CMMC Level One.

PROVIDED BY GOVOLOGY.COM

Webinars

Contact your local PEDCO PTAC Counselor for the FREE code.



Coaching Your Government Proposal Team

Date: February 6, 2020

Time: 1:00 p.m. EST

Instructor: Carrie Ann Williams

[Click Here to Learn More](#)



Who are you and why should the Government Care?

Date: February 20, 2020

Time: 1:00 p.m. EST

Instructor: Dr. James Phillips

[Click Here to Learn More](#)



Creating a Step by Step Government Sales Strategy

Date: February 27, 2020

Time: 1:00 p.m. EST

Instructor: Joshua Frank

[Click Here to Learn More](#)

PEDCO PTAC Calendar of Events:

The PEDCO PTAC works with many resource partners and the following link can be bookmarked, to [view new training events](#) that are posted (from time to time), before the next issue of the monthly newsletter.

Recommended Readings:

Is Your Business Ready for the Government Marketplace?

One of the hardest questions for small business owners to answer is whether or not they are ready to enter a new market. Recently, Steve Meredith, from the Southwestern Pennsylvania Commission PTAC, published an article about the two questions small business owners should ask themselves before entering the government marketplace.

[Click here](#) to read more.

Cybersecurity Maturity Model Certification

Starting in January 2020, all small business defense contractors will be required to comply with the Department of Defense's new Cybersecurity Maturity Model Certification (CMMC), which will consist of five levels of compliance, from basic cybersecurity hygiene to advanced. CMMC Level One was scheduled to be introduced in January 2020, and by June of 2020, small business defense contractors should begin to see CMMC requirements noted in Requests for Information. [Click here](#) to read some Frequently Asked Questions about the CMMC, and learn more about how small business defense contractors can obtain this certification.

Government Contractors Cannot "Erase" Negative Past-Performance

Recently, the Government Accountability Office (GAO) upheld a protest on a Navy contract, which was awarded to a company that had revised its initial proposal and removed any mention of a high turnover rate, which was originally seen as a significant weakness in the awardee's proposal. GAO ruled that the Navy's evaluation of the revised proposal was unreasonable, as the high turnover rate was previously known to the Navy's proposal evaluators. This case goes to show small business government contractors that they need to ensure they perform well on contracts, as their past performance will stick with them. [Click here](#) to read more.

**Sharing is caring! Forward this newsletter to your team
and invite them to subscribe.**

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About Your PEDCO PTAC

PEDCO PTAC (Procurement Technical Assistance Center) is a Native American sponsored organization whose purpose is to assist Mid-West Native American businesses in applying for, and winning, government procurement contracts. With a focus on opportunities and incentives that are available exclusively to Native American businesses, the PEDCO PTAC provides individualized counseling, technical assistance, marketing assistance and training to our clients. And this service is COMPLETELY FREE to qualifying NATIVE AMERICAN businesses.

How we can help your business:

- Creating awareness of incentive programs for Native American businesses
- Identifying agencies that purchase your goods and/or services
- Assisting in registering your company for bid eligibility
- Helping businesses develop a marketing plan
- Providing daily bid opportunities

- Providing sub-contracting opportunities
- Assisting in fulfillment of government procurement contracts

To learn more about the PEDCO PTAC, and the ways in which we can help Native American businesses succeed in obtaining government contracts. Contact the PEDCO PTAC Program Manager, **[Darren Osborne](#)**.

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