



SAME Small Business Community of Interest Newsletter | September 2019

September 2019 Index

01. Calendar of Events

02. Items of Interest

03. Steering
Committee Contact List

04. Articles

Events of Interest to the Small Business Community

9/26/2019 1:00 PM EDT

[WEBINAR: Marketing your GSA Contract](#)

9/26/2019 1:00 PM EDT

[WEBINAR: Captivating Capabilities Statements: How to Differentiate Yourself and Get Noticed](#)

10/03/2019

[SAME NoVA Post Business-to-Business Event](#)

10/09/2019

[Mega Maryland Small Business AEC Conference](#)

10/10/2019 1:00 PM EDT

[WEBINAR: Strategically Preparing for SBC](#)

10/10/2019

[SAME Philly Post Event - Small Business Meet n Greet](#)

10/15/2019 2:00 PM EDT

[WEBINAR: Understanding the Federal Procurement Data System \(FPDS\)](#)

10/17/2019

[SAME Mobile Post Industry Day](#)

10/24/2019

[SAME Huntsville Post Industry Day](#)

[USACE Huntsville Center Small Business Event](#)

10/29/2019 2:00 PM EDT

[WEBINAR: Understanding the Federal Procurement Data System \(FPDS\)](#)

11/7/2019 1:00 PM

[Webinar: Know the Details of SBC](#)

11/20/2019

[Federal Small Business Conference for the AEC Industry](#)

Visit the SAME Calendar of Events for a listing of all SAME-related activities

[Visit the SAME Small Business Community Webpage](#)



VOLUNTEERS NEEDED!

The SAME National Office is seeking volunteers to support the Small Business Conference (SBC). Volunteers will receive a FREE or DISCOUNTED registration to SBC.

This is a great way to network with conference attendees and expand your reach beyond your normal circles. If you are seeking to bring a bigger team from your organization but didn't have the funds in your budget for registration fees, here's a great way to expand your footprint and the conference!

Learn more here and sign up today – few opportunities remain!



Small Business Administration Updates on Size Standards

The Small Business Administration has updated size standards effective August 19, 2019. Visit the table of size standards matched to NAICS codes by clicking [here](#).

WDOL Transitioned to Beta.SAM.Gov – June 14th, 2019

- Beta.SAM.gov is now the authoritative source for wage determination data. All of the functionality available in WDOL.gov can now be done in beta.SAM.gov
- In beta.SAM.gov, the WDOL functionality falls under the category "Wage Determinations".
- Users can search and view Davis-Bacon Act, Service Contract Act and Collective Bargaining Agreements without a login account.
- Search filters are available to search by number, keyword, or location for both active and inactive (archived) data at the same time.
- Users with beta.SAM.gov accounts can save searches, follow wage determinations and enter and revise Collective Bargaining Agreements.
- A timeline and history of changes made to wage determinations is available, and FAQ's, video tutorials, and glossary information is available at the Learning Center.
- For detailed steps on how to re-subscribe to wage determination numbers in beta.SAM.gov please see the article at the following link: Urgent News You Need To Know About Your WDOL.gov Subscriptions
- A helpful website has been set up to assist with the transition: <https://wdolhome.sam.gov/>

eSRS and FSRS Updates – July 17th, 2019

- eSRS. Minor enhancement will allow vendors to edit their collection methods after a report rejection. Currently, the field is uneditable once submitted.
- FSRS. Minor enhancement will change the TAS field for contract sub-award reports from mandatory to optional. In the future, the field will be removed from FSRS.

FBO Transition to beta.SAM.gov - October 11, 2019

- FBO will transition to Contract Opportunities in beta.SAM.gov

FPDS Reports Transition to beta.SAM.gov - October 25th, 2019

- As an example, the FY2018 Small Business Report that is now available on the FPDS site (<https://www.fpds.gov>) will be moved to beta.SAM.gov
- The report can currently be accessed under the Reports tab: https://www.fpds.gov/fpdsng_cms/index.php/en/reports.html.

Small Business COI Steering Committee Contact List

Chair:

Mario Burgos

mario@burgosgropup.com

Secretary:

Archisha Mehan

archisha@fedmine.us

Vice Chair, Education & Training:

Beau DeBoer

brdeboer@crai-ky.com

Vice Chair, Recognition:

Catherine Niles

catherinen@theges.com

Vice Chair,

Communications:

Siokey Gastelum-Galvez

sgalvez@jgmsinc.com

Vice Chair, Conferences:

Martha Weekley

martha.weekley@ffe-serv.com

Vice Chair, Outreach:

KT Prosize

ktprosize@sytecorp.com

SAME National President:

Buddy Barnes

buddy.barnes01@gmail.com

SAME National Vice President for COI:

Bob Keyser

keyserrb@gmail.com

SAME Staff Liaison:

Ann McLeod

amcleod@same.org

Upcoming Changes to DUNS – December 2020

- The U.S. Government is moving to a new Government-owned Unique Entity Identifier (UEI) which will ultimately become the primary key to identify entities throughout SAM, other IAE systems, and downstream Government systems. The DUNS® will be phased out as the primary key to identify every entity record within SAM
- In accordance with procurement and Federal assistance regulations, the Government requires a public-facing, unique entity identifier (UEI) for both domestic and international entities to be available for use in Government-wide systems.
- SAM registration involves the creation or assignment of that UEI which is necessary to identify newly registering entities, entities updating their registration, all existing active entity registrations, and active entity exclusions.
- The U.S. Government is moving to a new Government-owned UEI which will ultimately become the primary key to identify entities throughout SAM, other IAE systems, and downstream Government systems. The DUNS® will be phased out as the primary key to identify every entity record within SAM.
- IAE systems will be transitioning from the DUNS® to the SAM Managed Unique Entity Identifier.
- Starting in December 2020, the D-U-N-S® number will no longer be the official identifier for doing business with the U.S. Government.
- The SAM Managed Unique Entity Identifier will map to existing codes such as CAGE, TIN/EIN, and previously-assigned DUNS®.
- During the transition to the new Entity Validation Services (EVS) provider, the Government will receive continued service from Dun & Bradstreet to maintain award reporting, and the DUNS® will continue to be issued alongside the SAM Managed Unique Entity Identifier. Agencies cannot overwrite the DUNS® field with the SAM Managed Unique Entity Identifier. For historical purposes, DUNS® will continue to be available for awards made prior to the transition to the SAM Managed Unique Entity Identifier.
- An announcement has been posted in the Federal Register to give notice about the new UEI which includes the final technical specification for the identifier standard.
- GSA's Office of Systems Management, Integrated Award Environment is hosting a meeting to provide information about the new Unique Entity ID standard. The meeting is open to all: current and potential federal awardees (contracts, grants, loan recipients, etc.) and the public.
- The meeting will be held on Thursday, July 25, 2019, starting at 1:00 p.m. eastern time (EDT).
- The final standard and information regarding how to register for the virtual meeting is available at: <https://www.federalregister.gov/documents/2019/07/10/2019-14665/unique-entity-id-standard-for-awards-management>.
- Further information about the unique entity ID can be found here: gsa.gov/entityid.
- Questions related to government implementation can be directed to entityvalidation@gsa.gov

SAME NJ Post Hosts Event to Share Acquisition and Merger Insights for Small Business

*By Ed Balnar;
Owner,
Enviroscopes INC.
and SAME NJ Post
Small Business
Council Chair*



In conjunction with National Small Business Week in May, the Small Business Council of the Society of American Military Engineers (SAME) New Jersey Post held a Small Business Briefing & Networking Event, "Is Your Small Business Acquisition-Ready? Insights, Tools, and Lessons from Our Peers" at the Forsgate Country Club in Monroe, New Jersey.

This eighth annual breakfast event was attended by 70+ business leaders, marketing professionals, and consultants who took advantage of a full two hours of networking with colleagues and invited experts. Between networking sessions, we hosted four distinguished speakers who provided insights and tips on acquisitions and mergers for small businesses. This morning session was emceed by Dana Patterson of Princeton Hydro, and included 20-minute presentations by experts Mr. Ermal Luzaj, CPA, Partner of Sax, LLC; Mr. Mark Thorne, Managing Director of M&A Consultants and Advisors; Mr. Peter Postorino, President of AWT Environmental Services; and Mr. Phil Cohen, Managing Partner of Broad Reach Benefits.

The event speakers discussed both the financial and emotional aspects of business acquisitions. This included insights such as:

- A review of each step in the acquisition process
- A how-to on keeping your books in order
- Tips on considering the final goal of the sale
- Rewarding and maintaining current employees during the transition process
- Making the merger work after the dust settles



DOD Releases Unified Cybersecurity Standard for Contractors

By Lauren Williams,
from [FCW, The Business of Federal Technology](#),
September 5, 2019

Got Articles?

Please contact [Siokey Gastelum-Galvez](#) if you would like to submit an article or item of interest for publication in a future newsletter!

A draft of the unified cybersecurity standard model Defense Department contractors must follow was just released, and a senior official wants vendors to "tear it up" in the comments.

Katie Arrington, DOD's chief information security officer for the Office of the Undersecretary of Defense for Acquisition and Sustainment, announced the release of the Cybersecurity Maturity Model Certification framework [\[link\]](#) Sept. 4, during a panel discussion at the Intelligence and National Security Summit in National Harbor, Md.

The CMMC framework, which is expected to be implemented in 2020, will require any company in the DOD supply chain to become certified before it can do business.

Arrington said startups and small companies that DOD relies on for innovative solutions are the most vulnerable to cybersecurity threats in the supply chain.

Adversaries "aren't going after a Lockheed Martin, at the top prime level, they're going after the small business, that [Small Business Innovation Research awardee], that [other transaction authority firm] that's the most vulnerable," she said during the panel, adding that she hopes other federal agencies also adopt the model.

"We can't expect our companies in that paradigm to protect themselves against a nation state."

The framework's release follows [watchdog reports](#) that called out insecurity in the DOD supply chain because of contractors not following cyber standards.

DOD acquisition head, Ellen Lord, [previewed](#) the five-level certification model Aug. 26 in a news briefing, saying it "establishes security as the foundation to acquisition and combines the various cybersecurity standards into a unified standard."

The model is expected to be initially available in January 2020, with CMMC requirements becoming part of requests for information by summer of 2020, and included in requests for proposals later that fall, Lord said. Lord explained that an entire system doesn't have to achieve a single rating.

"Different parts can have lower and then higher amounts. So if you have a hardware portion that really doesn't have a cybersecurity requirement, there won't be much levied on that."

Arrington said DOD will release the model to an industry consortium in January 2020 to help certify the more than 300,000 companies in the DOD supply chain and ensure its scalability.

"Instead of looking at just one institution to place it with, we've asked industry to come together and create a consortium to take the model itself and then have the capability to train the trainers, to get the certifiers out there," Arrington told reporters following the panel.

The consortium would work with DOD, other federal agencies and academia to make sure the model doesn't become another checklist.

"That's what we do not want it to be. It needs to be robust as threats change and evolve; we need to be able to evolve with them in real time," she said.

Certifiers would come to every company -- not just in the defense industry base, but in its supply chain. That certification would be needed before even a startup could do business with the Defense Department.

Arrington also insisted that the needs and requirements of small businesses were top of mind when the framework was created and that companies would be able to build the cost of meeting the relevant cyber maturity standards into their rates when bidding on DOD contracts. [READ THE FULL ARTICLE HERE](#)