

# GovConcepts

GACO APEX QUARTERLY INDUSTRY INSIGHTS

## *From the Director*

Greetings GACO Client,

I hope you're enjoying a wonderful summer. I would like to introduce our newly formatted quarterly newsletter – GovConcepts. Our aim is to provide you with government contracting insights and updates on topics that directly impact your business by offering practical advice and strategic insights tailored to your needs. Your feedback is appreciated to shape future editions, ensuring they remain relevant and valuable to you.

-Kate Lacey Glodek

Director - GACO APEX Accelerator at PennWest University

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DIRECTOR

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## *Long - Awaited Changes to SBA Certification Application Process*

A new, improved SBA certification platform is on the way! The new website will streamline the application process by allowing entities to submit one application for all certifications, eliminating the need to perform duplicate tasks when applying for multiple certifications and providing a more efficient process. The new, user-friendly interface will also aid in expediting all applications. Effective August 1, 2024, no new applications are being accepted for 8(a), WOSB/EDWOSB, VOSB/SDVOSB, and HUBZone certifications. The upgraded system is anticipated to launch in September 2024 at which point SBA will resume accepting renewals and applications. Applications already submitted before the August 1 cutoff will be processed in the order in which they were received. Firms facing a critical contracting deadline can contact [certifications@sba.gov](mailto:certifications@sba.gov) or 202-205-6459. Please provide the proposal number, agency, and bid due date.

## ***Small Business? There's an Office for That.***

In government contracting there are resources available to help small businesses succeed. Federal Small Business Offices and Prime Contractor Small Business Liaison Offices can help you understand the needs and preferences of a particular agency or

prime contractor. They can also put you in contact with decision makers or project managers to determine if your company is a good fit. Small Business Offices within government agencies can help you gain insight into a solicitation and advocate on your behalf for set-

asides. Likewise, most large prime contractors have a Small Business Liaison Office that can help with similar things when you hope to subcontract or become their vendor. They are often found on the agency or Prime's website or by connecting with them via platforms like LinkedIn.

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## ***Why Comply With FOCI (Foreign Ownership, Control or Influence)?***

According to the U.S. Counterintelligence and Security Agency, "Foreign investment can play an important role in maintaining the vitality of the U.S. industrial base. Therefore, it is the policy of the U.S. Government to allow foreign investment consistent with the national security interests of the United States." Foreign Ownership, Control, or Influence (FOCI) procedures are intended to mitigate the risks associated with FOCI by ensuring that foreign firms cannot undermine U.S. national security by gaining unauthorized access to classified information through their affiliation, direct or indirect power, or ownership interest in a US company.

Your GACO APEX Accelerator is tasked by the DoD Office of Small Business Programs (OSBP) to increase businesses' awareness of and compliance with FOCI through counseling and training options from Govology and Project Spectrum. Links for both are available in the "Further Reading" section. Contact your GACO counselor for the Govology discount code.

## *Save the Date!*

In the next few weeks, you will receive registration information for our 35th Procurement Opportunities Fair at the Monroeville Convention Center. Currently, we are working on bringing you a variety of government and prime contractor booth holders and engaging training sessions. Stay tuned for more details on registration and event highlights.

We look forward to welcoming you to another successful Procurement Opportunities Fair on November 14th! For more information contact Tracy Julian at [julian@pennwest.edu](mailto:julian@pennwest.edu). Hope to see you soon!

## *Upcoming Events*

### AUGUST

#### **Navy Gold Coast Small Business Expo and Conference**

Aug 19-21, 2024

San Diego Convention Center San Diego, CA

**MORE INFO**

#### **Fed Supernova**

Aug 20-22, 2024

Capital Factory Austin, TX

**REGISTER**

#### **DHS Vendor Outreach Session for 8(a) and SDB Companies**

August 22, 2024

9:00 a.m. - 12:15 p.m. (EST)

**MORE INFO**

### OCTOBER

#### **ACAA DBE Business Diversity Outreach Event**

Oct 10, 2024

Allegheny County Airport

West Mifflin, PA

Registration begins at 8:30 a.m.

**REGISTER**

## *Further Reading*

[PROJECT SPECTRUM FOCI TRAINING](#)

[GOVOLOGY FOCI TRAINING](#) (Contact GACO for discount code.)

[RATED ORDERS UNDER THE DEFENSE PRODUCTION ACT: BEWARE OF COMPLIANCE RISKS | INSIGHTS | HOLLAND & KNIGHT \(HKLAW.COM\)](#)

[DLA VENDOR INFORMATION HUB](#)

[THE LINK DLA NEWSLETTER](#)

[DLA URGENTLY- NEEDED ITEMS LIST](#)

[SBA 7\(A\) WORKING CAPITAL PILOT PROGRAM](#)

[DLA AVIATION NEWSLETTER](#)

## **Pittsburgh Trivia**



**Q: Who was the MVP of the 1979 World Series?**

**A: Wilver "Willie" Dornell Stargell, also known as "Pops".**



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