



Bridging the Gap

Welcome to our newsletter!

We are excited to introduce our first newsletter from JSToogood LLC. This newsletter has been devised with you and your company in mind to discuss topics that range from where to start in business all the way to understanding contracting with the government. It will be our latest way to deliver useful tips on Contract Management, updates on the FAR, the latest in contracting news, the JST training schedule and insights into the world of Government Contracting.

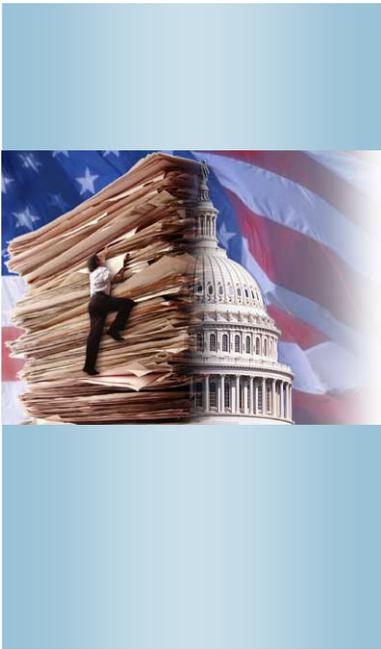
Our monthly newsletter will be sharing informative articles and valuable networking dates as well as a schedule of upcoming online classes that we will be hosting. It's such an exciting time in the world of business and it can almost seem overwhelming to know where to turn to for good, reliable information. Let us be your partner in this endeavor! Sign up for our monthly newsletter so you can not only receive our articles regarding business but also be aware of our future speaking engagements, training opportunities, as well as our online class schedule.

For your calendar, we will be presenting two classes at the SBA in Fort Worth on February 5th and then a Networking Event with the SBDC Dallas, Coffee With Chuck, on February 6th. For more information or if there is a specific topic you would like to see discussed, please contact us at admin@jstoogood.com.

Proposed Limitations on Subcontracting

In late December 2014 the SBA proposed changes to the National Defense Authorization Act (NDAA) of 2013 specifically in the area of subcontracting limitations and how they are calculated and enforced.

The rewrite will govern limitations on subcontracting for WOSB's, 8(a)'s, VOSB/SDVOSB's, HUBzone and Small Businesses. The main revisions include language such as: "no more than 50% of the amount paid by the government to the prime may be paid to firms, at any tier, that are not similarly situated." The NDAA also identifies certification of compliances, potential penalties for violating these limitations and the procedures for notification of changes to the contract.



WOSB Self-Certification Changes

For years we have heard of the frustration from businesses and CO's who believe that there should be a more formal certification for those claiming to be Woman Owned Small Businesses (WOSB) and it seems that those changes are about to take place.

The 2015 National Defense Authorization Act (NDAA), will re-write a portion of the Small Business Act and has passed the House and Senate. According to the 2015 NDAA 15 U.S.C. § 637(m)(2)(E), the text regarding self-certification will be deleted. The remaining ways to become certified as a WOSB are through "a Federal agency, a State government, the Administrator, or a national certifying entity approved by the Administrator".

The GAO has identified the verification proce-

dures that WOSB certification programs currently go through as a weakness. The "trust but verify" approach requires WOSBs to upload required documentation into the WOSB Repository that are reviewed upon award. The SBA has been tasked with more effectively overseeing the third-party certifiers and putting into place formal policies to review performance and compliance by WOSBs.

With the "trust but verify" approach additional administrative duties fall on an already overtasked contracting force to evaluate documents in the WOSB repository. This is perhaps why some CO's believe that the WOSB self-certification is more burdensome than other certifications such as VOSB, SDVOSB, 8(a) or HUBzone.

Bidding on Government Contracts? Our team of certified professionals can help you write and manage your next winning proposal!



Setting Company Goals

Start with your 3 daily goals and make sure they relate back to your Company Quarterly Goals.



New Year, New Goals

It's the beginning of the new year and the beginning of new challenges. If you are anything like us, you were sitting at the table New Year's Day, thinking about how quickly last year had gone. You are doing your best to recall all the highs and lows that occurred during the year and you are looking at your hands and coming to the scary decision that this year is going to be the year that you take control. This is going to be the year that you will reach your dreams!

But how do you get there?

"Dreams without goals remain dreams and fuel disappointment." - Denzel Washington. (<https://www.youtube.com/watch?v=RaEPWOp5Fsw>)

So, let's talk about goal setting. Have you ever sat down and actually wrote out your goals for the year? How much more motivated to accomplish these goals do you think you would be, if they were written down, and hung in a place that you would see everyday. Would you think that you would be inclined to sit down and watch a new episode of "Zombie Hoarders in New York," if you saw that list hanging in your living room? So, this year, let's write those goals down!

How do I start? Well, a suggestion would be to sit down and think about your life in five years. Go ahead. Close your eyes, and imagine where you are in five years. What are you doing? Where are you living? Let's take those long term goals and write them down.

Now, take one of those goals and narrow down to what you can have as a year goal to help you accomplish that five-year goal. What can you have done in six months to help? One month? See how this is going?

Let's do an example. Let's say that my new long-term goal is to finally start that small business that has been circling my mind for the last few years. In five years, I want to have that business up and running, right? So, a one year goal to help with that would be to have all my licenses completed and filed. For a six month goal, you could have a desire to have your website up and running. For your one month goal, you could decide on what your business name is going to be.

Now, keep in mind, this is just an example. Give some serious thought to not only where you want to be professionally, but also personally. Write these goals down. Print them out and hang them in a place where you are going to see them everyday. Take accountability for every step you need to take to reach your dreams.

Remember, you don't want to end 2015 with the thought that you should have put more time towards your dreams.

Class Schedule

There will be two classes offered in February at the SBA in Fort Worth and a third virtual class for those who can not attend in person. Please contact admin@jstogood.com to register for our virtual class.

| Date | Course Title | Time | Location |
|-----------|--------------------------------------|-----------|--------------|
| 5 Feb 15 | Contract Lifecycle Overview | 0900-1130 | SBA Ft Worth |
| 5 Feb 15 | Contract Management & Administration | 1200-1500 | SBA Ft Worth |
| 6 Feb 15 | Contracting Updates | 0900-0930 | SBDC Dallas |
| 20 Feb 15 | Contract Lifecycle Part I | TBD | Virtual |

The world of Government Contracting and Program Management is continually evolving. If there is a specific topic you would like to see in a training class please send your suggestion to admin@jstogood.com and we will work it into the training schedule.

ACCELERATING INFORMATION SYSTEM (IS) ACQUISITION THROUGH PLUGFEST PLUS

The Secretary of the AF and other senior leadership recently unveiled new plans for the acquisition of major weapons systems' subcomponents, to keep up with constantly evolving technology. On 20 January, the first PlugFest Plus event was held in Fairfax VA, in an effort to find innovative companies who may provide information system solutions for the Distributed Common Ground System (DCGS).

The concept of a PlugFest is not new, and has been used in recent history in the intelligence community as a means for innovative companies to provide open architecture solutions which can be "plugged in", for evaluation by government representatives. The concept of using "Other Transaction Authority" (OTA) is also not new, NASA has used it for years in the development of many space programs. The two practices have not previously been combined, until the pilot program as kicked off on 20 January. Where previous PlugFests have wowed evaluators, there was never a straightforward or quick process in place to take advantage of the technology discovered, nor a method in place to get a project quickly on contract to continue development. OTA allows government officials to set aside and award funds to the company's who are deemed by evaluators to have the best product after seeing demonstration, which means the company may see a funded agreement within weeks vs months (or in some cases, years).

Future PlugFest Plus events are scheduled throughout 2015. JST looks forward to hearing more about this fascinating new opportunity for small businesses to be able to showcase their talents and obtain government contracts

