

AMADEO LAW FIRM

PROFESSIONAL LIMITED LIABILITY COMPANY

The Government Procurement Bulletin™

For The Greater Washington, D.C. -
Baltimore Corridor

August 2010 Issue

Amadeo Law Firm, PLLC
www.amadeolaw.com

1629 K Street, Suite 300
Washington, DC 20006
(202) 640-2090

5235 Westview Drive, Suite 100
Frederick, MD 21703
(301) 418-6393

INSIDE THIS ISSUE

ARTICLES

- 1 New Regulations on Disclosure of High Compensation and Subcontracts**
- 2 So FAR: New Rules on Contract Bundling and Sole-Source Awards Over \$100M**

PROCUREMENT EVENTS

- 2 Montgomery County**
- 2 Prince George's County**
- 3 Frederick & Washington Counties**
- 3 Carroll, Howard & Anne Arundel Counties**
- 4 Baltimore City & Baltimore County**
- 5 Washington, DC**
- 6 Alexandria & Northern Virginia**

New Regulations on Disclosure of High Compensation and Subcontracts

By Mark A. Amadeo, Esq.

On July 8, 2010, the Department of Defense, General Services Administration, and the National Aeronautics and Space Administration issued a final interim regulation requiring federal contractors to disclose first-tier subcontract awards on contracts and orders of \$25,000 or more and the compensation of the five-most highly compensated executives. The regulation is effective immediately and the comment period ends on September 7, 2010. The interim final regulation can be found here: <http://edocket.access.gpo.gov/2010/pdf/2010-16691.pdf>.

The subcontractor award disclosure requirement applies to all federal contractors, including commercial off-the-shelf contractors, but does not apply to classified contracts and contracts with individuals, or to contractors and subcontractors with a gross income less than \$300,000. Also, the regulation phases in the subcontractor reporting requirements: Until September 30, 2010, any newly awarded subcontract must be reported if the prime contract amount is \$20,000,000 or more. From October 1, 2010, to February 28, 2011, contractors with a prime contract award of \$550,000 or more must report newly awarded subcontracts. Starting March 1, 2011, contractors with prime contract awards of \$25,000 or more must report newly awarded subcontracts. The subcontract award information will be made publicly available at USASpending.gov.

The executive compensation reporting requirement applies to contractors and subcontractors who in the preceding year received at least 80 percent and \$25 million of their annual gross revenue from federal awards and if the executives do not already publicly report compensation information in SEC or IRS filings. The executive compensation information will be posted to the Central Contractor Registration (CCR) web site.

PROCUREMENT EVENTS

Montgomery County

August 26, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm - 5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD
The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=8-26-2010#event1>.

September 30, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm - 5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD
The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=9-30-2010#event1>.

Prince George's County

August 4, 2010 - SBDC Maryland (Capital Region) - Federal Government Procurement for Technology Companies

8:30 am - 1:00 pm, Capital Region Training Center, College Park, MD
The SBDC will provide a workshop for technology companies in business for two or more years seeking to grow or expand in the Federal Government market. Attendees will learn key strategies for selling to the U.S. government including: market entry approaches; key award winning steps; how to differentiate from competitors; how to present your capabilities to government and prime contractor personnel, Attendees will be provided guidance from industry experts and tips from other small businesses. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=8-4-2010#event1>.

September 15, 2010 - PGCEDC & WMATA & PEPCO - Procurement Day: Metro Opens Doors To Procurement Opportunities & PEPCO Maps The Way

9:00 am - 12:00 pm, Largo, MD
The Washington Metropolitan Area Transit Authority is opening its doors to procurement opportunities with businesses in Prince George's County. The Prince George's County Economic Development Corporation hosts this event in which WMATA representatives will be available to discuss upcoming procurement opportunities in many areas, including construction, plant maintenance, track/structural maintenance, rail/bus and administrative services. Also present will be PEPCO representatives to discuss procurement opportunities, including local Prince George's County projects. For more info: <http://www.pgcedc.com/edc/calendarEDC.php>.

So FAR . . .

New Rules on Contract Bundling and Sole-Source Awards Over \$ 100M

On July 13, 2010, the U.S. Department of Defense published an interim regulation that applies to bundled contracts. Under the regulation, Department of Defense contracting officials are required to publish notification in FedBizOpps or a similar web site at least 30 days before releasing a solicitation for a bundled contract. If DoD expects measurably substantial benefits as a result of the contract bundling, it must disclose those potential savings in the notice. The interim regulation, which is effective immediately, can be found at: <http://edocket.access.gpo.gov/2010/pdf/2010-16898.pdf>.

DoD also issued a separate interim final regulation that prohibits a sole-source task or delivery order exceeding \$100 million unless the agency head makes a written determination that: (1) the task or delivery orders are so integrally related that only a single source can reasonably perform the work; (2) the contract provides only for firm-fixed price task or delivery orders for products or services for which unit prices or prices for services are established in the contract; (3) only one source is qualified and capable of performing the work at a reasonable price; or (4) because of exceptional circumstances, it is necessary in the public interest to award the contract to a single source. The interim regulation also requires the agency head to notify congressional and intelligence committees within 30 days after it has made such a written determination. The rule can be found at: <http://edocket.access.gpo.gov/2010/2010-16898.htm>.

September 29, 2010 - PGCEDA - Everything You Need To Know To Get Your GSA Schedule Award In 30 Days.

(9:30 am - 11:30 am, Largo, MD)

The Prince George's County Economic Development Corporation sponsors this class in which attendees will learn the requirements for obtaining a GSA award, how to avoid the public bid process, why a GSA Schedule Contract is a GWAC, and how to reduce competition within contracting rules. For more info: <http://www.pgcedc.com/edc/calendarEDC.php>.

Frederick & Washington Counties

August 11, 2010 - ASBC - Business Over Breakfast - Fort Detrick

7:30 am - 9:00 am, Perkins Restaurant, Frederick, MD

This is monthly government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities. For more info:

http://www.theasbc.org/events/event_details.asp?id=93237.

August 13, 2010 - FDBDO & SBDC (Western) - Introduction to GSA Schedule

10 am, Frederick County Chamber of Commerce, Frederick, MD

This class gives an overview of the GSA Schedule, including, but not limited to, the process of obtaining a GSA Schedule, some of the regulations governing the GSA Schedule, other related contracting vehicles and the ordering activities that buy off the GSA Schedule. Pre-registration is required. For more info: call (301) 600-1967.

August 19, 2010 - FDBDO & SBDC (Western) - Introduction to Federal Contracting

4 pm, Frederick County Office of Economic Development, Frederick, MD

This free monthly seminar by the Fort Detrick Business Development Office and the Small Business Development Center has been developed to help the company that has never bid on a government contract and is unsure where to begin. The class will cover topics of how to register, where to find opportunities and basic marketing tips. Pre-registration is required. For more info: call (301) 600-1967.

September 16, 2010 - FDBDO & SBDC (Western) - Introduction to Federal Contracting

4 pm, Frederick County Office of Economic Development, Frederick, MD

This free monthly seminar by the Fort Detrick Business Development Office and the Small Business Development Center has been developed to help the company that has never bid on a government contract and is unsure where to begin. The class will cover topics of how to register, where to find opportunities and basic marketing tips. Pre-registration is required. For more info: call (301) 600-1967.

Carroll, Howard & Anne Arundel Counties

August 3, 2010 - MDOT Office of Minority Business Enterprise - MBE/DBE Application Assistance Workshop

10:00 am - 1:00 pm, MDOT Headquarters, Hanover, MD

The MBE/DBE Application Assistance Workshop is intended for those firms interested in seeking MBE and/or DBE certification. Attendees will learn the benefits of certification, the five key requirements for certification, and the four steps in the certification process. For more info:

http://www.mdot.maryland.gov/MBE_Program/caldisplay?DISPLAYMODE=DisplayEvent&DETAILEVENT=C813E6F4B57EF2891F3E2195259513C5.

August 11, 2010 - ASBC - Business Over Breakfast - Columbia

7:30 am - 9:00 am, Bob Evans Restaurant, Columbia, MD

This is government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities . For more info:

http://www.theasbc.org/events/event_details.asp?id=94643.

August 20, 2010 - ASBC - Business Over Breakfast - Columbia

7:30 am - 9:00 am, Bob Evans Restaurant, Columbia, MD

This is government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities . For more info:

http://www.theasbc.org/events/event_details.asp?id=94643.

August 26, 2010 - MDOT & SBDC - Minority & Disadvantaged Business Enterprise Certification

9:30 am - 12:30 pm, AAEDC, Annapolis, MD

In partnership with the Maryland Department of Transportation (MDOT), the Central MD Small Business Development Center will host a Minority Business and Disadvantaged Business Enterprise Certification workshop. Attendees will learn about the State's Minority Business Enterprise program and the process to be certified from and MDOT specialist. Attendees will be introduced to the application process and obtain answers to questions about how to navigate through the certification process. Program requirements and qualification criteria will be explained. For more info:

<http://www.centralmdsbdc.org/trainings/course.php?ID=2375&m=8&dd=0>.

September 7, 2010 - MDOT Office of Minority Business Enterprise - MBE/DBE Application Assistance Workshop

10:00 am - 1:00 pm, MDOT Headquarters, Hanover, MD

The MBE/DBE Application Assistance Workshop is intended for those firms interested in seeking MBE and/or DBE certification. Attendees will learn the benefits of certification, the five key requirements for certification, and the four steps in the certification process. For more info:

http://www.mdot.maryland.gov/MBE_Program/caldisplay?DISPLAYMODE=DisplayEvent&DETAILEVENT=8C3C026C5F6F8DF02343918E57BCE5F8.

September 15, 2010 - SBDC - Federal Government 8(a) Certification

9:30 am - 12:30 pm, AAEDC, Annapolis, MD

This workshop is designed for small businesses seeking an 8(a) certification. This three-hour training session explains 8(a) requirements and how to prepare an 8(a) application, while also reviewing the opportunities and limitations of these certifications. Stories and examples of companies that have previously experienced the 8(a) certification process will be presented. With guidance from a veteran Small Business Administration (SBA) expert, valuable tips will be provided on how to submit a well-structured application, which would be compliant with the SBA rules and regulations. For more info: <http://www.aedc.org/calendar-and-events/events-calendar/icalrepeat.detail/2010/09/15/54/-/NjhmZTBjNjM2YWQzZDQxYzcxYTU4Y2U0NGVmYzNkMWU=.html>.

<http://www.aedc.org/calendar-and-events/events-calendar/icalrepeat.detail/2010/09/15/54/-/NjhmZTBjNjM2YWQzZDQxYzcxYTU4Y2U0NGVmYzNkMWU=.html>.

Baltimore City & Baltimore County

August 17, 2010 - Baltimore Development Corporation - Small Business Resource Center - Government Contracting

10:00 am - 12:00 pm, Baltimore, MD

This workshop will include information on Seeking Contracts, Core Basic Contract Standards, Documentation on Contract practices and Proposal Presentation tips. For more info:

http://www.sbrcbaltimore.com/html/news_events/main.aspx.

September 18, 2010 - MDTA - Focus On Small Procurements

9:00 am - 12:00 pm, Police Headquarters, Baltimore, MD

This workshop is part of the "Getting Your Foot in the Door" series by the Maryland Department of Transportation. For more info:

<http://www.mwmca.org/multimedias/files/events/attachment81.pdf>.

Washington, DC**August 6, 2010 - SCORE - Business Development in the Federal Sector**

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop will help attendees understand the federal sector marketplace as well as the process of marketing and selling to the Federal government. For more info:

<http://www.scoredc.org/workshops.cfm?class=7>.

August 10, 2010 - ASBC - Business Over Breakfast - DC

7:30 am - 9:00 am, City Club of Washington at Franklin Square, McLean, VA

This is monthly government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities. For more info:

http://www.theasbc.org/events/event_details.asp?id=92299.

August 18, 2010 - GSA - 8(a) Certification Training

1:30 pm to 4:00 pm, St. Elizabeth's West Campus, Washington, DC

This seminar by the GSA provides hands on computer training to assist local small businesses in completing and Securing 8(a) certification. Attendees will learn about the policies and procedures for 8(a) Certification, prepare the required documentation in a "Hands On" computer lab, receive onsite technical assistance from GSA and an SBA representative. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5812&occurId=2788>.

August 23-27, 2010 - MBDA - Minority Enterprise Development Week

Omni Shoreham Hotel, Washington, DC

This week-long conference organized by the Minority Business Development Agency of the U.S. Department of Commerce includes seminars on the 8(a) Mentor-Protege Program, teaming arrangements and joint ventures, and strategies for marketing to the government and on how to win government contracts. For more info: <http://www.medweek.gov/home>.

August 24, 2010 - GSA - How to Obtain A GSA Contract

10:00 am to 12:00 pm, GSA Regional Office Building, Washington, DC

This seminar by the GSA is designed to encourage and support small businesses interested in obtaining a GSA federal contract. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5750&occurId=2709>.

August 27, 2010 - SCORE - GSA Schedules 101

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop covers topics related to selling to the federal government on a GSA schedule. For more info:

<http://www.scoredc.org/workshops.cfm?class=10>.

**FEATURED
PROCUREMENT EXPO**

August 5, 2010 -

Contacts & Contracts

8:00 am - 4:30 pm

The Westin Arlington

Gateway, Arlington, VA

This Conference by the National Association of Small Business Contractors and the U.S. Women's Chamber of Commerce brings businesses up to date on current contracting opportunities and connects businesses with federal agency and prime contractor representatives. The Conference features a State of the State address by Margot Dorfman, CEO of the U.S. Women's Chamber of Commerce, agency and prime contractor regional updates, and matchmaking with agency and prime contractors. For more info: <http://www.nasbc.org/contacts-contracts-august-2010>.

September 15, 2010 - GSA - 8(a) Certification Training

1:30 pm to 4:00 pm, St. Elizabeth's West Campus, Washington, DC

This seminar by the GSA provides hands on computer training to assist local small businesses in completing and Securing 8(a) certification. Attendees will learn about the policies and procedures for 8(a) Certification, prepare the required documentation in a "Hands On" computer lab, receive onsite technical assistance from GSA and an SBA representative. For more info:

<http://www.gsa.gov/portal/content/122545>.

September 17, 2010 - Preparing A Winning Federal Proposal

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop discusses responding to Requests for Proposals (RFP) and includes pre-proposal actions, government actions, capture planning, proposal planning, development and proposal reviews. For more info:

<http://www.scoredc.org/workshops.cfm?class=5>.

September 22, 2010 - SCORE - 8(a) Company Best Practices

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop provides practical advice on how to position an 8(a) business to obtain government contracts, and an overview of the required infrastructure. Subcontracting, partnering, bidding, and market analysis and other subjects will be discussed. For more info:

<http://www.scoredc.org/workshops.cfm?class=37>.

Alexandria & Northern Virginia

August 3, 2010 - ASBC - Business Over Breakfast - Manassas

7:30 am - 9:00 am, Cracker Barrel Restaurant, Manassas, VA

This is monthly government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities. For more info:

http://www.theasbc.org/events/event_details.asp?id=91989.

August 3, 2010 - NOVA PTAP - Unraveling the Mysteries of G&A, Overhead, and Fringe

6:30 pm, Fairfax, VA

Attendees will be provided a solid and practical understanding of Government Contract Accounting as it relates to: the nature of indirect vs. direct costs, what can/should be included in indirect rates, varieties of indirect pools, how to calculate indirect rates and more. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=172&sid=644>.

August 4, 2010 - ASBC - Business Over Breakfast - Tysons

7:30 am - 9:00 am, J. Gilbert's Restaurant, McLean, VA

This is monthly government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities. For more info:

http://www.theasbc.org/events/event_details.asp?id=91782.

August 5, 2010 - NOVA PTAP - Successful Teaming Agreements and Subcontracts

6:30 pm, Fairfax, VA

This course is designed to teach and help small business develop successful teaming and subcontract relationships with large businesses, other small businesses, and individuals. The course will examine the purpose of these agreements, examine the meaning of various provisions contained in these agreements, and discuss strategies for negotiations. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=83&sid=640>.

August 17, 2010 - NOVA PTAP - Accounting For Government Contracts

6:30 pm, Fairfax, VA

This class covers the basics of accounting for government contracts and explains how to avoid the painful pitfalls that many contractors have found out about the hard (and costly) way. The class is designed for aspiring government contractors, new government contractors, and contractors striving for that next growth level. For more info: <http://www.novaptac.org/eventcalendar/detail.asp?eid=85&sid=642>.

August 18, 2010 - ASBC - Business Over Breakfast - Tysons

7:30 am - 9:00 am, J. Gilbert's Restaurant, McLean, VA

This is monthly government sector networking event organized by the American Small Business Coalition brings together government and industry personnel in an environment that is conducive to an exchange of information and promotes business opportunities. For more info: http://www.theasbc.org/events/event_details.asp?id=91782.

September 9, 2010 - NOVA PTAP - Successful Teaming Agreements and Subcontracts

6:30 pm - 9:30 pm, Fairfax, VA

This course is designed to teach and help small business develop successful teaming and subcontract relationships with large businesses, other small businesses, and individuals. The course will examine the purpose of these agreements, examine the meaning of various provisions contained in these agreements, and discuss strategies for negotiations. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=83&sid=640>.

September 15, 2010 - Fairfax County Supplier Diversity Program - Selling to Fairfax County

8:00 am - 10:00 am, Fairfax, VA

Attendees will learn Fairfax County's procurement process how to market to Fairfax County, and will network with contract administrators and discuss upcoming opportunities within the county.

For more info: <http://www.fairfaxcountyeda.org/events/selling-fairfax-county-0>.

September 21, 2010 - NOVA PTAP - Government Contracts Practical Jump Start: Seven Steps To Success

9:30 am - 12:30 pm, Fairfax, VA

This class debunks the myths about government contracting, gives first-class resources that are hard to find, and puts attendees on the path to mastery of success essentials. The class covers business readiness, GSA schedules and certifications, finding opportunities, researching competition, how the government buys, teaming tips for seeking partners, business development best practices, key resources and next steps.

<http://www.novaptac.org/eventcalendar/detail.asp?eid=153&sid=625>.

September 21, 2010 - NOVA PTAP - Unraveling the Mysteries of G&A, Overhead, and Fringe

6:30 pm - 9:30 pm, Fairfax, VA

Attendees will be provided a solid and practical understanding of Government Contract Accounting as it relates to: the nature of indirect vs. direct costs, what can/should be included in indirect rates, varieties of indirect pools, how to calculate indirect rates and more. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=172&sid=645>.

ABOUT THE LAW FIRM:

The Amadeo Law Firm, PLLC, is a litigation and consultation boutique with offices in Frederick, MD & Washington, DC. The firm represents clients in commercial, employment, employee benefit, and government contracting matters.

The laws governing federal, state, and local government contracting are often complex and evolving. Government contractors may need to seek consultation to ensure compliance with latest rules and applicable regulations.

The Government Contracting Practice of the Amadeo Law Firm, PLLC, monitors government procurement laws and regulations and provides sophisticated advice to government contractors so that they can successfully compete in the government marketplace.

September 28, 2010 - NOVA PTAP - Accounting For Government Contracts

6:30 pm - 9:30 pm, Fairfax, VA

This class covers the basics of accounting for government contracts and explains how to avoid the painful pitfalls that many contractors have found out about the hard (and costly) way. The class is designed for aspiring government contractors, new government contractors, and contractors striving for that next growth level. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=85&sid=643>.

AMADEO LAW FIRM

PROFESSIONAL LIMITED LIABILITY COMPANY

WASHINGTON, DC

1629 K Street, N.W.,
Suite 300
Washington, DC 20006
Main (202) 640-2090
Fax (202) 640-2618

FREDERICK, MD

5235 Westview Drive,
Suite 100
Frederick, MD 21703
Main (301) 418-6393
Fax (301) 560-4212

www.amadeolaw.com

©2010 Amadeo Law Firm, PLLC. The Government Procurement Bulletin is a publication for friends and clients of the Amadeo Law Firm. This publication is intended for general information purposes only and does not constitute legal advice.