

NJIT New Jersey Institute of Technology

Don't Miss NJIT's Upcoming Small Biz Procurement Fair Set for Jan. 24 in Atlantic City

NEWARK, Dec. 3, 2012—If you're a small business owner—and especially a veteran—mark your calendar now so as not to miss the upcoming NJIT Small Business Procurement Fair set for Jan. 24, 2013, from 8:30 a.m. to 1 p.m., in the Tropicana Hotel, Atlantic City. Government and large business buyers from the Mid-Atlantic States and corporate small business representatives will forecast future purchasing requirements. The event will honor veteran businesses, but all small firms are invited. There is a \$25 cost to attend. To register and for more information, please visit <http://www.njit.edu/ptac/specialannouncements.php>.

“This fair, held every three years, offers a fabulous opportunity for small New Jersey businesses to market directly to Governmental agency representatives from the Mid-Atlantic States,” said attorney Dolcey E. Chaplin, director of NJIT's Defense Procurement Technical Assistance Center (PTAC). “At this event, you will find website names transforming into real individuals who can explain and describe their agency or corporation's culture and mission-- what it buys, who to contact and more. I strongly urge businesses to attend. PTAC is honored to hold this event in conjunction with contracting activities located on Joint Base McGuire/Dix/Lakehurst.”

Attending agencies include Defense Logistics Agency, Fort Belvoir, VA; Defense Supply Center, PA; Naval Surface Weapon Center; Navy Fleet and Industrial Supply; NAVAIR, Lakehurst; US Air Force- McGuire. More include the US Army, Dix, Picatinny and Aberdeen; RDECOM; Army Intelligence & Security; Army Corp of Engineers, NY/PA /VA. Other agencies include the US Veterans Administration, FEMA, FAA and IRS. Corporations include Sanofi, Novartis and ITT.

NJIT has provided support to PTAC since 1986, allowing the Center to provide procurement assistance to New Jersey residents who own small businesses. New Jersey's congressional delegation and the defense community have long lauded Chaplin's efforts to help small businesses grow by highlighting U.S. government opportunities. PTAC's performance metrics, though always stellar, for the year ending July 31, 2012 are notable. Contract awards to the center's small business firms exceeded \$585 million, more than double any single prior year.

PTAC provides contractual and technical assistance to small-established New Jersey businesses, who are interested in marketing their products and services to federal, state and local government agencies and large businesses. The center operates under a cost-sharing cooperative agreement between the Department of Defense and NJIT. PTAC services are free. Since 1986, New Jersey businesses have continued to receive more than \$2 billion dollars in government prime and subcontract awards, the direct result of assistance from PTAC.

The federal government annually spends \$280 billion for goods and services. All purchases under \$150,000 (except those contracts under \$2,500) are set-aside solely for small business. PTAC's electronic daily bid matching service can email clients the current needs of federal, state and local governments which match their business capabilities. PTAC can also

provide assistance with market research (Fedbizopps.gov), identifying product or service codes (PSC/FSC), registering on appropriate websites (SAM), reviewing solicitations, obtaining specifications and providing help sorting through Federal Acquisition Regulations.

NJIT, New Jersey's science and technology university, enrolls more than 9,558 students pursuing bachelor's, master's and doctoral degrees in 120 programs. The university consists of six colleges: Newark College of Engineering, College of Architecture and Design, College of Science and Liberal Arts, School of Management, College of Computing Sciences and Albert Dorman Honors College. U.S. News & World Report's 2011 Annual Guide to America's Best Colleges ranked NJIT in the top tier of national research universities. NJIT is internationally recognized for being at the edge in knowledge in architecture, applied mathematics, wireless communications and networking, solar physics, advanced engineered particulate materials, nanotechnology, neural engineering and e-learning. Many courses and certificate programs, as well as graduate degrees, are available online through the Division of Continuing Professional Education.