

8(a) PORTFOLIO MARKETING DIRECTORY

November 2013 Edition



PITTSBURGH DISTRICT OFFICE MINORITY ENTERPRISE DEVELOPMENT

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www.sba.gov

U.S. Small Business Administration



Your Small Business Resource

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U. S. SMALL BUSINESS ADMINISTRATION

PITTSBURGH DISTRICT OFFICE

411 Seventh Avenue, Suite 1450

Pittsburgh, PA 15219

412-395-6560 • 412-395-6562 (FAX) • 412-395-6563 (TDD)

Federal Procuring Agencies, Prime Contractors and Business Development Partners:

The Small Business Administration and our resource partners have one collective goal, to help small businesses succeed and stimulate the economy. In fact, this Pittsburgh District Office 8(a) Portfolio Marketing Directory is the result of a cumulative effort between the SBA Pittsburgh Office, its 8(a) firms and the U.S. Department of Energy/National Energy Technology Laboratory. The Directory serves as a platform to highlight the contracting capabilities of companies in our 8(a) Program.

The SBA's 8(a) Business Development Program was created to assist small disadvantaged businesses enter the government contracting arena. We require a business development commitment from our portfolio of firms. And, as business leaders, we are asking that you consider using the Directory when evaluating your procurement needs.

Our Directory is easy to use and the first section looks like the 8a Portfolio Marketing Directory we have had for many years. This section still boasts the following:

- *Contact information for SBA/Pittsburgh
- *A listing of 8(a) firms by industry based on their NAICS Codes
- *Profiles of each firm detailing their contracting experience, capabilities, capacity, and key personnel
- *A contact list of 8(a) firms in the Pittsburgh District's portfolio for quick reference

We have added the following in the first section: An explanation of the 8(a) program AND a list of agencies with a partnership agreement with the SBA.

Based on the typical questions that are asked of us on a daily basis, we are now adding another section. This second section focuses on government contracting, HUBZone federal certification program, Woman Owned Small Business self certification program, Service-Disabled Veteran Owned Small Business self certification program, State certification programs, and interesting statistics. We have also provided an excel spreadsheet of our HUBZone firms and their contact information.

Any support which you can provide to these 8a firms and HUBZone firms is greatly appreciated. **For those who are directly involved in contracting, please give priority consideration to these firms for upcoming opportunities.** As business leaders, we are asking that you share the Directory and its contacts with your associates. Our office can readily supply you with additional copies or provide copies to persons interested in utilizing the services and products of our 8(a) firms.

I want to personally thank you for supporting the SBA's efforts to help small businesses to grow and become competitive by marketing their goods and services to government agencies. Please contact our office if you need any assistance employing the firms listed in our Directory.

Carl Knoblock
District Director

FOR BUSINESS DEVELOPMENT ASSISTANCE, PLEASE CONTACT:

Marisa Fentzel
Business Opportunity Specialist
Phone: (412) 395-6560, Ext. 109
E-Mail: marisa.fentzel@sba.gov

Judith Kirby
Business Opportunity Specialist
Phone: (412) 395-6560, Ext. 123
E-Mail: judith.kirby@sba.gov

Kevin White
Deputy District Director
Phone: (412) 395-6560, Ext. 113
E-Mail: kevin.white@sba.gov

Procurement Center Representatives

SBA employs Procurement Center Representatives (PCRs) to assist small businesses in obtaining federal contracts.

How they Help Small Businesses

PCRs are located at various SBA area offices and major federal buying centers around the country. Among other activities, they increase the small business share of federal procurement awards by:

- Initiating small business set-asides,
- Reserving procurements for competition among small business firms,
- Providing small business sources to Federal buying activities, and
- Counseling small firms.

In addition, PCRs advocate for the breakout of items for full and open competition to affect savings to the federal government.

What you Need to Know as the Contracting Officer

PCRs can have a lot of involvement in a contract or subcontract. PCRs do the following:

- Coordinate during contracting activities and review procurements,
- Recommend requirements be set aside for Small Business, 8A, HUBZone, Service Disabled Veteran Owned, or Women-Owned Small Business concerns
- Initiate appeals (Form 70s) of contracting officers' decisions

PCRs have the facts and will provide training, outreach, and research.

PCRs also review proposed small business subcontracting plans and may recommend to the contracting officer various small business goals and various subcontracting options.

Explanation of Acronyms

PCR - Procurement Center Representative - PCRs increase the small business share of Federal procurement awards by initiating small business set-asides, reserving procurements for competition among small business firms; providing small business sources to Federal buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

CMR - Commercial Market Representative - CMRs are stationed in area offices, conduct compliance reviews of prime contractors, counsel small businesses on how to obtain subcontracts, conduct matchmaking activities to facilitate subcontracting to small business, and provide orientation and training on the Subcontracting Assistance Program for both large and small businesses

BARBARA WEAVER (PCR & CMR for West Virginia and western Pennsylvania)

SBA Representative
3610 Collins Ferry Road, Building 39, Room 39
Morgantown, WV 26505
Tel: (304) 904-0991
Fax: (202) 481-6454
Email: barbara.weaver@sba.gov

ACTIVITIES COVERED

- DOE - National Energy Technology Centers – Morgantown, WV and Pittsburgh, PA
- DoD - Army Corps of Engineers – Huntington, WV and Pittsburgh, PA
- DOJ - FBI Criminal Justice Information Service – Clarksburg, WA
- Department of Treasury - Bureau of Public Debt – Parkersburg, WV

About the 8(a) Business Development Program

In order to help small, disadvantaged businesses compete in the marketplace, the SBA created the 8(a) Business Development Program.

What is the 8(a) Business Development Program?

- The 8(a) Business Development Program is a business assistance program for small disadvantaged businesses. The 8(a) Program offers a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals.
- The 8(a) Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. The program helps thousands of aspiring entrepreneurs to gain a foothold in government contracting.
- Participation in the program is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Benefits of the Program

- Participants can receive sole-source contracts, up to a ceiling of \$4 million for goods and services and \$6.5 million for manufacturing. While we help 8(a) firms build their competitive and institutional know-how, we also encourage you to participate in competitive acquisitions.
- 8(a) firms are also able to form joint ventures and teams to bid on contracts. This enhances the ability of 8(a) firms to perform larger prime contracts and overcome the effects of contract bundling, the combining of two or more contracts together into one large contract. Also, see the Mentor-Protégé Program for more information on allowing starting 8(a) companies to learn the ropes from other more experienced businesses.

Requirements and Goals of the 8(a) Business Development Program

The overall program goal is to graduate 8(a) firms that will go on to thrive in a competitive business environment. There are some requirements in place to help achieve this goal. Program goals require 8(a) firms to:

- Maintain a balance between their commercial and government business.
- Limit on the total dollar value of sole-source contracts that an individual participant can receive while in the program: \$100 million or five times the value of its primary NAICS code.

To make sure 8(a) firms are on track to accomplish their goals and are following requirements, the SBA district offices monitor and measure the progress of participants through:

- Annual reviews
- Business planning
- Systematic evaluations

In addition, 8(a) participants may take advantage of specialized business training, counseling, marketing assistance, and high-level executive development provided by the SBA and our resource partners. You can also be eligible for assistance in obtaining access to surplus government property and supplies, SBA-guaranteed loans, and bonding assistance for being involved in the program.

Contact Information

- For general questions about the 8(a) Business Development program, please contact 8aquestions@sba.gov
- For help with SBA's General Login System (GLS), contact GLS@sba.gov
- For help the System for Award Management (SAM), which replaced the Central Contractor Registration (CCR), please go to sam.gov or fsd.gov
- For help with the 8(a) electronic application, please contact BDMIS@sba.gov
- For help with 8(a) regulations and requirements, please contact 8aBD@sba.gov

8(a) Requirements Overview

Generally, to be approved into the 8(a) Business Development program and become certified the business must meet these eligibility requirements:

- The business must be majority-owned (51 percent or more) by an individual(s).
- The individual(s) must be an American citizen, by birth or naturalization.
- The business must be majority-owned (51 percent or more) and controlled/managed by socially and economically disadvantaged individual(s).
- The individual(s) controlling and managing the firm on a full-time basis must meet the SBA requirement for disadvantage, by proving both social disadvantage and economic disadvantage.
- The business must be a small business.
- The business must demonstrate potential for success.
- The principals must show good character.
- Separate eligibility requirements exist for a business that is owned by American Indians, Native Alaskans, Native Hawaiians or Certified Development Companies.

Contact Information

- For general questions about the 8(a) Business Development program, please contact 8aquestions@sba.gov
- For help with SBA's General Login System (GLS), contact GLS@sba.gov
- For help the System for Award Management (SAM), which replaced the Central Contractor Registration (CCR), please go to sam.gov or fsd.gov
- For help with the 8(a) electronic application, please contact BDMIS@sba.gov
- For help with 8(a) regulations and requirements, please contact 8aBD@sba.gov

8(a) Firms by Industry

Accessible Maps – Campuses

Tusick & Associates Architects, Inc.

Administrative Management and General Management Consulting

Applied Intellect, LLC
Blair Insurance Services
Gella, LLC

Administrative Support Services

COGENT Infotech Corp.
Gella, LLC

Advertisements (Mobile)

Professional Limousine Service

All Other Professional, Scientific and Technical Services

Provider Resources, Inc.
RRC Consulting Group, Inc.

Architectural and Building Design

Advantus Engineers, LLC
Tusick & Associates Architects, Inc.

Architectural and Metal Work Manufacturing

JoD Contracting, Inc.

Armed and Unarmed Guards

Coast to Coast K-9 Security, LLC
Payton & Associates

Asbestos and Lead Paint Abatement

RRC Consulting Group, Inc.

Automotive Repairs

Professional Limousine Services

Bonding

Blair Insurance Services

Bridge Construction

Construction Performance Management, Inc.
Northwind Engineering, LLC

Building Commissioning Services

Advantus Engineers, LLC

Building Equipment Contractors

JoD Contracting, Inc.

Building Inspection Services

RRC Consulting Group, Inc.

Canine Patrol Teams

Coast to Coast K-9 Security, LLC

Carpentry/Flooring Contractors

Construction Performance Management, LLC
JoD Contracting, Inc.
Nicos Contracting Co., LLC

Claims Adjusting

Blair Insurance Services
Provider Resources, Inc.

Commercial Building Construction

Construction Performance Management, LLC
JoD Contracting, Inc.
Northwind Engineering, LLC
RRC Consulting Group, Inc.

Computer and Computer Software Merchant Wholesalers

CBM Business Machines, Inc.
COGENT Infotech Corp.

Computer and Computer Software Stores

CBM Business Machines, Inc.
COGENT Infotech Corp.

Computer and Office Machine Repair and Maintenance

CBM Business Machines, Inc.

Computer Equipment Wholesalers

CBM Business Machines, Inc.

Computer Facilities Management Services

COGENT Infotech Corp.
Provider Resources, Inc.
RRC Consulting Group, Inc.

Computer Programming Services (Custom)

Applied Intellect, LLC
COGENT Infotech Corp.
Gella, Inc.
Technology Blue, Inc.

Computer Software Publishers

COGENT Infotech Corp.

Computer Systems Design Services

Applied Intellect, LLC
CBM Business Machines, Inc.
COGENT Infotech Corp.
Construction Performance Management, LLC
Gella, LLC
Provider Resources, Inc.
RRC Consulting Group, Inc.
Technology Blue, Inc.

Computer Training

Applied Intellect, LLC
COGENT Infotech Corp.

Concrete Contractors (includes flatwork & structural)

Construction Performance Management
JoD Contracting, Inc.
Nicos Contracting Co., LLC

Construction Management

Advantus Engineers, LLC
Construction Performance Management
RRC Consulting Group, Inc.

Convention and Trade Show Organization

Provider Resources, Inc.

Data Processing Services

COGENT Infotech Corp.
Construction Performance Management, LLC
Gella, LLC

Demolition

Nicos Contracting Co., LLC
Northwind Engineering, LLC
RRC Consulting Group, Inc.

Die Cutting and Assemble

Tri-State Plastics, Inc.

Drafting Services

Advantus Engineers

Drywall/Installation Contractors

Construction Performance Management, LLC
JoD Contracting, Inc.
Nicos Contracting Co., LLC

Educational Support Services

Provider Resources, Inc.

Electrical Contractors

CBM Business Machines, Inc.
Nicos Contracting Co., Inc.

Electrical Equipment & Wiring Supplies Wholesalers

JoD Contracting, Inc.

Electronic Computer Manufacturing

CBM Business Machines, Inc.

Emergency Response/Safety Consulting

RRC Consulting Group, Inc.

Employment Placement Agencies

COGENT Infotech Corp.

Energy Consulting

Tusick & Associates Architects, Inc.

Engineering Services

Advantus Engineers
Applied Intellect, LLC
Construction Performance Management
DK Environmental
RRC Consulting Group, Inc.

Environmental Consulting Services

Applied Intellect, LLC
DK Environmental
RRC Consulting Group, Inc.

Environmental Testing Laboratories

DK Environmental
RRC Consulting Group, Inc.

Equipment Manufacturer

Tri-State Plastics, Inc.

Excavation

Nicos Contracting Co., Inc.
Northwind Engineering, LLC

Facility Management/Facility Support Services

Advantus Engineers, LLC
C2C Services
Northwind Engineering, LLC
RRC Consulting Group, Inc.

Family Housing Construction

Construction Performance Management
JoD Contracting, Inc.

Framing Contractors

Construction Performance Management, LLC
JoD Contracting, Inc.

Furniture Stores

CBM Business Machines, Inc.
Tusick & Associates Architects, Inc.

Furniture Wholesalers

CBM Business Machines, Inc.
Tusick & Associates Architects, Inc.

General Construction

Construction Performance Management, Inc.
JoD Contracting, Inc.
Nicos Contracting Co., LLC
Northwind Engineering, LLC

Hazardous Waste Collection

Northwind Engineering, LLC

Health and Welfare Funds

Blair Insurance Services

Health Care Services and Medical Staffing

Gella, Inc.

Heating and A/C

JoD Contracting, Inc.

Heavy Civil Engineering Construction

Construction Performance Management, Inc.
Northwind Engineering, LLC

Highway Construction

Construction Performance Management, LLC
Nicos Contracting Co., LLC

Home Furnishing Wholesalers

JoD Contracting, Inc.

Hospitalization & Employee Benefits

Blair Insurance Services

Housing Construction

Construction Performance Management, LLC
JoD Contracting, Inc.
Tusick & Associates Architects, Inc.

Human Resources Consulting Services

COGENT Infotech Corp.

Industrial Building Construction

Construction Performance Management, LLC
JoD Contracting, Inc.
Tusick & Associates Architects, Inc.

Information Technology Services

CBM Business Machines, Inc.
Coast to Coast K-9 Security, LLC
COGENT Infotech Corp.

Insulation

RRC Consulting Group, Inc.

Insurance Funds

Blair Insurance Services

Insurance Services

Blair Insurance Services

Interior Design

Tusick & Associates Architects, Inc.

Investigation Services

Coast to Coast K-9 Services, LLC
Payton & Associates
Provider Resources, Inc. (Insurance)

Investment and Securities

Blair Insurance Services

Janitorial Services

C2C Services

Laminated Plastics, Plate, Sheet & Shape

Manufacturing

Tri-State Plastics, Inc.

Landscaping Services

C2C Services

LEED Consulting Services

Advantus Engineers, LLC

Lighting Fixture Manufacturing

Tri-State Plastics, Inc.

Limousine Services (and other transit/ground passenger transportations)

Professional Limousine Service

Lumber, Plywood, Millwork & Wood Panel Wholesalers

JoD Contracting, Inc.

Machine Tool (Metal Forming Types)

Tri-State Plastics, Inc.

Management Consulting Services

Advantus Engineers
Blair Insurance Services
COGENT Infotech Corp.
Construction Performance Management, Inc.
Provider Resources, Inc.

Mechanical Engineering

Advantus Engineers, LLC

Medical Billing

CBFI, LLC

Metal Part Manufacturer

Tri-State Plastics, Inc.

Molding (Injection/Compression)

Tri-State Plastics, Inc.

Narcotic & Explosive Deterrent & Detection

Coast to Coast K-9 Security, LLC

Office Administrative Services

COGENT Infotech Corp.
Gella, LLC

Office Equipment Merchant Wholesalers

CBM Business Machines, Inc.

Office Equipment Rental and Leasing

CBM Business Machines, Inc.

Office Supplies Merchant Wholesalers

CBM Business Machines, Inc.

Office Supplies and Stationery Stores

CBM Business Machines, Inc.

Open-End Investment Funds

Blair Insurance Services, Inc.

Other Accounting Services

Provider Resources, Inc.

Other Insurance Business

Provider Resources, Inc.

Painting/Wallcovering Contractors

Construction Performance Management, LLC

JoD Contracting, Inc.

Nicos Contracting Co., LLC

Pension Funds

Blair Insurance Services

Personnel Staffing Services

Advanced Integration Group, Inc.

COGENT Infotech Corp.

Pipeline Construction

Construction Performance Management, LLC

Plastics Product Manufacturing

Tri-State Plastics, Inc.

Plumbing Services

JoD Contracting, Inc.

Nicos Contracting Co., LLC

Process, Physical Distribution and Logistics

Consulting Services

Applied Intellect, LLC

Provider Resources

Professional & Management Development

Training

Blair Insurance Services

Provider Resources, Inc.

Professional Organization

Provider Resources, Inc.

Professional, Scientific & Technical Services

Blair Insurance Services

Coast to Coast K-9 Security, Inc.

Provider Resources, Inc.

RRC Consulting Group, Inc.

R&D in Physical, Engineering & Life Sciences

Applied Intellect, LLC

Rail Transportation (Support Activities)

Northwind Engineering, LLC

Remediation Services

DK Environmental

Northwind Engineering, LLC

RRC Consulting Group, Inc.

Remodeling (Residential)

JoD Contracting, Inc.

Tusick & Associates Architects, Inc.

Research and Development

Provider Resources, Inc.

Tusick & Associates Architects, Inc.

Residential Contracting

Construction Performance Management, LLC

JoD Contracting, Inc.

Tusick & Associates Architects, Inc.

Road Construction

Northwind Engineering, LLC

Roofing Contractors

JOD Contracting, Inc.

Nicos Contracting Co., LLC

RRC Consulting Group, Inc.

Scientific and Technical Consulting

Applied Intellect, LLC

Provider Resources

RRC Consulting Group, Inc.

Security Services

Coast to Coast K-9 & Security, Inc.

Payton & Associates, Inc.

RRC Consulting Group, Inc.

Security Systems Design and Installation

Coast to Coast K-9 & Security, Inc.

Payton & Associates, Inc.

RRC Consulting Group, Inc.

Siding Contractor

JOD Contracting, Inc.

Site Preparation Contractors

Construction Performance Management, LLC

RRC Consulting Group, Inc.

Staffing Services (Temporary)

COGENT Infotech Corp

Stone Installation (such as Tile, Marble, Granite, and Terrazzo)

JoD Contracting, Inc.
Nicos Construction Co., Inc.

Structure, Foundation Contractors

Construction Performance Management, LLC
JOD Contracting, Inc.
Northwind Engineering, LLC

Technical Services

Northwind Engineering, LLC

Third Party Administration

Blair Insurance Services

Transportation Services

Northwind Engineering, LLC
Professional Limousine Services

Waste Collection

Northwind Engineering, LLC

Water and Related Structure Construction

Northwind Engineering, LLC

Water and Sewer Line Construction

Construction Performance Management, LLC

Wetlands and Forestry Services

Northwind Engineering, LLC

Wrecking and Demolition

Nicos Contracting, LLC

ADVANTUS ENGINEERS, LLC

555 N. Bell Avenue, Carnegie, PA 15106
(412) 489-9090
E-Mail: info@advantusengineers.com
Web: www.advantusengineers.com
Alicia Avick, President

PROFILE

Advantus Engineers was founded in 2004, as an engineering company providing MEP (mechanical, electrical, plumbing) engineering consulting, design, and commissioning services. Our goal is to bring our clients personalized service backed with technical knowledge and expertise. We specialize in HVAC, controls design, construction administration, and building commissioning services. We provide these services for the commercial, institutional and light industrial markets. Advantus also offers services for project management, energy analysis and green building design.

Advantus Engineers is a Certified Woman-Owned Business (WBENC), an 8(a) certified small disadvantaged business, and is verified as a small diverse business under The Pennsylvania Department of General services.

Advantus is also a member of the USGBC (United States Green Building Council), GBA (Green Building Alliance), and BCA (Building Commissioning Association).

CONTRACTING EXPERIENCE

Advantus Engineers and its employees have experience in both the private commercial and federal contracting arenas. Advantus has done work for commercial buildings, arenas, residential high-rises, hospitals, recreation centers, schools, laboratories, and more. Our experience includes such notable projects as the Consol Energy Center (Certified LEED Gold) and projects at UPMC, and Lincoln Financial Field (Philadelphia, PA).

Our recent clients include:

- Sports and Exhibition Authority of Allegheny County
- Pittsburgh Public Schools
- UPMC
- Oxford Development
- Children's Hospital of Pittsburgh
- DLA Architects
- McLean Architects
- WTW Architects
- ME Engineers

CAPABILITIES

Advantus' capabilities include work that can be performed under the following NAICS codes:

236220 - Construction management, commercial and institutional building
541310 - Architectural Services
541330 - Engineering Services
541340 - Drafting Services
541618 - Other Management Consulting Services
561210 - Facilities Support Services

FINANCIAL DATA

Available upon request.

Duns Number: 36-338-6694

KEY PERSONNEL

Alicia M. Avick, P.E., LEED AP, CxA, President, has a B.S. in Mechanical Engineering from the University of Notre Dame. She brings her years of experience from working in the HVAC industry both at Carrier Corporation and Standard Air & Lite. Ms. Avick is a LEED accredited professional. She is a registered professional engineer in Pennsylvania. Ms. Avick is also a certified commissioning agent.

Ms. Avick is experienced leading engineering and commissioning project teams for work with The Veterans Administration, The US Department of Energy, The US Army Corps of Engineers, and Pittsburgh Public Schools and others.

Applied Intellect, LLC

1827 Willow Oak Drive, Wexford, PA 15090-2508
Phone: (724) 765-0402 Fax: (724) 703-1666
Email: sanjeev.sharma@ap-in.com
Web: www.ap-in.com
Sanjeev K. Sharma, President

PROFILE

Applied Intellect, LLC is an 8(a) certified small business that delivers life-cycle management solutions for infrastructure, environmental, energy/sustainability, capital investment, healthcare, cyber security and national intelligence programs. The company provides strategic support, program and project management services to organizations in developing and implementing a process-based framework for the management of their mission and business objectives. We support organizations and personnel in making key decisions for resource planning, program execution and reporting through the integration of people, processes and technology using an approach which includes:

- Establishing governance guidelines through documentation, advocacy and organizational consensus
- Facilitating effective use of Information Technology (IT) through integration of Business Intelligence (BI), Geospatial Information Systems (GIS), Data Warehouses and web portals
- Implementing decision support tools, predictive models, valuations performance management tools for alternatives planning, what-if analyses and informed decision making.

CONTRACTING EXPERIENCE

Applied Intellect has a stellar record of performance in execution and completion of contracts with our customers since our inception in 2010. We have completed the following contracts

- Department of Homeland Security Headquarters (DHS HQ)
 - Management and reporting of real property and movable assets
 - Capital Investments Planning (CIP)
 - Data Warehouse and Business Intelligence (BI) Tools design, development and operation
 - Facility Condition Assessments (FCAs) Guidance
 - Civilian Property Realignment
 - Decision Support Tool (DST)
- Customs & Border Protection (CBP) Program & Project Management Guideline for Field Operations of Facilities (FOF)
- Department of Defense (DoD) Independent Verification & Validation (IV&V)
- Cyber Security business planning for a commercial customer

We have established teaming arrangements with small and large businesses and access to an increasing list of contracts like the GSA schedules, and Agency specific contracting vehicles.

CAPABILITIES

Applied Intellect's principals have deep expertise in providing start to end enterprise-wide program management solutions for customers like the Department of Defense (DoD), Department of Homeland Security (DHS), Department of Energy (DOE), Municipal Districts and commercial organizations. The company has the knowledge and the record of performance to complete projects for government and industry in the following classifications.

- 541330** Engineering Services
- 541511** Custom Computer Programming Services
- 541512** Computer Systems Design Services
- 541519** Other Computer Related Services
- 541611** Admin Management and General Management Consulting Services
- 541614** Process, Physical Distribution, and Logistics Consulting Services
- 541620** Environmental Consulting Services
- 541690** Other Scientific and Technical Consulting Services
- 541712** R&D in Physical, Engineering & Life Sciences

611420 Computer Training

611430 Professional and Management Development Training

CAPACITY

Applied Intellect has the capacity and capability to perform projects in the areas of our capabilities. We will partner with our small and large business teaming partners to address additional capability and capacity issues to address larger project requirements. The company has a strong financial position and banking relationship to address any credit related issues for larger projects.

FINANCIAL DATA

Applied Intellect's financial data is available upon request.

DUNS Number: 963042002

KEY PERSONNEL

Sanjeev K. Sharma, President Sanjeev K. Sharma, P.E., PMP is the President of Applied Intellect. He has over 20 years of experience in implementing and managing technology-based organizational transformation and program management solutions for Department of Defense (DoD), Department of Homeland Security (DHS) and Department of Energy (DOE) programs. Sanjeev has a Bachelor of Technology with Honors from the Indian Institute of Technology, MS from the University of Hawaii and an MBA from Duke University. He is a registered Professional Engineer (PE) in Washington, DC and a Project Management Institute (PMI) certified Project Management Professional (PMP).

Mir Z. Ali, PMP, ITIL V3, CISSP is the Vice President, Operations of Applied Intellect. He has over 15 years of experience in providing Information Technology (IT) and program management solutions across the Federal and in the private work space. Mir has a Bachelor of Engineering (with Distinction) degree in Computer Science and Engineering from Osmania University, and a Masters of Science degree (with an Academic Excellence Award) in Software Engineering from George Mason University. He is a Project Management Institute (PMP) certified Project Management Professional (PMP) and a Certified Information Systems Security Professional (CISSP)

BLAIR INSURANCE SERVICES INC.

Address: 107 Ivyside Estates Lane, Altoona, PA 16601

Phone: (814) 931-1196 Fax: (877) 771-3377

E-Mail: blairbonni@aol.com

Bonnie Hand, President

PROFILE

Established in 1980 by Bonnie Hand, the agency have grown to a full service independent insurance, investment, and consulting firm. Service is our number one objective. Blair Insurance Services Inc. is a firm of proven professionals, caring and conscientious people, and the kind of people you can depend on. We have a commitment to maintain a high standard of excellence in all that we do and to establish a firm relationship of mutual trust and service with each of our clients.

We do Business Insurance such as Bonding, Wrap-up Programs, General Liability, Property, Workers Compensation, Automobile, Umbrella, Inland Marine, Railroad Protective, Aircraft/ Airports, Professional Liability, Builders Risk, Packages, Self-Insured Plans, Insurance Broker Services, Risk Management. We also do Employee Benefits, Cafeteria Plans, Section 125, Health insurance, Life Insurance, Health & Accident Insurance, Business Travel Insurance, Cancer Insurance, AD&D, STD (Short term disability), LTD (Long term disability), Hospitalization, Nursing Home Policies, Self-insured Plans, Short term Hospitalization, Pension, 401K, Keogh, SEP, Investments, Annuities, Mutual Funds.

Blair Insurance Services Inc. & Bonnie Hand have won many awards over the years. These awards include 2007 MBE/WBE Advocate of the Year, 2004 SBA Women Advocate of the Year, 2005 Top 100 Businesses From PA Business Central, 1996 Excellence in Small Business-Blair County Business Hall of Fame, 1995 Co-winner of PA Business Central Entrepreneur of the Year, 1996 thru 2004 Blair Insurance Services Inc. was in Who's Who in Small Business, and numerous other awards. PA Business Central named Bonnie Hand in the 2008 PA top 50 Women in Business.

In 2007 through 2009, Blair Insurance Services Inc. handled bonding for the Sheltered Bond Program for MWELA. In 1997 – 2002 Blair Insurance Services Inc. was the administrator and the developer of the Allegheny County Bond Program for Minority, Women, and Disadvantaged Business. In 2004 Bonnie Hand ran training programs for bonding at the Black Contractors Association for the Alliance. In 1994 – 1995 Bonnie Hand was a member of the PA Business Summit. In 1993-1994 Bonnie Hand served on the Governor's Task Force for Women in Business. In 1986 Bonnie Hand was a PA Delegate to the White House Conference on Small Business.

Blair Insurance Services Inc is 8(a) certified, Pa Unified Certified, Allegheny County, Port Authority, Penn DOT, MD DOT, DGS certified, SERB, and SDB certified; is also licensed and certified in other states.

CAPABILITIES

Blair Insurance Services Inc. has successfully completed projects for over 30 years. The company capabilities include, but not limited to these codes.

523110-Investment and Securities

524210-Insurance Agencies and Brokerages

524291-Claims Adjusting

524292-Third Party Administration

524298-All Other Insurance Related Activities

525110-Pension Funds

525120-Health and Welfare Funds

525190-Other Insurance Funds

525910-Open-End Investment Funds

541611-Administrative Management and General Management Consulting Services

541618-Other Management Consulting Services
541990-All Other Professional, Scientific & Technical Services
611430-Professional & Management Development Training

CAPACITY

Blair Insurance Services Inc can handle all sizes of commercial and government jobs. The company also has a line of credit with a strong banking relationship and also can obtain credit on as project by project basis.

FINANCIAL DATA

Financial data available upon request.

KEY PERSONNEL

Bonnie Hand, President, has over 35 years of insurance, investment and consulting experience. She is a graduate of Penn State University in Business Administration. She has worked in private sector business such as retail firms, contracting firms and other insurance agencies before starting her own business.

CBM Business Machines, Inc.

Address: 647 Franklin Street, Johnstown, PA 15901
Phone: (814) 536-5356 Fax: (814) 535-7690
E-Mail: dfelix@gocbm.com Web: www.gocbm.com
Don Felix, President

PROFILE

CBM was started in 1964 as a Remington-Rand Typewriter dealer with an initial investment of \$10,000 funded by one of the company's original owners from private funds. In 2003, Donald Felix took over ownership and assumed the position of president of the corporation. The company was originally formed to fill a gap in the local market for quality business machines and services in a booming steel and coal economy. While most local business catered to the industrial end of these industries, there was a shortage of products and support on the professional end. CBM filled the gap by supplying quality, cutting edge office equipment (yes, at one time typewriters were cutting edge) and the quality support required in maintaining and repairing these machines locally. We've come a long way in the last 40 plus years and CBM has stayed on the leading edge of technology and the needs of local business. We have made the latest technology in office equipment available to our ever growing customer base. From assisting in the selection of the right equipment for the job, the on-site training in using it, and the skilled staff to update and repair it in a timely manner, CBM has become a valued business partner. CBM currently has over 500 customers, eight regional offices and 2.5 million in sales as well as being in the top 100 independent dealers in the North East Region (one of the most densely populated territories), as well as one of the top 30 SDVOSB businesses in the nation. Our offering has gone from typewriters to more than seven major manufactures of thousands of cutting edge, industry leading products. We also have the knowledge, expertise, and staff to train employees and service this equipment.

CBM is looking to the future of our base area. What was once a thriving coal and steel economy has shifted to technology and defense manufacturing. CBM is also looking to move forward in this marketplace. To date, CBM is registered to do business with both the State and Federal governments, and has received the state's Minority Business Enterprise (MBE) as well as the Federal Government's 8(a) and SDB (Small Disadvantaged Business), and is a Service Disabled Veteran Owned Small Business (SDVOSB).

CBM has managed to maintain steady growth in the 40 plus years since its inception. Through economical hardship and natural disaster, CBM has managed to weather the storm. In 1977, CBM's headquarters was in the middle of the Johnstown Flood. While many businesses were closed or incapacitated for months, CBM was back in business serving customers in only 3 days.

CBM's largest customers were the Coal and Steel industries. In the mid to late 90's, the Bethlehem Company had ceased coal and steel production, and closed its mines and mills. This forced a lot of companies in the area to close as well. CBM not only managed to keep its doors open through both events, it managed to maintain growth. Through all the turmoil and a major shift in the area's economy, CBM has not only pushed on, but is now considered one of the top distributors in the Northeast Region and has won multiple awards for exceeding in sales goals.

CAPABILITIES

CBM has been a successful supplier and manufacturer of technology and office products for 40+ years. The company's capabilities include, but is not limited to these codes:

- 238210 - Electrical Contractors
- 334111 - Electronic Computer Manufacturing
- 423210 - Furniture Merchant Wholesalers
- 423420 - Office Equipment Merchant Wholesalers
- 423430 - Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
- 423690 - Other Electronic Parts and Equipment Merchant Wholesalers
- 425110 - Business to Business Electronic Markets
- 442110 - Furniture Stores
- 443120 - Computer and Software Stores
- 453210 - Office Supplies and Stationery Stores
- 532420 - Office Machinery and Equipment Rental and Leasing
- 541512 - Computer Systems Design Services
- 811212 - Computer and Office Machine Repair and Maintenance

CAPACITY

CBM can handle all sizes of commercial and government jobs. The company also has a line of credit with a strong banking relationship and also can obtain credit on as project by project basis. We have logistics for shipping and servicing equipment nationwide.

FINANCIAL DATA

Financial data available on request.

Duns Number: 0043696765

KEY PERSONNEL

Don Felix, President/CEO, a Desert Shield and Desert Storm veteran, has over 16 years experience in the office technologies industry. He has been awarded Canon's National Top Dealer Award for the last 4 years and Canon's Top 10 National Solutions Provider award for the last 7 years, as well as being listed as one of the top 40 executives by a central PA newspaper. Mr. Felix is co-founder of the Felix Family adoption foundation with the community foundation for the Alleghenies.

Matthew A. Romagna, VP Government Sales and Marketing, has over 12 years of Government contracting, consulting, and computer experience. He currently has a Bachelor of Science degree in Marketing and is working on his MBA. Mr. Romagna spent four years working for the DOD under the Procurement Technical Assistance Program and became a level 3 certified Procurement Professional through the Association of Procurement Technical Assistance Centers, as well as having completed several training programs for both the Federal and private sectors.

Coast to Coast K-9 & Security, Inc

Address: 2800 Lincoln Way, White Oak, PA 15131
Phone: (412) 999-2172, (412) 298-4028 Fax: (412) 673-7129
E-Mail: jodiparo@aol.com, joeparo@aol.com

Jodi R. Perozich, President

Joseph D. Perozich, Managing Director

PROFILE

Coast to Coast K-9 Security, Inc. (C2C) is a licensed security company with a special focus on canine services. Our 30 years of canine security and scent detection experience allows us to tailor and implement K9 programs for our clients both in the United States and internationally. In today's 'zero tolerance' environments our programs have successfully provided the deterrence and detection of the contraband our clients seek to eliminate from their facilities. C2C also offers canine Security Patrol Services for site security and resource protection.

Our canine teams specialize in the detection of drugs and explosives and are independently certified, by a third party agency, to law enforcement and military standards. We are licensed with the **DEA**, **ATF** and **DEP**. The standards our teams are held to create an unwavering force multiplier in the protection of resources.

Coast to Coast also breeds, develops, trains and sells K9s at all stages of development for workability in military and law enforcement settings as well as SAR and HRD programs. C2C also has the ability to house and board your working K9's in our indoor/outdoor kennel licensed with the Department of Agriculture or develop, build and manage your facility.

The company offers traditional guard services of armed/unarmed security at governmental, corporate & private functions along with event support services.

C2C's Facility Services Division (C2C Services) provides facility services such as janitorial, landscaping and repairs and maintenance. We can provide the daily needs for a facility as well as periodic services such as the stripping and waxing of floors and the shampooing of carpets.

C2C through a Mentor/Protégé arrangement is the majority owner of American Federal Security and K-9 Solutions, LLC a security company providing security services for the Airforce Academy encompassing over 400 professionals. In addition to armed and unarmed guards and canine teams the company provides training, facility security including access control, high tech security systems including biometric locks and control, classified material protection and special response teams.

CONTRACTING EXPERIENCE

C2C has provided services for the U.S. Military (Airforce Academy & Defense Logistics Agency), US Army Corp of Engineers, Fortune 200 companies, the national transportation industry, public and private school districts and many businesses. C2C is experienced in managing worldwide projects, encompassing more than 400 professionals and multi-millions in revenue and expenditures.

CAPABILITIES

Security Services – 561612, 561611, 561110, 541690, 541611, 541614, 541618, 611699

Narcotic & Explosive Deterrent & Detection

Canine Patrol Teams

Armed and Unarmed Guards

Investigative Services

Protection Consulting

Facility Services -561210, 561730,561790

Facility Support Services

Janitorial

Landscaping

CAPACITY

C2C has multiple avenues to address any contract obligations that the company would accept. The company has the capacity to also handle international requirements.

FINANCIAL DATA

Financial data available on request. Duns Number: 131590437

KEY PERSONNEL

Jodi R. Perozich – President

Jodi has over 30 years' experience in the Canine security field. She currently holds licenses from the ATF, DEA and the state of Pennsylvania for Private Detective and Security. She is a certified canine trainer for narcotic, explosive and protection canines as well as a certified handler. She has developed and managed canine facilities exceeding 250 canines. Jodi has trained with National and International Law enforcement agencies while working along side the U.S. Military. Her success is from her unrelenting drive for quality in all areas. She has successfully trained canines being used by the U.S. Military for explosive detection work deployed worldwide.

Joseph D. Perozich – Managing Director

Joe in addition to being a certified explosive canine handler has over 25 years of diverse business experience including general management, operations, and audit and accounting experience. He has repeatedly demonstrated success in managing teams, projects and operations encompassing teams up to 400 professionals while being responsible for revenues and profitability exceeding \$45 million. Joe's interpersonal skills and common sense business approach allow him to foster a strong team environment from floor level operations to executive management thus effectively communicating issues, developing resolutions, and then implementing improvements.

COGENT INFOTECH CORP.

Corporate Information

Address: 1035 Boyce Road, Suite 108
Upper St. Clair, PA 15241
Tel: (412) 835-2700 Fax: (412) 774-1515
Website: www.COGENInfo.com
E-Mail: information@COGENInfo.com
Duns #: 141938386

COMPANY PROFILE

- COGENT is a national, award winning IT consulting firm that has been delivering Business and IT solutions to a diverse roster of clients in both the commercial and public sector
- Incorporated in 2003, COGENT is celebrating Ten (10) innovative years in business
- Awards include TECH 50 Finalist Service Provider Category (Pittsburgh Technology Council, 2007 & 2009), #7 Fastest Growing Technology Firm (Pittsburgh Business Times, 2009), Top 100 Pennsylvania Privately Held Business (Diversity Business)
- Certifications include 8a and SDB (Effective until April 2018), MBE through the Commonwealth of PA & VA, and MBE through NMSDC

VALUE PROPOSITION

- Ensuring client satisfaction by delivering what we promise - on time, every time and within budget
- Growth strategy - repeat business fueled by word-of mouth referrals
- Strong partnerships with industry leading vendors ensuring end-to-end solution capability
- Oracle Gold Partner with a Specialization in JAVA development
- Access to top 10% talent with a employee retention rate of over 85%
- Quality Processes - Adherence to Six Sigma, ITIL and PMBOK methodologies

AREAS OF SPECIALIZATION

- Software development
- Software Support (IT Infrastructure, Help desk)
- Temporary Staffing (IT & Non IT)
- Cloud Computing
- Computer Training

PAST PERFORMANCE

- General Services Administration (GSA) – *Administrative Support Services & SOA*
- Department of Energy, Oak Ridge National Laboratory – *SAP Support*
- Department of Health and Human Services (FDA) – *Mobile Applications*
- Department of Homeland Security (CBP) – *Business Intelligence*
- State of Florida – *Content Mgmt., Cloud Computing, GIS, Software Development/Support*
- Commonwealth of PA, VA – *Various IT services*
- State of WV, NY, OR, TX – *Various IT services*
- The World Bank – *Help Desk, Mobile Device Management, IT Support, Program Mgmt.*
- Fortune 500 Companies – *Various IT services*

CONTRACT VEHICLES

- GSA 8(a) STARS II (Prime) – *Contract# GS-06F-1111Z
Constellation 1 – Functional Areas 1, 2, 3, 4*
- FBI IT Triple S (Sub)
- Alliant SB (Sub)

LARGEST ENGAGEMENT

Five (5) year, \$3.8M, Fixed Price contract with an international financial organization

NAICS CODES

541511 Custom Computer Programming
541512 Computer Systems Design Services
541513 Computer Facilities Management Services
541519 Other Computer Related Services
541611 Administrative Management and General Management Consulting Services
541612 Human Resources Consulting Services
541618 Other Management Consulting Services
561110 Office Administrative Services
561311 Employment Placement Agencies
561320 Temporary Staffing Services
611420 Computer Training

CAPACITY

COGENT has the capacity to handle projects up to \$25 Million.

FINANCIAL DATA

COGENT's financial data is available upon request.

KEY PERSONNEL

- Manu Mehta (Founder, President) brings nineteen years of progressive techno-commercial experience in the Information Technology industry. He is committed to transitioning COGENT into a leading Information Technology firm. Manu has held various leadership positions in technology, sales, strategy and general management throughout his career. He holds a Bachelor's degree in Mathematics and a Master's degree in Computers.
 - Justin Acord (Director, Public Sector) brings eight years of experience in sales, business development and marketing with five of those years being dedicated to the Public Sector. Justin is very passionate about The Public Sector and is committed to growing COGENT's footprint within this vertical while also instilling a great level of integrity and trust within the Government Contractor community. He holds a Bachelor's degree in Business and holds several awards for his commitment of ensuring customer satisfaction.
-

CONSTRUCTION PERFORMANCE MANAGEMENT, LLC

113 Castle Shannon Blvd, Pittsburgh, PA 15228

(412) 726-0454 Fax: (412) 726-0453

E-Mail: dgonzalez@cpm-llc.net

Dale R. Gonzalez, Principal

PROFILE

Construction Performance Management, LLC ('CPM') assists owners, construction managers, and contractors with managing the time and economic factors effecting their capital construction projects. CPM provides construction and management consulting services to clients in areas critical to the successful completion of complex projects. These services include critical path scheduling, construction estimating, project schedule and cost control systems, contract claims analysis, productivity and performance evaluations, and the implementation of construction management information systems. Our project experience includes general building, heavy and highway, industrial, power generation, and environmental construction projects. In addition, CPM is applying our high level of service, skill and experience in the management and control of construction projects by now providing general contracting services. Headquartered in Pittsburgh, Pennsylvania, the firm serves clients in southwestern Pennsylvania and has worked on both national and international projects.

Construction Performance Management, LLC is certified by the Small Business Administration as a socially and economically disadvantaged firm under the 8(a) program. CPM is also certified under the Pennsylvania Unified Certification Program and Department of General Services as an MBE/DBE.

CONTRACTING EXPERIENCE

CPM has established a number of ongoing business relationships. These include: US Forest Service (Willow Creek ATV Trail, FR 262 Longhouse Scenic Drive: Jim Duckett 814-728-6257), Turner Construction (Westinghouse Office Complex, Presque Isle Downs Casino, Monongalia General Hospital, August Wilson Center: Bob Hennessey 412-255-5400), Johnson Controls (UPMC Children's Hospital, HACP Security Camera System: Jeremy Roberts 412-235-8234), P.J. Dick (Pittsburgh Penguins Arena, David L Lawrence Convention Center, Newark Ohio Vocational School: Jeff Turconi 412-462-9300), US Steel (Multiple Facility Upgrade Projects: Paul Ennis 412-675-7576), Hill International Inc. (Greater Pittsburgh International Airport, Hartwood Acres: Charles Porter 412-951-2742). Additional project experience and references are available upon request.

CAPABILITIES

The firm provides products and services under the following NAICS Code classifications:

236220 Commercial/Institutional Building Const.	541611 General Management Consulting Services
237310 Highway, Street & Bridge Construction	238910 Site Preparation Contractors
541618 Other Management Consulting Services	238110 Poured Concrete Foundation and Structures
541330 Engineering Services	238120 Structural Steel and Precast Construction
541512 Computer Systems Design Services	238130 Framing Contractors
518210 Data Processing and Computer Services	238190 Other Foundation, Structure, and Exteriors
238310 Drywall and Insulation	238320 Painting and Wall Covering
236210 Industrial Building Construction	238350 Finish Carpentry Construction
237990 Other Heavy and Civil Engineering Const.	236115 New Single-Family Housing Construction
237110 Water and Sewer Line Construction	236116 New Multi-Family Housing Construction

CAPACITY

CPM has a bonding capacity of \$750K.

FINANCIAL DATA

Financial information is available upon request.

Duns Number: 08-185-1698

KEY PERSONNEL

Dale R. Gonzalez, Owner, has twenty years of management, construction, and engineering design experience. Prior to starting CPM, Dale worked as a civil/geotechnical engineer, construction manager-scheduler, and management/litigation consultant. He has an MBA and BS in Civil Engineering from the University of Pittsburgh.

The mission of CPM is to offer its clients responsive, cost effective, value-added service to insure the successful completion of their projects.

DK ENVIRONMENTAL

1208 Rebecca Drive
Johnstown, PA 15902
(814) 243-1927 Fax: (814) 536-4705
E-Mail: dkenvironmental@yahoo.com
Debra Koontz, Owner

PROFILE

Founded in 2007, DK Environmental is a U.S. SBA 8(a) certified, 100% woman-owned company which provides a full line of environmental inspection, remediation and consultation services.

DK Environmental's service areas include:

- Lead-Based Paint Inspection, Risk Assessment, Stabilization, Abatement and Clearance Examination
- Asbestos Inspection
- Mold Inspection and Remediation
- Phase I Site Assessment
- All additional areas of environmental consulting

DK Environmental is a 100% woman-owned business enterprise (WBE), and is certified by the U.S. Small Business Administration as an 8(a) firm. DK Environmental is also in the process of obtaining HUBZone certification.

CONTRACTING EXPERIENCE

DK Environmental's clients include redevelopment and residential development authorities, national park services and private companies. Some specific clients are:

- Johnstown, PA Residential Development
- Redevelopment Authority of Somerset County, PA
- Elk County, PA Planning Department
- Jefferson County, PA Department of Development
- Cameron County, PA IDA
- Johnstown, PA Flood Memorial
- Toys R Us
- L&M Construction, Inc.
- Summit Construction and Environmental Services

CAPABILITIES

DK Environmental's capabilities include work that can be performed under the following NAICS codes:

541620	Environmental Consulting Services
562910	Remediation Services
541380	Environmental Testing Laboratories or Services
541330	Environmental & Construction Engineering Services

Please note that DK Environmental is always striving to add to the services that we offer, and that the above-listed NAICS codes will continue to increase accordingly.

CAPACITY

DK Environmental has the capacity and is fully capable of performing substantial public and private sector projects. Our full-time staff operates with a network of part-time and contract employees that offer services tailored to each project. Additionally, we have teaming arrangements with quality firms and are exploring an SBA-approved mentor/protégé relationship in order to enhance our in-house capabilities. DK Environmental plans to continually offer a broader scope of services as our company grows.

FINANCIAL DATA

DK Environmental can provide financial data upon request

Duns Number: 96-178-2237

KEY PERSONNEL

Debra Koontz, Owner has 10+ years experience in all phases of environmental consulting, inspection and remediation services. She is a licensed lead-based paint risk assessor in Pennsylvania, West Virginia and Ohio. Ms. Koontz plans to add to her licenses and certifications, both in categories and coverage areas, as she continues to grow DK Environmental.

GELLA, LLC

600 Franklin Street
Johnstown, PA 15901
(814) 539-6687 Fax: (814) 539-4026
E-Mail: jyothi@gella-llc.com
Web: <http://gella-llc.com/>
Dr. Jyothi Gella, President

PROFILE

Founded in 2004, Gella LLC is a U.S. SBA **8(a)** certified, woman-owned, small disadvantaged corporation which offers the following services:

Custom Computer Programming Services:

- * Application Development;
- * Design & Analysis;
- * Database Development;
- * Web hosting;
- * Independent Verification and Validation (IV&V);
- * IT Accessibility and Assistive Technology Training & Consulting;
- * Training

Computer and Electronic Product Manufacturing:

- * Software and Hardware procurement;

Health Care Services:

- * Primary Care Health services;
- * Health IT;

Gella LLC's clients include the state government and companies in the health care industries. Some specific clients are:

- *University of Pittsburgh Medical Center;
- *Penn Highlands;

Gella LLC is a Pennsylvania LLC corporation and a 100% woman-owned business. Gella LLC is also certified by the U.S. Small Business Administration as an 8(a) and Small Disadvantaged Business (SDB) firm.

CONTRACTING EXPERIENCE

Gella LLC has contracted with organizations in both the private and public sector. Gella LLC can perform both fixed price and time and materials contracts.

CAPABILITIES

Gella LLC's can perform work under the following NAICS codes:

541511 Customer Computer Programming Services

541512 Computer Systems Design Services

541611 Administrative Management and General Management Consulting Services

561110 Office Administrative Services

621111 Health Care Services

CAPACITY

Gella LLC has the capacity to handle projects in the field of health care, software programming, COTS product procurement, and architectural service. Gella LLC has capability to procure credit.

FINANCIAL DATA

Gella LLC can provide financial data upon request

DUNS: 170417674

KEY PERSONNEL

Dr. Jyothi Gella, Owner and President, has 15 years experience in health care. She holds a M.D. degree. She has management experience to execute projects.

JoD Contracting, Inc.

1250 Connellsville Road, Fayette City, PA 15438
(724) 781-9021 Fax: (724) 781-9023
Email: jodcontractinginc@comcast.net
Santos Maldonado, President/CEO

PROFILE

JoD Contracting, Inc. is a construction firm located in Fayette City, Pennsylvania. The business was established in 2003 as an S Corporation. We operate as a General Contractor primarily involved in building commercial and industrial buildings. As a GC we can provide our clients complete turnkey buildings. JoD Contracting Inc. services include but are not limited to; new construction and renovation work, interior/exterior wood and metal stud framing, insulation, drywall, drywall finishing, acoustical ceilings, painting, floor finishes, doors and hardware to finish carpentry, brick and block work, to asphalt parking lots.

Since we have been in business, JoD Contracting has been able to procure excellent relationships with our clients and have proven ourselves to be goal oriented by finishing projects on time and within budget. This has enabled us to do repeated business with our clients.

We welcome the opportunity to prove to future clients that our success as a Minority Contractor continues to be attributed because of our employees, their experiences in the industry, our attention to detail and our overall work ethic.

JoD Contracting, Inc. also provides the benefits of satisfying the requirements for additional Minority participation with our additional certifications:

SBA 8(a) MBE/DBE U.S. Small Business Administration

(SDB) Small Disadvantaged Business certified businesses.

(MBE/DBE) by the Pennsylvania Department of General Services

(PAUCP) Allegheny County Port Authority, City of Pittsburgh Schools, Penn Dot, SEPTA

(PRMPC) –Pittsburgh Region Minority Purchasing Council

CONTRACTING EXPERIENCE

JoD Contracting, Inc. is a construction firm located in the Western Pennsylvania area. JoD's principal staff has over 35 years of combined experience in large scale contracting. JoD Contracting has successfully completed government contracts for the Veterans Administration, The Centers for Disease Control and Prevention, The National Institute for Occupational Safety and Health, the General Services Administration, Department of Energy as well as private industry contracts.

Most recent projects completed were:

CDC/NIOSH Sound Wall, West Mifflin, CDC/NIOSH Elevator Renovation, West Mifflin, VA Fence and Stairs, Aspinwall, VA Privacy Fence, Aspinwall, CDC/NIOSH Lake Lynn Pre-engineered Steel Building, Fairchance, Allegheny County Morgue Laboratory Casework, Pittsburgh, Allegheny County Morgue Doors, Frames, and Hardware, Pittsburgh

Current Projects:

DOE/NETL Site work for Modular Trailer, DOE/NETL Gas Alarms, Pittsburgh International Airport Parking Garage

CAPABILITIES

JoD Contracting, Inc. has provided services in the following NAICS codes:

236115 New Single-family Housing Construction (except Operative Builders)
236116 New Multifamily Housing Construction (except Operative Builders)
236118 Residential Remodelers
236210 Industrial Building Construction
236220 Commercial and Industrial Building Construction
238110 Poured Concrete Foundation and structure Contractors
238130 Framing Contractors
238170 Siding Contractors
238190 Other Foundation, Structure and Building Exterior Contractors
238290 Other Building Equipment Contractors
238310 Drywall and Insulation Contractors
238320 Painting and Wall Covering Contractors
238340 Tile and Terrazzo Contractors
238350 Finish Carpentry Contractors
238390 Other Building Finishing Contractors
238990 All other Specialty Trade Contractors
332323 Ornamental and Architectural Metal Work Manufacturing
423220 Home Furnishing Merchant Wholesalers
423310 Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
423320 Brick, Stone, and Related Construction Material Wholesalers
423330 Roofing, Siding and Insulation Material Merchant Wholesalers
423390 Other Construction Material Merchant Wholesalers
423610 Electrical Apparatus and Equipment, Wiring Supplies and Related Equipment Wholesalers

FINANCIAL DATA

Financial data available upon request.

Duns Number: 14-550-5900

KEY PERSONNEL

Santos A. Maldonado, President, is a former member of Carpenters Local Union #84 and a former member of Local 1058 Heavy and Highway Laborers Union with over 25 years experience in the industry. Santos advanced from performing the physical work to job foreman shortly after completing the carpenter apprentice program. This experience has afforded the opportunity to calculate materials and manipulate work crews to finish projects on time and within the allotted budget. He has coordinated this work with architects, general contractors and subcontractors. This also allowed him to manage not only the costs of job materials but, the costs of labor. Breakdown the cost of materials and labor to do a cost analysis of each project was also part of the position.

After working as a foreman for a few years, the opportunity arose to work for the Greater Pennsylvania Regional Council of Carpenters as a Business Agent. In this capacity, Santos was responsible for members of Local Union #84 in Washington, Fayette and Green counties. It was his responsibility to manage this workforce and maintain work for this membership. This was done by working with the Greater Pennsylvania Regional Council of Carpenters signatory contractors. Labor management relationships were the key to success, which allowed the Local Union to grow by 12%. This job consisted of all aspects of business management from working with manpower, contractors, and mediation, to negotiation of contracts.

This experience is the basis of JoD Contracting Inc.'s success.

Jodi L. Maldonado, Vice-President, Treasurer/Secretary, Owned and operated FCS Services. FCS Services was a subcontractor to Xerox Corporation where engineering copiers were refurbished. Her key activities included, consolidate and streamline business practices for an 80,000 sq. ft. Warehouse / refurbishing facility. FCS was responsible for inventories with over a million parts, hiring and training, accounts payable, accounts receivable, and payroll. Jodi managed 28 employees and controlled budgets up to \$5 million. The skills acquired from Xerox have afforded her the knowledge to plan, organize and maintain the overall administration of JoD Contracting, Inc.

NICOS CONTRACTING CO., LLC

146 Grant Avenue, Pittsburgh, PA 15209
(412) 821-1227 Fax: (412) 821-2217
E-Mail: nicos.contracting@verizon.net
Nickolas J. Beckas, Owner

PROFILE

Nicos Contracting Co., LLC is a general construction company with its location in Pittsburgh, Pennsylvania. Our services range from foundation work to roofing with a specialty in interior/exterior renovations, drywall, carpentry, and painting.

Nicos Contracting Company, LLC was founded in January of 1994 as a sole proprietorship and moved to LLC status in January of 2006.

We have prided ourselves in establishing a good rapport with our clients by completing all jobs in a professional and timely manner.

CONTRACTING EXPERIENCE

Since 1994, we have provided a range of construction services as a general contractor to Allegheny County Housing Authority, Trafford Municipality, Pittsburgh Public Schools, City of Clairton Public Library, Gally Construction, Clayworth Mechanical, American Contracting Ent., South Allegheny School District, and Duquesne City School District. 911th Airlift Wing, Department of Interior-OSM, National Park Service

CAPACITY

Nicos Contracting provides the following services. Bonding and credit information is available upon request. Within the past three years, Nicos Contracting has tripled in size in man power and bonding capacity.

CAPABILITIES

235430	Tile, Marble, Terrazzo and Mosaic	235510	Carpentry
235930	Excavation	235610	Roofing
234110	Concrete (e.g. Roads, Highways, Sidewalks)	235610	Electrical
235420	Drywall, Plastering, Acoustical and Insulation	235520	Flooring
235910	Concrete Reinforcement Placement	235710	Concrete Contractors
235210	Painting and Wall Covering	235110	Plumbing
235940	Wrecking and Demolition		
235990	All Other Special Trade Contractors		

FINANCIAL DATA

Financial data available upon request.

Duns Number: 008646239

KEY PERSONNEL

Nickolas J. Beckas, Owner, has over 18 years of onsite field experience. Nick Beckas oversees all projects to ensure that jobs are completed with the highest level of quality, craftsmanship and satisfaction.

NORTHWIND ENGINEERING, LLC.

105 Main St., PO Box 232, Shelocta, PA 15774

Phone: (724) 354-2941 Fax: (724) 354-2951

E-Mail: darcia@northwindeng.com

Darcia North Wind, President/Owner

PROFILE

Northwind Engineering, LLC. (Northwind) is a general construction contractor with its operations based in Shelocta, Pennsylvania. We also have locations in St. Louis, MO; Portland, ME; Ralston, WY; Warren, PA; and Dover, DE. A wide variety of services are offered.

The company began in December of 2002 as a Pennsylvania Limited Liability Company. Most recent revenues at year end 2010, is approximately \$ 20,000,000. Northwind has been providing services for federal and commercial contracts for over eight years. We have proven our ability to work across the continental United States, Guam, and Iraq. We have offices, personnel, and equipment resources nationwide.

Northwind's Managing Member and majority owner is Ms. Darcia North Wind, a tribal member of the Chippewa Cree Indian Tribe from the Rocky Boy Reservation in Montana. Northwind, as a Women-Owned, Native American firm, was accepted in June 2006 as a participant in the United States Small Business Administration 8(a) program. In addition to this certification, Northwind is a HUBZone Certified firm located in Indiana County, Pennsylvania.

CONTRACTING EXPERIENCE

As an experienced 8a certified firm, Northwind has worked with a wide variety of prime contractors and federal commercial clients. We have proven our ability to perform contracts across a wide spectrum of services to meet our customer's needs.

Construction Services. Northwind's construction professionals and craft personnel are available to complete new building construction and renovation. Northwind's construction and renovation experience includes numerous government agencies and commercial customers within the United States and Iraq.

Equipment Services. Northwind provides equipment sales, equipment rentals, and operated equipment services with company owned equipment. These services are available throughout the United States.

Facility Management and Maintenance Services. Northwind's facilities management program ensures the status ready condition requirements of government facilities are met. Northwind also provides various facility maintenance services to many locations across the United States. We offer facility management and operations, repair upgrades, owner representation, construction management, and building construction services.

Transportation Services. Northwind has in-house truck transportation that may be used independently or combined with rail equipment for the most efficient and cost effective transportation needs. We also offer packaging and logistics and transport of many different materials, including: contaminants, biologicals, excavated materials, debris, and equipment.

Technical Services. Northwind provides widespread technical services and resources such as staff augmentation, proposal and plan writing, estimating, safety management, quality control management, NPDES permit application, safety management, quality control management, technical consulting, and professional engineering services. Northwind has a proposal group and professional engineers dedicated to these services.

Wetlands and Forestry Services. Northwind offers wetland and forestry services including wetland remediation, wetland construction, noxious weed spraying, tree and vegetative management and non-native invasive species removal and/or management. Northwind has provided these services across the United States for the USDA Forest Service, National Park Service, Bureau of Reclamation, and others.

Excavating and Earthwork Services. Northwind can complete the most difficult of earthwork and excavating services. We provide excavation, mine reclamation, water diversion, property cleanup, site development, and utility installation. We have provided road and bridge construction for the USDA Forest Service, USACE, and BLM including the installation of a bridge at over 10,000 feet in the Rocky Mountains.

Trail, Road, and Bridge Services. Northwind has constructed numerous bridges, roads, and trails of various surface types throughout the United States. Northwind has completed hundreds of miles of road and trail resurfacing and grading. In addition to standard surfaces (wood, dirt, gravel, rock, concrete, asphalt), Northwind installed the first of its kind driving surface aggregate (DSA) road for

Allegheny National Forest. Northwind was also the first Pittsburgh District, 8a firm to be approved and bonded for a Design/Build construction of roads and bridges for military training purposes.

Emergency Response. Northwind provides an answer to emergency situations when disaster strikes. We offer hurricane disaster response, forest fire response, earthquake response, blizzard response, emergency spill response, and industrial accident response. Our mobile clerical support units offer 24 hours a day, 7 days a week services that include publications, binding, mass printing, specialty prints, and full size drawing plotting.

Communication Services. Northwind is experienced in the installation of communication towers, shelters, and communication power. We work with communication industry leaders such as PEPRO, Thermobond, and Sabre Communications, all of which are our preferred communication vendors. Our specialty is tower and shelter delivery and erection in remote locations of the country.

Radiological Services. Northwind provides radiological abatement services such as testing, removal, excavation, transportation, disposal, and clean up to support the removal of hazardous and radioactive materials. Northwind has provided these services to the DoD, DOE, and USACE regarding various FUSRAP sites.

Environmental Remediation Services. Northwind has extensive environmental services through packing and truck transport, site loading, waste management, safety, and sampling investigation. We provide environmental services consisting of environmental compliance, environmental restoration, environmental conservation, and pollution prevention.

Mine Reclamation Services. Northwind has the in-house heavy equipment and proven personnel to complete the most challenging mine reclamation projects. Our services include heavy earthwork, access construction, sink hole remediation, adit and portal construction, and acid mine drainage nationwide.

CAPABILITIES

Northwind has proven our ability to meet a wide range of challenges for our customers and continue to look for increasing our capabilities. We have provided a wide range of services from rail and truck transportation of radioactive and hazardous materials, technical construction management support, equipment sales and direct construction management. With direct industry experience and a strong management staff, Northwind has continued to show strong, but controlled growth. In the past eight (8) years of our existence, Northwind has focused on strengthening our customer base and positioning for future growth.

CAPACITY

The following is a short list of our many NAICS Codes:

237990 – Other Heavy and Civil Engineering

541690 – Other Technical Consulting Services

237110 – Water and Related Structures Construction

488210 - Support Activities for Rail Transportation

562910-Remediation Services

236220-Commercial/Institutional
Building Construction

562112-Hazardous Waste Collection

Northwind has a \$6,000,000 aggregate bonding line, \$2,000,000 single occurrence. Northwind maintains \$7M General Liability Insurance, \$5 Million Pollution, Professional, WC, and Auto. Northwind maintains a \$1M line of credit.

FINANCIAL DATA AVAILABLE ON REQUEST

DUNS Number: 12-4365243

KEY PERSONNEL

Darcia North Wind, EMT: Managing Member and Majority Owner, Ms. North Wind is a Chippewa Cree American Indian from the Rocky Boy Reservations in MT. Ms. North Wind attended the University of Montana and has over 25 years experience of professional experience. Ms. North Wind began her career with the US National Forest Service and has worked for successful contractors such as URS, Shaw E&I, Hayward Baker, and Judy Company. She was one of the founding members and director of the Boys and Girls Club of Great Falls, MT. Her resume includes various management and training certifications including USACE CQM, EMT, and significant OSHA safety certifications. In addition to her management responsibilities at Northwind, Ms. North Wind provides direct field professional services and has been involved with projects for DOT, USDA Forest Service, US Air Force, and USACE.

Derek Rhodes, PE, PG: Mr. Rhodes is the General Manager and responsible for direct project management. Mr. Rhodes has over 20 years of experience with a MS in Geological Engineering from the University of Mississippi and a BS in Geological Engineering from the University of Missouri, Rolla. Mr. Rhodes has extensive experience with USACE, DOE, Air Force, USDA Forest Service, and commercial clients.

PAYTON & ASSOCIATES

101 East Aaron Drive, State College, PA 16801

Ph: (814) 404-4049 Mobile: (814) 404-9988

Fax: (814) 238-3204

E-Mail: paytonpi@uplink.net

Website: www.paytonpi.com

Richard C. Payton Jr., Owner/Director

PROFILE:

Payton & Associates is an investigative and contract security agency based in central Pennsylvania and specializing in various contract security needs as well as in-depth criminal and civil investigations. The agency also provides detailed background investigations for any and all types of potential employees and job applicants.

Established in 1986 as Payton Investigation and Security, the agency underwent a name change and re-vamping in the year 2000 upon receiving its Minority Business Enterprise status through the Department of General Services with the Commonwealth of Pennsylvania, in several select codes: Credit Investigation, Criminal Justice Consultant, Claims Investigations & Appraisal, Investigative Services and Security as well as a number of other security and investigation related codes. Having been in the business for some 25 years, Mr. Payton is well versed in the security field, and has been a consultant for a number of security agencies across the Commonwealth of Pennsylvania, as well as running his own security agency. Payton & Associates also specializes in Executive Protection Services, and has access to highly professional personal armed and unarmed to accommodate the needs of corporate officials as well as experience with high ranking military officers, dignitaries and government officials.

Payton & Associates takes pride in the fact that they are always trying to maintain a competitive edge, and have receive training in specialize fields with regard to terrorism, and terrorist acts. Payton & Associates recently completed Specialized Law Enforcement training classes in the following training regiments. Intermediate Responds for Expanding Incidents-ICS 300, Law Enforcements Response to Weapons of Mass Destruction, Incident Response to Terrorist Bombings, and Prevention and Response to Suicide Bombings Incidents. All of these were received through the Northeast Counterdrug Training Center through a Homeland Security grant to The Tripwire Operations Group. Payton & Associates believes in maintaining professionalism at all times and the need to provide that professionalism to its clients every minute of every hour of every day they are actively working for a client.

Payton & Associates success has been the direct result of owner, Richard C. Payton Jr. understanding his client's needs. With a combined total of some 40 years military, law enforcement and security background he is well in tune with the modern day security needs as well as the investigative techniques required to complete a successful criminal or civil litigation. His respect for knowledge in the field also lead to him becoming a security instructor with the Crime Law & Justice program in the College of Liberal Arts at the Pennsylvania State University, where he is still a member of the Occupational Assessment Review Board for applicants seeking certification in the field, and he also serves on the Protective Services Advisory Committee for The Central Pennsylvania Institute of Technology.

Payton & Associates, recently received status as a social economically disadvantaged service connected disable veteran, minority owned firm under the 8(a) program of the Small Business Administration. (June 2007)

CONTRACTING EXPERIENCE:

Payton & Associates has extensive experience in both the private and public sectors, with armed and unarmed security operations. Payton & Associates has consulted and provided security at the federal and state levels as well as colleges and universities across The Commonwealth. Payton & Associates recently ended it's (3) year contract providing security at the prestigious Ft 93 Memorial under the jurisdiction of the National Park Service. As we ended that contract we then secured a (5) year contract with The Army Corps of Engineers facility at Neville Island in Pittsburgh. (Effective January 1st, 2011) Pa. Payton & Associates also provides a number of armed and unarmed security related services to The Pennsylvania State University to include specialized services for ESPN Game Day with the Fox and ABC TV networks. Additional information is available upon request.

CAPABILITIES:

Payton & Associates can supply armed and unarmed security personnel and or investigative services on a 24 hour basis 365 days a year based upon immediate contract needs and time allotments. We pride ourselves in being able to respond to our clients needs and getting services online as quickly and effectively as possible. After all this is the service industry and services is our goal.

561611 Investigation Services; 561612 Security Guard & Patrol Services

CAPACITY:

Payton & Associates through its affiliate relationships, has the capacity to supply services nationwide. That includes, but is not limited to security services, executive protection, or investigative and background services.

FINANCIAL DATA:

Financial data available upon request.

KEY PERSONNEL

Mr. Richard C. Payton Jr. Owner/Director: is a Vietnam veteran who served with the 1st Cavalry Airmobile Division. Upon completion of his military service, he joined the State College Bureau of Police services as a Criminal Investigator. With his military and law enforcement experience he entered the security field with a Para-military mind set. Mr. Payton's combine 37 years of experience has lead to the success of his agency. Mr. Payton is the current President of the Pennsylvania Association of Licensed Investigators, as well as being a member of The National Association of Legal Investigators, The National Council of Investigators and Security Services, The American Association of Industrial Security, and The International Intelligence Network, to name a few. Mr. Payton has been appointed a Special Investigator for the United States Investigation Service. As stated Mr. Payton is a firm believer in knowledge and education and has worked hard at obtaining as much training and certifications that he can to stay on the cutting edge of knowledge and technology in the security field. That includes numerous certifications from a number of colleges, universities and training institutes. Therefore he is well versed in financial matters, organizational and operational matters as well as human resources as they relate to the security and investigative industries.

PROFESSIONAL LIMOUSINE SERVICE

330 Linden Street,
McKees Rocks, PA 15136
(412) 331-2524 Fax: (412) 331-2523
E-Mail: plslimo@verizon.net
Paul K. Brown, President

PROFILE

Professional Limousine Service recently relocated to a larger facility. Our garage and offices span a total of 16,000 sq. ft. We provide a variety of services i.e., limousine service, employee shuttle, event transportation, local messenger & delivery service, and light vehicle fleet-maintenance. Our services cover the entire state of Pennsylvania with a population of 12,281,054 over 46,005.8 sq. miles and are available 24 hours a day 365 days per year.

Professional Limousine Service's mission is to exceed your expectations. We intend to be the most reliable and efficient transportation source in the industry. We make customer service our number one priority. We're emphatic on chauffeur training, preventative maintenance, clean vehicles, and most of all client satisfaction. We intend on being in the top 5 leading limousine services in the tri-state area.

Professional Limousine Service believes that our services will permit you to devote a greater level of energy and resources to your core business endeavors. A custom transportation / maintenance package can be tailored to your specific requirements in a cost effective manner. Our certifications include Federal 8(a)/SDB, Port Authority, and Pennsylvania Unified Certification Program.

CONTRACTING EXPERIENCE

Professional Limousine Service client list consist of local Hospitals, Universities, Fortune 500 Companies, National Transportation Companies, and the local private individuals in the tri-state area.

CAPABILITIES

NAICS Code:

485320	Limousine Service
485999	All other transit & ground passenger transportations
811111	General Automotive Repairs
541850	Mobile Advertisements

FINANCIAL DATA

Data available upon request.

Duns Number: 94-976-7453

KEY PERSONNEL

Paul K. Brown is 100% shareholder of the company. The company was incorporated in Pennsylvania in November 1996. The company was started with one vehicle and we currently operate over 22 vehicles.

PROVIDER RESOURCES, INC.

2005 West 8th Street, Suite 208
Erie, PA 16505
814.746.4009
814.456.5524 FAX
Skeoughhartz@provider-resources.com
www.provider-resources.com

Shawn Keough-Hartz, CHMBE, CEO/President

PROFILE

Provider Resources, Inc. (PRI), located in Erie, Pennsylvania, is an 8(a) Certified, woman-owned disadvantaged small business. President and CEO, Shawn Keough-Hartz, CHBME, established PRI in 2003 with the mission to improve our healthcare system. Ms. Keough-Hartz continues to lead our growing PRI expert team with a thorough understanding of the complex and rapidly-changing national healthcare industry. From its corporate culture of compliance to its mission of providing superior healthcare services by its highly-qualified and experienced staff, PRI has become a leader in the application of innovative and reliable problem-solving approaches for the healthcare industry.

Our executive team—drawing inspiration and direction from our CEO—has mobilized its passion and desire to improve healthcare by instilling clinical and fiscal integrity into the system on all levels. As the company has matured, we have developed program divisions including Policy & Regulatory, Education & Outreach, Program Integrity and Healthcare Quality & Disparities comprised of healthcare experts with a varied range of specialties. These specialty areas combined with our divisional alignments support the following services:

Policy & Regulatory Services

- Regulatory & Policy Impact Analysis
- Regulatory Policy-related Literature Reviews
- Policy Implementation including Protocol Development & Proof of Concept
- Legislative, Policy, and Political Trends Environmental Scan
- Organizational Program Assessment
- NPRN Proposed Rulemaking Support
- Response to Public Comments
- Public Comments Analysis

Education & Outreach Services

- Nationally Recognized Subject Matter Experts
- National Clinical, Program and Compliance Training & Education
- Conference & Training Events
- Logistics Support
- Webinars & Webcasts
- Needs Assessment
- Focus Groups
- Speaker Development & Training
- Curriculum Development & Support
- Online Registration Services
- Bilingual Conferencing
- Marketing and Outreach

Program Integrity Services

- Validation & Oversight Services
- Program & Protocol Development
- Program Vulnerability Detection
- Appeals & Dispute Resolution
- Medical & Claims Review
- Evidenced-based Medicine Peer Reviews
- Healthcare Fraud Detection & Identification
- Legal Support & Testimony
- Data Analysis
- Program & Congressional Reports
- Article Development

Healthcare Quality & Disparities Services

- Change Package Enhancements
- Clinical Review & Intervention for Horizon Scanning
- Literature Reviews
- Work Groups
- Quality Metrics, Performance Measures & Quality Indicators
- National, Regional and Local Quality Improvement Collaborative Development
- Program & Process Improvement Tools, Strategies and Systems
- Program Transformation Grant Summaries

In a continued effort to provide our clients with quality service, PRI is fully accredited as an Independent Review Organization (IRO) by the Utilization Review Accreditation Commission (URAC). PRI has also achieved ISO 9001:2008 registration and has several employees who are Lean and Six Sigma certified. PRI is currently pursuing Capability Maturity Model Integration (CMMI) with achievement of Level III anticipated in 2014.

CONTRACTING EXPERIENCE

These divisions have developed programs and solutions that benefit the stakeholder community including beneficiaries, medical providers, and insurance carriers, by working with a variety of governmental programs such as:

- Centers for Medicare & Medicaid Services (CMS)
- Agency for Healthcare Research and Quality (AHRQ)
- Health Resources and Services Administration (HRSA)
- Veterans Administrations (VA)
- U.S. Department of Labor (DoL)
- Office of the Inspector General/United States Postal Service (OIG/USPS)
- Health and Human Services/Office of the Inspector General (HHS/OIG)
- National Institutes of Health (NIH)
- U.S. Department of Justice (DoJ)
- Administration for Children and Families (ACF)

CAPABILITIES

PRI is always seeking contract opportunities under the classifications:

- | | |
|---|---|
| 524291 Claims Adjusting | 541712 Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) |
| 524298 Other Insurance Business | 541720 Research & Development |
| 541211 Offices of Certified Public Accountants | 541990 All Other Professional, Scientific, and Technical Services |
| 541219 Other Accounting Services | 561499 All Other Business Support Services |
| 541512 Computer Systems Design Services | 561611 Investigation Services |
| 541513 Computer Facilities Mgmt. Services | 561920 Convention and Trade Show Organization |
| 541611 General Management Consulting Svcs. | 611430 Professional and Management Development Training |
| 541614 Process, Physical Distribution, and Logistics Consulting Services | 611710 Educational Support Service |
| 541618 Other Management Consulting Svcs. | 813920 Professional Organization |
| 541690 Other Scientific and Technical Consulting Services | |

FINANCIAL DATA

8(a) SBD Participant; Woman-Owned, Disadvantaged Small Business

Effective August 19, 2013, The Centers for Medicare and Medicaid Services approved PRI's accounting system.

DUNS: 141816889 **GSA Contract Number:** GS-10F-0141U **GSA Mobis Number:** 874-1

KEY PERSONNEL

Shawn Keough-Hartz, CHBME – The President and CEO of PRI, Ms. Keough-Hartz has been part of the medical provider industry since 1986 and guides the company through the ever-shifting tides of healthcare by recognizing the complexities inherent to the industry and navigating thorough them based on solid experience. As the principal of a company, her responsibilities include compliance, strategic planning, business planning, financial, human resources and facility management, and project management.

Provider Resources...instilling **integrity** in healthcare.

RRC Consulting Group, Inc.

700 River Avenue, Suite 311, Pittsburgh, PA 15212
412-364-3035 – Office, 412-367-1079 – Fax
Email: karl.kalani@rrcconsulting.com
Karl A. Kaluhiokalani, President

Profile

RRC Consulting Group, Inc. provides Facilities Condition Assessments, Environmental Engineering, Environmental Health Services, Construction Services, Remediation and Site Preparation for Public, Commercial and Institutional clients.

RRC along with our network of professionals, is concerned with protecting our Clients' personnel, guests and capital investments for the long-term. As such, our Clients rely on us to provide the knowledge they need to meet their risk reduction and control objectives. Through the development of a solid action plan with measurable benchmarks our Clients' goals are readily achieved. Our in-depth approach is practical and cost-effective, and we will find solid solutions to the most difficult problems. We offer professional services including: Environmental Site Assessments, Building Forensic Engineering, Energy Audits, Indoor Air Quality Assessments, Property Condition Assessments, Construction Monitoring & Inspection, Reserve Studies, CMMS Solutions, Project Management and Mold/Bacteria Control.

RRC Consulting Group, Inc. is a Veteran Owned Native American controlled business certified by the SBA as an 8(a) Participant through 2016, a HUBZone Company and is also certified as a DBE under the Unified Certification Program.

Contracting Experience

Our environmental professionals have experience working with the EPA, GSA, U.S. Army Corps of Engineers, NAVFAC, HUD and large insurance carriers in addition to other public agencies and private companies.

RRC Consulting Group, Inc. and its' professionals have provided environmental consulting, engineering and facilities assessment services in the following areas:

- Lead and Asbestos Inspections & Sampling
- Environmental Compliance Plans and Monitoring
- Remediation Design
- Risk Assessments
- Storage Tank Management
- Mold Inspection & Air Monitoring
- Phase I, II & Assessments
- Brownfield Management
- Facilities Condition Assessments O&M Plans
- Energy Audits
- Life/Health/Safety Audits
- HUD REAC Inspections
- OSHA Compliance
- Thermal Imaging
- CMMS Solutions
- Robotic Duct Imaging
- HVAC Decontamination & Sanitizing
- Project Management
- Construction & Materials
- Testing/Inspection

Capabilities

541620 – Environmental Consulting Services
561210 – Facilities Support Services
541330 – Engineering Services
541350 – Building Inspection Services
541380 – Testing Laboratories
562910 – Remediation Services
541690 – Other Scientific & Technical Consulting
561790 – Other Services to Buildings & Dwellings
541512 – Computer Systems Design Services
541513 – Computer Facilities Management Services
561621 – Security Systems Services
238910 - Site Preparation/Demolition
236220 - Commercial & Institutional Building Construction
238160 - Roofing Services
238290 - Insulation

Capacity

RRC Consulting Group, Inc. has the capacity to provide environmental consulting/engineering and facilities assessment services nationwide on any public or private contract, both large and small. In only our second year of business we provided environmental consulting services to a large Prime Contractor, following the 2006 hurricane season, which covered 5 states. We were able to ramp up in less than two weeks and had people in place within 24 hours of the initial call to respond.

RRC Consulting Group, Inc. has teaming agreements in place with quality firms that have synergy with our core capabilities. These firms have substantial experience providing services to both the government and private sector in a variety of disciplines.

Financial Data

Financial Data is available upon request.

DUNS Number 55-725-6547

Key Personnel

Karl Kaluhiokalani, President of RRC Consulting Group, Inc., has held several senior level management positions in facilities management, energy plant operations and environmental oversight for such Fortune 500 organizations as Bombardier Transportation and Walt Disney Company and government entities such as Reedy Creek Energy Services. He utilizes his vast experience to provide cutting-edge, high tech environmental and facilities solutions for RRC's clients. Karl has technical field experience as well as project management experience and holds a B.S. Degree from Rowan University. He designed and implemented the technical training program for the first high-speed rail in the United States (Acela). Karl has written and facilitated OSHA training programs to include such topics as lockout/tagout, confined spaces, hazardous communication and environmental safety. As an industrial hygienist he has performed environmental risk assessments and has expertise dealing with environmental hazards related to lead, asbestos, hazardous materials and mold. He is a Certified Mold Inspector, a Certified Mold Remediation Worker and a HUD REAC inspector. As President of RRC Consulting Group he works strategically to develop services that provide long-term solutions for our clients.

TECHNOLOGY BLUE, INC.

One Oxford Centre
301 Grant Street
Suite 4300
Pittsburgh, PA 15219
O: 1.412.255.3799
F: 1.412.774.2722
E-Mail: clayegreene@technologyblue.com
Web: www.technologyblue.com
Clay Greene: Principal Consultant, FSO

PROFILE

TECHNOLOGY BLUE is a global IT services firm focused on maximizing the value and success of your technology implementations. Our service foundation is based on proven technologies, practices and methodologies to help our clients be more agile, connected and successful.

We are distinguished as a leading information technology consulting services company providing project management, business rules, IT strategy and java development.

In this new age of productivity, our business model is based on delivering services through partnership and collaboration. As a result, we are able to leverage the very best IT resources, and compose the most effective teams to ensure maximum ROI for our clients.

We insist that our employees and partners possess professionalism, innovation, experience and leadership, and have a proven track record of successful projects. Our client list includes top companies such as Amerigroup, Wells Fargo, Northrop Grumman, DoD and Fair Isaac.

Our goal is to be trusted technology advisors to the business community, and leverage our skills and experience to help you reach your business goals.

To get there, we believe we must embody characteristics indicative of leadership and success:

Trust, knowledge, confidence, awareness, responsibility, quality, honesty, intelligence and reliability.

CAPABILITIES

TECHNOLOGY BLUE professionals are committed to leverage leading-edge technologies and methodologies to efficiently and effectively realize your organization's information technology goals.

TECHNOLOGY BLUE believes in providing the best solutions that are proactive, agile, strategic and easily maintained. Because of this, our consultants are guaranteed to have an extensive background and vast industry experiences to provide you the best solution possible.

Our services organization is based on the establishment and continual re-evaluation of our practice based on six fundamental and proven concepts:

- Provide maximum ROI and value to our customers.
- Maintain a high level of customer service.
- Stay current with new developments, products, technologies and processes.
- Maintain a positive attitude with customers, teammates and partners.
- Provide clear and concise communication with customers and employees.
- Remain flexible and adaptable in relation to customer and corporate goals and desires.

The services we provide are based on the following core areas:

- Enterprise Decision Management
- Enterprise Resource Planning
- Systems Integration
- IT Strategy

We have been approved to perform work in the North American Industry Classification System (NAICS codes) under the following codes:

541511 Custom Computer Programming Services
541512 Computer Systems Design Services

We are capable of partnering with government organizations with strict personnel and location requirements.

CAPACITY

TECHNOLOGY BLUE is capable of performing on projects valued up to \$30 million.

FINANCIAL DATA

- Financial data available upon request.
- Duns Number, CAGE codes and other information available upon request.

KEY PERSONNEL

Clay Greene, Principal Consultant, FSO, has more than 15 years of experience providing information technology consulting services to small, medium and large-sized companies and organizations.

He possesses a rare blend of technical and management skills and experience, which he has applied to numerous projects and endeavors throughout his career. An accomplished developer and project manager, he has successfully lead projects in many industries including insurance, banking, manufacturing, government and retail.

Clay is highly recognized as a consultant who provides high return on investment by helping companies and organizations maximize their technology and resource commitments. His impact has been noteworthy at many companies, including AIG, Aetna, Amerigroup, Ford Motors, Boeing, Wells Fargo and Northrop Grumman.

As a technical project resource, Clay's exemplary track record is based on his ability to understand and translate requirements and goals into technical implementations. His ability to visualize solutions is enhanced by his knowledge of current technical tools, approaches and conventions.

Mr. Greene's accomplishments as a project manager are significant and noteworthy as well. As a member of the Project Management Institute, Clay remains close and aware of the growing project management approaches and strategies. As a natural leader, Clay is comfortable leading both small and large projects. Additionally, he possesses excellent communication skills, allowing him to communicate with executives, management and team members with equal comfort and ease.

Clay attended the University of Pittsburgh, where he earned his BS in Computer Science and his MS in Artificial Intelligence. He is also a member of the national and local chapters of the Project Management Institute. Clay currently resides with his wife in Pittsburgh, Pennsylvania.

TRI-STATE PLASTICS, INC.

392 Flaugherty Run Road
Moon Township, PA, 15108
Phone: 724/457/6900 Fax:724/457/6901
E-Mail: malopez@tsplastics.com
Web: www.tsplastics.com
Michael A. Lopez Sr./ President

PROFILE: Minority (8a) Owned Business, C Corporation, founded 1965 and Incorporated in the State Of Pennsylvania in 1966; Purchased September 17,2007 by Michael A. Lopez Sr. Federal Employers ID Number 25-1159391, Duns Number 004498986, CAGE Code 7D058, Primary NAICS Codes: 326199, 32613, 333513, and 333512. Central Contractor Registration -- YES

CONTRACTING EXPERIENCE

DLA Contracts:

2007 qty 3
2008 qty 13
2009 qty 42
2010 qty 36
2011 open contracts qty 39

CAPABILITIES

Tri-State Plastics Inc. is completely capable of completing projects for government and industry in the following classifications. Current ABVS rating 92.3

North American Industry Classification System
326199, 32613, 333513, 33512.

Tri-State Plastics, is a Plastics, Part Manufacturer. Our Processes include Thermoforming, Injection Molding, Profile Extrusion, Compression Molding, and Matched Mold forming of post forming grade phenol, 5 Axis CNC Machining, Die Cutting and Assemble.
Also Tri-State Plastics ins. is a Metal Part manufacturer. Our processes include Machining, Bending Fabrication and Assembly.

Quality System: AS1900 2004 and ISO 9001:2008 ANSI/ISO/ASQ Q9001-2008

Tri-State Plastics, Inc is an Original Equipment Manufacturer For Lockheed Martin Corporation: C-5, c-130, F-16,F-22 and F-35

Tri-State Plastics, can manufacture over 700 NSN numbers for the support of Government Spares

CAPACITY

Tri-State Plastics, Inc. bonding capabilities and credit references are available upon request.

FINANCIAL DATA

Tri-State Plastics, Inc financial data is available upon request.

KEY PERSONNEL

Michael A. Lopez Sr. President
Michael Peterson Technical Manager
Bill Rogers Process Manager
Bill Stile Production Manager
Joan Tielsch Office Manager
Cort Matey Purchasing Manager

Tusick & Associates Architects, Inc.

21 Windsor Road, Pittsburgh, PA 15215
(412) 781-8896 Fax: (412)781-6947
Email: stusick@tusickarchitects.com
<http://www.tusickarchitects.com>
Susan B. Tusick, President/Owner

PROFILE: SBA 8(a) Certified

Why us? With a combined 30 + years of professional services, working for government agencies and businesses in architecture, planning, interior design and construction, Tusick & Associates Architects shall manage your dynamic projects and contracts by being flexible and adaptable, not pre-determined or rigid incorporating sustainable design, energy performance and accessibility. With our commitment to design efficiency and excellence, we can meet your requirements and exceed your expectations. Our project management has built our reputation on fostering customer relationships that span years because of our commitment to total client satisfaction.

Tusick & Associates Architects, Inc. is a Pennsylvania based corporation founded in 1994 by Susan B. Tusick, R. A., LEED AP.

Tusick & Associates Architects, Inc. is focused in following markets:

Governmental

-Federal: HUD, United States Postal Services, GSA

Historic Renovations

Adaptive reuse

Commercial

Educational

Institutional

Hospital

Research

Campus Map-Accessibility

Sustainable Design

Multi-Residential Units

Accessibility Design

Sustainable Design

Restaurant

Entertainment Facilities

Retail

Hotel

Banks

Pre Engineered Buildings

Hotels

Religious

LEED Certification

Building Evaluation

Master Planning

Feasibility Studies

Interior Design

Space Planning

Day Care Centers

CONTRACTING EXPERIENCE

Tusick & Associates Architects, Inc. has successfully completed numerous architectural and construction projects over the last seventeen (17) years. The following list are some of our clients: Housing Authority of the City of Pittsburgh (HUD), Colonial Oaks Apartment Complex (HUD), Living –In-Neighborhoods (HUD), Carnegie Mellon University, University of Pittsburgh, Bayer Corporation, Bayer Federated Employees Credit Union, A & S Credit Union, Children Hospital of Pittsburgh, ROAM Investments, Confluence, MJ Kelly Realty, Action Housing, Office of Vocational Rehabilitation of Pittsburgh, PA., Office of Vocational Rehabilitation of Washington County, PA, Office of Rehabilitation of New Castle, PA, Redevelopment Authority of Washington County, Western Pennsylvania Post Offices*, Wannamaker's, 1123 Market Place, and Bally Design

CAPABILITIES

Tusick & Associates Architects, Inc. has 3 full time in-house employees and 5 virtual office employees. Our North American Industry Classification System (NAICS) are :

541310 Architectural Services	54310 Interior Design	541330 Accessibility Maps- Campuses
541690 Energy Consulting	541990 Research	236210 Industrial Bldg Construction
236115 Single Family Housing	236116 Multifamily Housing	236117 New Housing Operative
236118 Residential Remodelers	23119 -248900	23890 Furniture

CAPACITY : Tusick & Associates Architects, Inc. have provided architectural for project ranging from \$5,000 to \$20,000,000.

FINANCIAL DATA: Financial Data available upon request. Dun Number: 858430648

Key Personnel

Susan B. Tusick, RA, LEED AP, 8(a) Certified, President founded the firm and has over 30 years of architectural experience.

Education:

Carnegie Mellon University
Bachelor of Architecture, 1978

Certification:

UCC Third Party Agency
UCC Accessibility Inspection/Plans Review
SBA 8 (a) Certification
LEED –Accredited Professional, 2009
Woman Business Enterprise, Commonwealth
Department of General Services, Executive Order No.
2004-6 and 4 Pennsylvania code, 2/09/2006-2/28/2008
Unified Certification Program for Allegheny County

Professional Memberships:

United States Green Building Council (USGBC)
National International Code Council (ICC)
State International Code council (ICC)
Pittsburgh Professional Women (PPW)
The Small Business Network (TSBN)
Professional Referral Organization of Pittsburgh
(PROP)
National Association of Woman Business Owners
(NAWBO)
Fox Chapel Borough Code Exception Board

Honors & Awards:

50 Best Women In Business, Commonwealth of
Pennsylvania, June 2004

Registrations:

Active Registrations
Pennsylvania, Architecture, 1982 (RA009057X)
Pennsylvania, Architecture Firm, 2003 (AX
010063)

Senate of Pennsylvania, Congratulations for 50 Best
Women In Business, June 2004
Lt. Governor, Commonwealth of Pennsylvania,
Congratulation for 50 Best Women in Business, 2004
City of Pittsburgh, Office of City Council,
Proclamation, 2004
Living In Neighborhoods' Certificate of Recognition
for design for people with disabilities, 2004
First Place Nationally, Better Homes and Garden,
Flynn's Residence, 2002
NAWBO Pittsburgh's Business Owner of the Year,
2002
NAWBO Woman of the Year, National Association of
Women Business Owners, 1995
Woman of the Year, Commonwealth of Pennsylvania,
Awarded by Barbara Hafer, Auditor General, 1995
Historic Commission Award for the Renovations to the
University Club, 1998
Honorable Mention for Hotel complex Design for the
City of Pittsburgh, Carnegie Mellon and the City of
Pittsburgh, 1977
Honorable Mention for Hillside Housing Development,
American Iron and Steel Institute, 1974

U.S. SMALL BUSINESS ADMINISTRATION
PITTSBURGH DISTRICT OFFICE
8(a) PORTFOLIO - CURRENT PARTICIPANTS AS OF 9/3/2013

<u>FIRM NAME</u>	<u>8(a) Entry</u>	<u>8(a) End Date</u>	<u>BDS</u>	<u>E-MAIL</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>PHONE</u>	<u>FAX</u>	<u>ADDRESS</u>	<u>CITY</u>	<u>ZIP</u>
Advantus Engineers, LLC	9/22/2005	9/22/2014	MF	aavick@advantusengineers.com	Avick	Alicia	4124809090	4124296474	555 N. Bell Avenue	Carnegie	15106
Applied Intellect	2/15/2013	2/15/2022	JK	sanjeev.sharma@ap-in.com	Sharma	Sanjeev	7247650402	7247031666	1827 Willow Oak Drive	Wexford	15090
Blair Insurance Services Inc.	3/14/2006	3/14/2015	MF	blairbonni@aol.com	Hand	Bonnie	8149311196	8777713377	107 Ivyside Estates Lane	Altoona	16601
Cambria Bus. Machines, Inc.	4/14/2005	4/14/2014	MF	dfelix@gocbm.com	Felix	Don	8145365356	8145357690	647 Franklin Street	Johnstown	15901
Coast to Coast K-9 Security, LLC	10/13/2006	10/13/2015	MF	jodiparo@aol.com	Perozich	Jodi	4122984028	4126737129	2800 Lincoln Way	White Oak	15131
COGENT Infotech Corp.	3/26/2009	3/26/2017	JK	manu_mehta@COGENTinfo.com	Mehta	Manu	4128352700	4127741515	1035 Boyce Road, Suite 108	Pittsburgh	15241
Construction Performance Mgmt.	5/17/2005	5/17/2014	JK	dgonzalez@cpm-llc.net	Gonzalez	Dale	4127260454	4127260453	113 Castle Shannon Blvd.	Pittsburgh	15228
DK Environmental	6/13/2013	6/13/2022	MF	dkenvironmental@yahoo.com	Koontz	Debra	8142431927	8145364705	1208 Rebecca Drive	Johnstown	15902
Gella, LLC	11/18/2008	11/18/2017	MF	jyothi_gella@yahoo.com	Gella	Jyothi	8145396687	8145394026	600 Franklin Street	Johnstown	15901
JOD Contracting	1/25/2005	1/25/2014	MF	jod.santos@comcast.net	Maldonado	Santos	7247819021	7247819023	1250 Connellsville Road	Fayette City	15438
Nicos Contracting, LLC	9/19/2006	9/19/2015	JK	nicos.contracting@verizon.net	Beckas	Nickolas	4128211227	4128212217	146 Grant Avenue	Pittsburgh	15209
Northwind Engineering, LLC	6/23/2006	6/23/2015	MF	darci@northwindeng.com	North Wind	Darcia	7243542941	7243542951	105 Main Street	Schelocata	15774
Paul K. Brown, Inc. dba/Professional Limousine Svc	5/9/2006	5/9/2015	JK	plslimo@verizon.net	Brown	Paul	4123312524	4123312523	330 Linden Street	McKees Rocks	15136
Payton & Associates	6/26/2007	6/26/2016	MF	paytonpi@uplink.net	Payton	Richard	8142386311	8142383204	101 E. Aaron Drive	State College	16803
Provider Resources, Inc.	3/5/2007	3/5/2016	MF	skeoughhartz@provider-resources.com	Keough-Hartz	Shawn	8144808732	8144565524	2005 West 8th Street, Suite 208	Erie	16505
RRC Consulting Group, Inc.	6/26/2007	6/26/2016	MF	karl.kalani@rrcconsulting.com	Kaluhiokalani	Karl	8005093035	4123671079	100 W. Station Square Drive, Suite 1910	Pittsburgh	15219
Symphony Enterprises, LLC	9/23/2011	9/23/2020	JK	meenakshi@symphonyenterprises.com	Kapoor	Meenakshi	4124371064	4127749230	400-1A Mapleview Drive	Pittsburgh	15220
Technology Blue, Inc.	5/12/2006	5/12/2015	MF	clayegreene@technologyblue.com	Greene	Claye	4129281973	4127742722	301 Grant Street, Suite 4300	Pittsburgh	15219
Tri-State Plastics, Inc.	2/15/2011	2/15/2020	JK	malopez@tsplastics.com	Lopez	Michael	7244576900	7244576901	392 Flaugherly Run Road	Moon Township	15108
Tusick & Associates Architects, Inc.	9/3/2010	9/3/2019	JK	stusick@verizon.net	Tusick	Susan	4127818896	4127816947	21 Windsor Road	Pittsburgh	15215

SBA & Agencies Partnership Agreements

The Partnership Agreement (PA) represents the delegation of SBA's 8(a) contract execution authority to other federal agencies. The purpose of the PA is to streamline the contract execution process between SBA, the participating Federal Agency and the 8 (a) participant. Federal agencies without an executed PA must continue to process 8(a) contracts using the procedures of CFR § 124.508 and FAR § 19.8. Currently, SBA has 45 executed Partnership Agreements.

- Agency for International Development
- Broadcasting Board of Governors-International Broadcasting Bureau
- Commission on Civil Rights
- Consumer Product Safety Commission
- Court Services and Offender Supervision Agency
- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security
- Department of Housing and Urban Development
- Department of the Interior
- Department of Justice
- Department of Labor
- Department of State
- Department of Transportation
- Department of Treasury
- Department of Veterans Affairs
- Environmental Protection Agency
- Equal Employment Opportunity Commission
- Executive Office of the President, Office of Administration
- Federal Communications Commission
- Federal Deposit Insurance Corporation
- Federal Housing Finance Agency
- Federal Trade Commission
- General Services Administration
- Government Accountability Office
- Institute of Museum and Library Services
- International Boundary and Water Commission
- International Trade Commission
- Millennium Challenge Corporation
- National Aeronautics and Space Administration
- National Archives and Records Administration
- National Science Foundation
- National Transportation Safety Board
- Nuclear Regulatory Commission
- Office of Personnel Management
- Peace Corps
- Pension Benefit Guaranty Corporation
- Securities and Exchange Commission
- Smithsonian Institution
- Social Security Administration
- Trade and Development Agency



U.S. Small Business Administration

Government Contracting: How to Get Started

The U.S. Small Business Administration works across all federal agencies to award at least 23 percent of all prime government contracting dollars to small businesses, with specific statutory goals for:

- small disadvantaged businesses (SDB),
- women owned (WOSB),
- service-disabled veteran-owned (SDVOSB), or
- businesses that are located in Historically Underutilized Business Zones (HUBZone).

For more information, visit www.sba.gov/contracting.

The United States government is the largest single purchaser of goods and services in the world, buying everything from armored tanks to paper clips and IT services. Every year, the federal government awards more than \$500 billion in contracts, and a significant share of those contracts are specifically allotted to small businesses. Government contracting can make a big difference to your company's bottom line. If you are considering contracting with the government, the steps outlined in this flier will help you get started.

1. Make Sure Your Business is Financially Sound

It is necessary to make sure that your business is financially prepared for the journey ahead. Even if you are able to obtain a government contract, you will not be receiving all of the money at once. It helps to have a clear plan of how your business will reap the benefits of the contract. Contact the SBA District Office and other resources closest to you at www.sba.gov/sba-direct to get started.

2. Identify your DUNS (Data Universal Numbering System) number

A DUNS number is a unique 9-digit number, specific to your business, used to identify and track millions of businesses. You can request a DUNS number, free of charge, at <http://fedgov.dnb.com/webform>. A DUNS number is necessary to register with the System for Award Management (SAM).

3. Identify your EIN (Employer Identification Number)

An EIN, otherwise known as a federal tax identification number, is generally required of all businesses. For more information, go to www.irs.gov/businesses/small/.

4. Identify your North American Industry Classification System (NAICS) codes

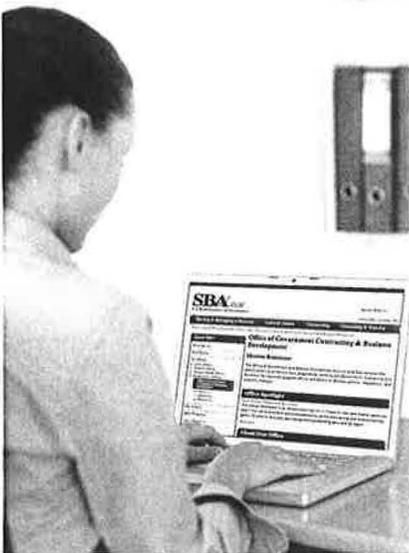
The NAICS codes are used to classify the industries that a particular business occupies. To register your business in SAM, you must supply at least one code. Determine your codes at www.census.gov/eos/www/naics/.

5. Register with the System for Award Management (SAM)

SAM is an online government-maintained database of companies wanting to do business with the federal government. Agencies search the database for prospective vendors. To win a contract from any federal agency, you will need to be registered in SAM. To register you must provide:

- a. Taxpayer Identification Number (issued by the IRS for your business)
- b. DUNS number
- c. NAICS code
- d. Banking information
- e. Products and services offered – highlight key words
- f. Past performance
- g. Website
- h. E-mail address

TIP: the ability to process credit card payments may open up more opportunities to win government contracts.



Photograph: ThinkStock

When registering a business for federal contracting opportunities, prospective contractors must also complete representations and certifications for small business size and program status on SAM. This ensures that your business will be considered for small business set-asides.

After completing registration, you will be asked to enter your small business profile information at the SBA Supplemental Page. The information will be displayed in the Dynamic Small Business Search (DSBS) engine available at dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm.

Creating a profile in SAM and keeping it current ensures your firm has access to federal contracting opportunities. Entering your small business profile, including your business information and key word description, allows contracting officers, prime contractors, and buyers from state and local governments to learn about your company. Visit www.sam.gov.

6. GSA (General Services Administration) Schedule

GSA uses the GSA Schedule and Federal Supply Schedule to establish long-term, government-wide contracts with commercial firms. Once these contracts are established, the government can order the services and supplies they need directly from the firms by using an online shopping tool. Becoming a GSA Schedule contractor increases your opportunity for contracts across all levels of government. Businesses interested in becoming GSA Schedule contractors should review the information available at www.gsa.gov/schedules.

7. Federal Business Opportunities (FedBizOpps)

FedBizOpps is a completely free service operated by the federal government that announces available business opportunities. FedBizOpps helps you identify the needs of federal agencies and the contracting opportunities that are available. To begin searching for contracting opportunities, go to www.fbo.gov.

8. Marketing Your Business

Registering your business is not enough to obtain a federal contract: ultimately you are responsible for your own success and you will need to market your business to attract attention from federal agencies. Although not required, you may want to obtain a Product Services Code (PSC) and/or a Federal Supply Classification (FSC). These codes can provide additional information about the services and products your business offers. Find your codes at www.aquisition.gov.

TIPS FOR MARKETING YOUR BUSINESS:

- Determine which federal agencies buy your product or service and get to know them.
- Identify the contracting procedures of those agencies and the agency personnel who make buying decisions.
- Focus on opportunities in your niche and prioritize.
- Make contacts—attend small business events and network your business to gain exposure to key agencies. See if your target agencies require you to register in their database in order to do business with them.

For more information about SBA, visit www.sba.gov or contact your local SBA office: www.sba.gov/sba-direct

Office of Government Contracting

409 3rd Street, S.W. Suite 8800, Washington, D.C. 20416

Telephone 202-205-6460

Fax 202-205-7324

www.sba.gov/contracting

All SBA programs and services are provided on a nondiscriminatory basis.



U.S. Small Business Administration

Small Business Certification and Government Contracting

The U.S. Small Business Administration works across all federal agencies to award at least 23 percent of all prime government contracting dollars to small businesses, with specific statutory goals for:

- small disadvantaged businesses (SDB),
- women owned (WOSB),
- service-disabled veteran-owned (SDVOSB), or
- businesses that are located in Historically Underutilized Business Zones (HUBZone).

For more information, visit www.sba.gov/contracting.

SBA Small Business Certification Programs

The following are details of the SBA's small business certification programs:

8(a) Business Development Program—The 8(a) Business Development Program is a nine-year program established to assist eligible socially and economically disadvantaged individuals to start, grow and succeed in their business ventures. Business development assistance includes one-on-one counseling, training, workshops and other management and technical guidance. All firms deemed eligible for SBA's 8(a) business development assistance are also considered small disadvantaged business concerns for federal contracting purposes. To be eligible for the 8(a) Business Development Program a business must meet the following criteria:

- must be a small business by SBA size standards;
- must be owned (at least 51 percent) by one or more individuals who qualify as socially and economically disadvantaged, and who are U.S. citizens of good character;
- must be controlled, managed and operated by one or more individuals who qualify as disadvantaged; and
- must demonstrate the potential for success.

For more information, visit www.sba.gov/8abd.

HUBZone—The HUBZone program helps small businesses located in economically distressed urban and rural communities, known as Historically Underutilized Business Zones, gain access to federal set-aside and sole source contracts, as well as price evaluation preference in full and open contract competitions. To qualify for the program, a business (except tribally-owned) must meet the following criteria:

- must be a small business by SBA size standards;
- must be owned and controlled (at least 51 percent) by U.S. citizens, an Alaska Native Corporation, a Community Development Corporation, or an agricultural cooperative;
- must have a principal office located within a HUBZone; and
- at least 35 percent of the firm's employees must reside in a HUBZone.

For more information, visit www.sba.gov/hubzone.

Self-Certification Programs

Service-Disabled Veteran-Owned Small Business (SDVOSB)—The SBA is committed to ensuring that the federal government is dedicated to and provides support to our returning veterans. The SDVOSB procurement program authorizes federal contracting officers to award sole source or set-aside contracts to SDVOSBs when certain criteria are met. Additionally, large prime contractors must establish a sub-contracting goal for veteran-owned small businesses in their subcontracting plans. In order to be eligible for the SDVOSB, you and your business must meet the following criteria:



Photograph: ThinkStock: Huntstock Collection

- the Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense;
- the SDVOSB must be small under the NAICS code assigned to the procurement;
- the SDV must unconditionally own 51 percent of the SDVOSB;
- the SDV must control the management and daily operations of the SDVOSB; and
- an SDV must hold the highest officer position in the SDVOSB.

For more information, visit www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc and www.sba.gov/vets.

Women-Owned Small Business (WOSB)—The WOSB federal contract program authorizes contracting officers to set aside certain federal contracts for eligible women-owned small businesses and economically disadvantaged women-owned small businesses. To be eligible, a firm must meet the following criteria:

- must be at least 51 percent unconditionally and directly owned or controlled by one or more women, who must be U.S. citizens;
- must be small in its primary industry in accordance with SBA's size standards for that industry; and
- must either (1) be self-certified or (2) be certified by an SBA-approved Third-Party Certifier.
- To be considered economically disadvantaged, a WOSB has to have a personal net worth of less than \$750,000 (with some exclusions), an adjusted gross yearly income averaged over the three years preceding the certification that is less than \$350,000, and the fair market value of all assets must be less than \$6 million.

If a current 8(a) business development participant is 51 percent owned and controlled by one or more women, the SBA will accept 8(a) certifications as evidence of the WOSB's economic disadvantage. A certified 8(a) Business Development participant still needs to submit their 8(a) certification and WOSB certification to the WOSB Program Repository. For more information, visit www.sba.gov/wosb.

Small Disadvantaged Business (SDB)—An SDB is defined as a small business that is at least 51 percent owned and controlled by one or more individuals who are socially and economically disadvantaged. Firms self-certify as an SDB without submitting any application to the SBA. Firms approved by the agency for the 8(a) Business Development Program are automatically certified as an SDB. To self-certify, firms should update their SAM profile, making sure to reflect their SDB status.

For more information about SBA, visit www.sba.gov or contact your local SBA office: www.sba.gov/sba-direct

Office of Government Contracting

409 3rd Street, S.W. Suite 8800, Washington, D.C. 20416

Telephone 202-205-6460

Fax 202-205-7324

www.sba.gov/contracting

LIST OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTACs) for
COUNTIES COVERED BY THE SBA/PITTSBURGH DISTRICT OFFICE

***California University of PA Government Agency Coordination Office (GACO)**

California University of PA- Covers Greene and Washington Counties

Deborah Wojcik - Program Manager

Phone: (724) 938-5881

Email: wojcik@calu.edu

Tracy Julian - Contracting Coordinator

Phone: (724) 938-5881

Email: julian@calu.edu

GACO California University of PA- Covers Allegheny County

Kate Glodek - Manager

Phone: (412) 237-6098

Email: glodek@calu.edu

GCAC Slippery Rock University-Covers Beaver and Butler Counties

Renee Decker - Manager

Phone: (724) 738-2346

Email: renee.decker@sru.edu

***Indiana University of PA PTAC**

Indiana University of Pennsylvania- Covers Indiana and Armstrong Counties

Ron Moreau - Program Manager

Phone: (724) 357-7824

Email: rfmoreau@iup.edu

PIC of Westmoreland/Fayette

Chuck Burtyk - Subcenter Director

Phone: (724) 836-2600

Email: cburtyk@privateindustrycouncil.com

Southwest PA Commission- Covers Allegheny County

Jamie Colecchi

Phone: 412-391-5590 Ext: 325

Email: jcolecchi@spcregion.org

Dave Pinkosky - Procurement Counselor

Phone: 412-391-5590 Ext: 308

Email: dpinkosky@spcregion.org

***Johnstown Area Regional Industries PTAC**

Johnstown Area Regional Industries- Covers Cambria and Somerset Counties

Bob Shark - Program Manager

Phone: (814) 539-4951

Email: bshark@jari.com

Michelle Nyanko - Government Procurement Specialist

Phone: (814) 254-4023

Email: mnyanko@jari.com

Cindy Saylor - Administrative Staff

Phone: (814) 535-8675

Email: csaylor@jari.com

***North Central PA Regional Planning and Development Commission PTAC**

**North Central PA Regional Planning and Development Commission – Covers Cameron,
Clearfield, Elk, Jefferson, and McKean Counties**

Phone: (814) 773-3162

Northwest Pennsylvania Regional Commission PTAC

**Northwest Pennsylvania Regional Planning and Development Commission- Covers Clarion,
Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren Counties**

Cris Pierce - Program Manager

Phone: (814) 677-4800 Ext: 102

Email: crisp@northwestpa.org

Robyn Young - Government Contracting Specialist

Phone: (814) 677-4800 Ext: 130

Email: robyny@nwcommission.org

***SEDA-COG PTAC**

SEDA COG- Covers Centre County

Robert Brown - Program Director

Phone: (570) 524-4491 Ext: 7224

Email: rbrown@seda-cog.org

Dennis Robinson - Executive Director

Phone: (570) 524-4491

Stacy Anderson - Program Analyst

Phone: (570) 524-4491 Ext: 7215

Email: sanderson@seda-cog.org

Kristen Moyer - Principal Program Analyst

Phone: (570) 524-4491

Email: kristen@seda-cog.org

***Southern Alleghenies Planning & Development Commission PTAC**

Southern Alleghenies Planning & Development Commission-Covers Blair and Bedford Counties

Bonnie Yousefvand - Program Manager

Phone: (814) 949-6710

Email: byousefvand@sapdc.org

James Gerraughty - Government Procurement Specialist

Phone: (814) 949-6528

Email: jgerraughty@sapdc.org

List of Contracting Officers in the Pittsburgh Region

Last	First	Title	Agency	Address1	Address2	City	State	Zipcode	Phone	Fax	Email
Lucci	Daniel	Chief of Contracting	911th Airlift Wing./CC	Pittsburgh International Arpt ARS	2475 Defense Avenue	Coraopolis	PA	15108	412-474- 8119	412-474- 8432	daniel.lucci@pittsburgh.af.mil
Barber	Darrin	Contracting Officer	Department Of Health & Human Services (NIOSH & CDC)	P.O. Box 18070		Pittsburgh	PA	15236	412-386- 5239	412-386- 6843	dov1@cdc.gov
Shanahan	Mary Pat	Contracting Officer	Department of Health & Human Services (NIOSH & CDC)	P.O. Box 18070		Pittsburgh	PA	15236	412-386- 4453		mshanahan@cdc.gov
Scureman	Shannon	Acquisition Manager Pittsburgh Field	General Services Administration, Region 3	1000 Liberty Avenue, Suite 1316		Pittsburgh	PA	15222	412-395- 4749	215-209- 0582	shannon.scureman@gsa.gov
Sullivan	Larry	Small Business Specialist	U.S. Department Of Energy	National Energy Technology Laboratories	P.O. Box 10940, MS 921-107	Pittsburgh	PA	15236	412-386- 6115	412-386- 6137	larry.sullivan@netl.doe.gov
Dennis	Twanda	Contracting Officer Appalachian Region	U.S. Dept of the Interior Office of Surface Mining	Three Parkway Center		Pittsburgh	PA	15220	412-937- 2846	412-937- 2888	tdennis@osmre.gov
Plonski	Sherrie	Deputy Small Business	US Army Corps of Engineers Pittsburgh	Wm. S. Moorhead Federal Building	1000 Liberty Avenue, Suite 2116	Pittsburgh	PA	15222	412-395- 7127	412-644- 5109	sherrie.plonski@usace.army.mil
Taliani	Jonathan	Small Business Specialist	VA VISN 4 Network Contracting Office	323 North Shore Drive, Suite 400		Pittsburgh	PA	15212	412-822- 3775		Jonathan.Taliani@va.gov

Applying for the HUBZone Program

HUBZone Certification Eligibility Requirements

To qualify for the program, a business (except tribally-owned concerns) must meet the following criteria:

- It must be a small business for its primary NAICS code. Find out if your business is small with the SBA Size Standards Tool.
- It must meet one of the following ownership and control requirements:
 - Owned and controlled at least 51% by U.S. citizens
 - Wholly owned or owned in part by one or more Indian Tribal Governments or by a corporation that is wholly owned by one or more Indian Tribal Governments
 - An ANC owned and controlled by Natives or a direct or indirect subsidiary corporation, joint venture, or partnership of an ANC
 - Wholly owned or owned in part by a CDC
 - A small agricultural cooperative or a small business concern wholly owned or owned in part by one or more small agricultural cooperatives
- Except for certain concerns owned by Indian Tribal Governments, all other small businesses must have a principal office located in a qualified HUBZone.
- At least 35% of all of its employees must reside in a HUBZone. Reside means to live in a primary residence at a place for at least 180 days, or as a currently registered voter, and with intent to live there indefinitely.

Firms that are owned in whole or in part by Indian Tribal Governments or corporations wholly owned by Indian tribal Governments, at the time of application must either:

- Maintain a principal office located in a HUBZone and ensure that at least 35% of its employees reside in a HUBZone; or
- Certify that when performing a HUBZone contract, at least 35% of its employees engaged in performing that contract will reside within any Indian reservation governed by one or more of the Indian Tribal Government owners, or reside within any HUBZone adjoining such Indian reservation. A HUBZone and Indian reservation are adjoining when the two areas are next to and in contact with each other; and the concern will "attempt to maintain" the applicable employment percentage stated above during the performance of any HUBZone contract it receives.

The HUBZone office has a 35% and principal office calculator that you can use to guide you in determining whether you meet these requirements. Before you use it, review the Certification FAQ.

The Application Process

1. Review the HUBZone Primer and Certification FAQ .
2. There are several important registrations that must be completed before you can start the electronic application process:
 - a. **DUN & BRADSTREET:** Each headquarters and branch office must be registered so that it will have its own **D&B ID** number known as a Data Universal Numbering System (DUNS).
 - b. **System for Award Management (SAM):** the firm's Employer's Identification Number/Tax Identification Number (EIN/TIN) must be registered. (NOTE- the principal office address that is applying for HUBZone certification must be entered in the SAM profile associated with DUNS appropriate for this specific physical location.)
 - c. **Dynamic Small Business Search (DSBS), aka, SBA's supplemental page:** DSBS profiles will reflect each firm's certification status. It is recommended to keep your profiles (SAM and DSBS page) up to date through the SAM website. At the SAM Web site, simply update your SAM profile and SAM will update the DSBS profile. (NOTE: edit updated data transferred from SAM to DSBS usually takes up to 24 hours after you have updated the SAM profile.)
 - d. **General Login System (GLS):** you must complete registration in this system for each individual that can update information to your concern. Once you have registered, then you must add the concern's **DUNS and EIN** number(s).
3. Review the list of supporting documentation you will need to submit to your Business Opportunity Specialist after submitting the online application. See the supporting documentation request for detailed descriptions of acceptable versions of these documents. We have also provided a checklist to make it easy for the firm to ensure it has collected all required documents.

You are now ready to Apply for the HUBZone Certification Online.

Visit: www.sba.gov/hubzone

U.S. SMALL BUSINESS ADMINISTRATION
PITTSBURGH DISTRICT OFFICE
HUBZone PORTFOLIO - AS OF 9/3/2013

<u>FIRM NAME</u>	<u>E-MAIL</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>PHONE</u>	<u>FAX</u>	<u>ADDRESS</u>	<u>CITY</u>
Accu-Chek Machining, Inc.	accuchekdave@windstream.net	Fox	David	814.834.2342	814.834.7863	37 Accu Chek Dr	Saint Marys
Affiliated Services International, LLC	juan@aservicesint.com	Salguero	Juan	724.840.4842		647 Philadelphia St., Suite 404	Indiana
Allegheny Contracting LLC	brent@allcon.us	Buehler	Brent	814.772.2524	814.772.2540	13374 Boot Jack Rd	Ridgway
Anthony Deangelo Contractural Services, LLC.	anthonyawards2002@yahoo.com	Deangelo	Anthony	724.822.4316	866.539.7004	135 American Ave	Butler
Arrowstarr	ccr@sheila.endjunk.com	Ecung	Sheila	412.243.6400		1822 S Braddock Ave	Pittsburgh
Auman Brothers Construction LLC	auman@windstream.net	Auman	Jerry	814.834.6000	814.834.6001	794 West Creek Rd	Saint Marys
Beistel Machining	brent@beistelmachining.com	Beistel	Brent	724.823.0099		23 McKean Ave	Donora
Blackheart International, L.L.C.	support@1stoptacticalgear.com	Lawrence	Vickie	814.683.1048	814.683.4113	114 East Erie Street, PO Box 10	Linesville
Caldwell Corporation	tom@caldwell-corp.com	Caldwell	Tom	814.486.3493	814.486.3497	116 W 2nd St	Emporium
Cannon Systems Inc.	cannong60@hotmail.com	Cannon	Gilbert	724.337.6250	724.337.6252	421 9th St	New Kensington
Continental Construction, Inc.	continental@windstream.net	Marzella	Richard J	814.776.6126	814.776.6121	39144 Portland Mills Road	Ridgway
Dallco Industries, Inc	slauer@dallco.com	Lauer	Steve	717.854.7878	717.845.5283	255 Industrial Blvd	Everett
Elk County Designing	ecmachining@windstream.net	Buttery	Jim	814.781.3502	814.834.4542	177 W Creek Rd	Saint Marys
Green World Contracting Corp.	greenworldcorp@live.com	O'Brien	Herietta	412.251.0425		342 Downing Street	Pittsburgh
M & R Supply Systems, LLC	hrutledge@mrsuppliesystemsllc.com	Rutledge	Harold	724.630.4791		115 Corporation Drive	Aliquippa
Manno Construction, Inc.	jim@mannoconstruction.com	Manno	James J Jr	814.776.1310	814.776.1305	28 Mohan Run Rd	Ridgway
Matula's Mobile Wash	jobematula@atlanticbb.net	Matula	Jobe	814.418.8483		708 Ash St	Johnstown
McManis & Monsalve Associates	mmonsalve@mcmanis-monsalve.com	Monsalve	Marco	814.454.4000	866.438.2210	100 State St., Ste 103	Erie

U.S. SMALL BUSINESS ADMINISTRATION
PITTSBURGH DISTRICT OFFICE
HUBZone PORTFOLIO - AS OF 9/3/2013

<u>FIRM NAME</u>	<u>E-MAIL</u>	<u>LAST NAME</u>	<u>FIRST NAME</u>	<u>PHONE</u>	<u>FAX</u>	<u>ADDRESS</u>	<u>CITY</u>
Mele & Mele & Sons, Inc.	amele@meleinc.com	Mele	Anthony W	412.351.1234		One Mele Place	Braddock
Minco Tool & Mold Inc	minco1@windstream.net	Minman	Rick	814.724.1376	814.724.1371	370 Linden Street	Meadville
Northeastern, LLC	cmactaggart@northeasternllc.com	MacTaggart	Christopher	412.246.9898		22 Wabash St, Ste 102	Pittsburgh
Oaks Group LLC, The	reoaks@oaksgroup.net	Oaks	Rochelle	412.281.2068	412.281.2069	2540 Irwin Ave	Pittsburgh
Onix II, Inc.	barendsen@onixinc.com	Arensen	Brenda	412.269.1604		111 Parsonage Lane	Marienville
Powerhouse Design Inc.	mcherock@pdiae.com	Cherock	Michael	412.287.7333	412.287.7334	101 W Station Sq Dr Ste 401	Pittsburgh
R S Vincent Construction	rsvincent@verizon.net	Vincent	Robin	814.463.7617	814.437.2713	169 Hermit Road	Tionesta
RRC Consulting Group, Inc.	karl.kalani@rrcconsulting.com	Kaluhiokalani	Karl	800.509.3035	412.367.1079	100 W. Station Square Drive, Suite 1910	Pittsburgh
Shaka, Inc.	kono@shakainc.com	Morosky	J.C. Kono	724.523.5040	724.523.5060	504 South Fourth Street	Jeannette
Superior Tooling Technologies, Inc.	superiortool_richguisto@windstream.net	Guisto	Richard P	814.486.9498	814.486.9430	12027 Rte 120	Emporium
Valhalla Construction, Inc.	valhallainc@comcast.net	Stager	Valerie	814.772.9856	814.772.9857	8134 Laurel Mill Rd	Ridgway
Veterans Express	mike@vetexp.com	Meyokovich	Michael	724.439.8615	724.439.7606	207 4th Easy St	Uniontown

SBA/Pittsburgh's HUBZone Representatives:

Judith Kirby

Phone: 412-395-6560 Ext. 123

E-mail: judith.kirby@sba.gov

Marisa Fentzel

Phone: 412-395-6560 Ext. 109

E-mail: marisa.fentzel@sba.gov

Women-Owned Small Businesses

August 19, 2013: Updates to the WOSB and EDWOSB eligible NAICS Code listings are now available. Buying agencies should only award contracts in these eligible industries. As a reminder, only companies that represent themselves as EDWOSBs are eligible to receive the award of contracts in EDWOSB industries, but both EDWOSBs and WOSBs are eligible to receive the award of contracts in WOSB industries.

May 7, 2013: Changes to the federal contracting program for women-owned small business (WOSB) concerns and economically disadvantaged women-owned small business (EDWOSB) concerns will go into effect on May 7, 2013. The enactment of the National Defense Authorization Act (NDAA) for 2013 removed the caps on the contract award size for which WOSB and EDWOSB concerns have been able to compete.

On October 7, 2010, the U.S. Small Business Administration published a final rule **effective February 4, 2011**, aimed at expanding federal contracting opportunities for women-owned small businesses (WOSBs). The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to **set aside certain federal contracts** for eligible:

- Women-owned small businesses (WOSBs) or
- Economically disadvantaged women-owned small businesses (EDWOSBs)

Eligibility Requirements

To be eligible, a firm must be at least 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The firm must be "small" in its primary industry in accordance with SBA's size standards for that industry. In order for a WOSB to be deemed "economically disadvantaged," its owners must demonstrate economic disadvantage in accordance with the requirements set forth in the final rule.

WOSB Program Third Party Certification – Updated

The SBA has approved four organizations to act as Third Party Certifiers under the WOSB Program. The four organizations and contact information are:

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
- US Women's Chamber of Commerce
- Women's Business Enterprise National Council (WBENC)

Women Owned Small Businesses may elect to use the services of a Third Party Certifier to demonstrate eligibility for the program, or they may self-certify using the process outlined here on this website. SBA will only accept third party certification from these entities, and firms are still subject to the same eligibility requirements to participate in the program.

Please note, at the request of WBENC, SBA has approved WBENC only for the certification of WOSBs and not for the certification of Economically Disadvantaged WOSBs.

4 Steps to participate in the WOSB program:

1. Read the WOSB Federal Contract program regulations in the Federal Register and the WOSB Compliance Guide.
2. Register and represent your status in the System for Award Management (SAM) as WOSB or EDWOSB.**
3. Log onto SBA's General Login System (GLS). **Obtain an account now if you don't already have one*
4. Go to the WOSB program repository (through GLS) and upload / categorize all required documents.

Visit: www.sba.gov/wosb

SBA/Pittsburgh's WOSB Representative:

Karan Waigand

Phone: 412-395-6560 Ext. 127

E-mail: karan.waigand@sba.gov

Service-Disabled Veteran-Owned Businesses

The **Veterans Entrepreneurship and Small Business Development Act of 1999** (Public Law 106-50) established an annual government-wide goal of not less than 3% of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans.

On December 16, 2003, the **Veterans Benefits Act of 2003** (Public Law 108-183) was passed by Congress. Section 308 of the Act (Public Law 108-183) established a procurement program for Service-Disabled Veteran-Owned Small Business Concerns (SDVOSBC). This procurement program provides that federal contracting officers may restrict competition to SDVOSBCs and award a sole source or set-aside contract where certain criteria are met.

The Small Business Administration has issued an interim final rule, establishing a **Service-Disabled Veteran-Owned Small Business Concern Program**. This program establishes the criteria to be used in federal contracting to determine service-disabled veteran status; business ownership and control requirements; guidelines for establishing sole source and set-aside procurement opportunities; and protest and appeal procedures for SDVOSBC procurements.

Purpose of the SDVOSBC Program

The purpose of the Service-Disabled Veteran-Owned Small Business Concern Procurement Program is to provide procuring agencies with the authority to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns, as well as the authority to make sole source awards to service-disabled veteran-owned small business concerns if certain conditions are met. (See Code of Federal Regulations (CFR) 13 C.F.R. § 125.8-125.10).

Eligibility

In order to be eligible for the SDVOSBC, you and your business must meet the following criteria:

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDVOSBC must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- The SDV must unconditionally own 51% of the SDVOSBC
- The SDVO must control the management and daily operations of the SDVOSBC
- The SDV must hold the highest officer position in the SDVOSBC

SDVO Business Control

To be an eligible SDVOSBC the following must be met:

- The management and daily business operations of the concern must be controlled by one or more service-disabled veterans.
 - Control by one or more service-disabled veterans means that both the long-term decision making and the day-to-day management and administration of the business operations must be conducted by one or more service-disabled veterans
 - The management and daily business operations of which are controlled by one or more service-disabled veterans or, in the case of a service-disabled veterans or, in the case of a service-disabled veteran with permanent and severe disability, the spouse of permanent caregiver of such veteran
- Service-disabled veteran means a veteran with a disability that is service-connected.
- Ownership must be direct. Ownership by one or more service disabled veterans must be direct ownership.
 - A concern owned principally by another business entity that is in turn owned and controlled by one or more service-disabled veterans does not meet this requirement.

VISIT: www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc

VISIT: www.sba.gov/vets

SBA/Pittsburgh's Veteran Representative:

Ron Collett

Phone: 412-395-6560 Ext. 107

E-mail: Ronald.collett@sba.gov

For more information regarding Doing Business
With The Commonwealth, please contact:

Department of General Services
Bureau of Procurement
555 Walnut Street, 6th Floor
Harrisburg, PA 17101

Phone: (717) 787-4101

Fax: (717) 783-6241

E-Mail: mstarr@state.pa.us

www.dgs.state.pa.us/procurement

Mike Starr, Manager
Phone: (717) 787-4101

Margaret J. Lorigan, Program Manager
Phone: (717) 346-4298

Scott Cross, Director
Programs & Systems Division

Jeff Mandel
Chief Procurement Officer

Anne E. Rung
Deputy Secretary for
Administration and Procurement

James P. Creedon
Secretary

Edward G. Rendell
Governor

SMART BUYING

PROCUREMENT GUIDE

DOING BUSINESS WITH THE COMMONWEALTH



The Commonwealth of Pennsylvania
Department of General Services
Bureau of Procurement

www.dgs.state.pa.us/procurement



Are you thinking about doing business with the Commonwealth of PA? If so, this booklet will help get you started.

The Department of General Services (DGS), through its Bureau of Procurement, buys a wide range of commodities and services on behalf of Pennsylvania state agencies. When you consider the many offices, prisons, hospitals, parks, and the needs of various state government facilities that must continue to provide a host of services to its customers, there are many opportunities for partnering with the state.

DGS procures professional services such as auditing, language translation, health, and safety. We also purchase supplies and consumables, raw materials, equipment, and vehicles. Consequently, there are many areas where you could fill a need and do business with the Commonwealth.

Please take the opportunity to review this booklet. If you have additional questions, please feel free to contact the individuals listed on the back page. We look forward to working with you.

Sincerely,

James P. Creedon
Secretary, Department of General Services

Procurement Regulations

Procurement Handbook:

www.dgs.state.pa.us/procurement

(Click on "Procurement Handbook" sidebar link)

Procurement Code:

www.dgs.state.pa.us/procurement

(Click on "Procurement Handbook" sidebar link, then "Procurement Code" link)

Get Started at...



The **Pennsylvania E-Marketplace Portal** is your one-stop shop for Bidding, Awards and other contract information. Even before your company has registered with us, you can browse the site to see if your company is ready to do business with the Commonwealth.

Key features of E-Marketplace include:

- **Solicitations** – Search and view current solicitations.
- **Solicitation Tabulations** – An overview of the suppliers and pricing for previous solicitations. These tabulations are for information only and do not constitute an official award.
- **Awards** – A list of all recent awards in response to Solicitations.
- **Search Contracts** – Search the Commonwealth database for state contracts awarded by DGS and other agency-selected contracts.
- **Sole Source Procurements** – Includes all agency requests for sole source purchases of supplies and services which require DGS approval.

To access the Pennsylvania E-Marketplace Portal, visit:

www.emarketplace.state.pa.us

Registering with the PA Department of State – Under Pennsylvania law, every proceeding for the organization of corporations, both for-profit and nonprofit, and every ancillary transaction relating to such corporations is required to be filed with the Department of State Corporation Bureau. Other businesses registering with the Bureau include: professional corporations, municipal authorities, and limited partnerships, foreign corporations qualifying to do business in the Commonwealth and individuals and corporations conducting business under an assumed or fictitious name.

Online forms for registering with the DOS can be found at:

www.dos.state.pa.us/corps (Click on "Forms" sidebar link)

Register and Bid at...



If your company has never been a supplier with the Commonwealth, we encourage you to register your business at the **PA Supplier Portal**. This allows you to search and respond to Commonwealth bidding opportunities, and to manage your important account information. If your company already has a six-digit supplier number issued by the Commonwealth, you may already be registered with us.

To register, visit the PA Supplier Portal website at:
www.pasupplierportal.state.pa.us

For assistance, call the Help Desk at (717) 346-2676 or (877) 435-7363.

Bidding Opportunities

All bidding opportunities (with an estimated cost in excess of \$10,000.00) for Supplies and Services for Commonwealth Agencies are published online at **www.emarketplace.state.pa.us**. Other bidding opportunities may be discovered by contacting the agency's procurement office.

Types of Solicitations

- **IFB** (Invitation for Bids): Competitive sealed bidding used for a clearly defined product or service awarded to the lowest responsive and responsible bidder.
- **RFP** (Request for Proposals): Competitive sealed proposals are used when an agency is seeking a solution. Award is based on points established for cost, technical and disadvantaged business.

Types of Solicitations (continued)

- **ITQ** (Invitation to Qualify): A prequalification process for multiple-award contracts. Award to individual contractors can be done on a low cost or best value basis.
- **RFQ** (Request for Quote): Used when an agency is seeking a price from suppliers on a contract established through the ITQ process (exception: IT ITQ).
- **RFQ IT ITQ** (Information Technology Invitation to Qualify): Used for a price quote from suppliers on the IT ITQ contract when the procurement is less than \$5 million.

Summary of Commonwealth Contracting Process



The next page provides information relative to the methods of procurement that are to be utilized, by dollar value. It also details the procurement responsibilities for the various agency types within the Commonwealth of Pennsylvania.

Construction Contracts – The Bureau of Professional Selections and Administrative Services administers the selection of architects and engineers, advertises projects for bid, obtains construction bids, executes construction contracts, and manages budgets for construction projects. For more information regarding the **Bureau of Design and Construction**, e-mail **gs-construction@state.pa.us** or call (717) 787-7095.

- Department of General Services**
- Doing Business with the Commonwealth**
- Procurement**
- Bureau of Small Business Opportunities**
- PA Supplier Portal Black Out Period
- Contact Us
- Small Business Construction Program Changes
- Verification Process
- Procurement Small Diverse Business Program
- Construction Small Diverse Business Program
- Searching for Small Diverse Businesses
- Events & Workshops Calendar
- Supplies and Surplus Operations
- Real Estate
- Contract Compliance
- Risk and Insurance
- Construction and Public Works
- Property and Asset Management / Executive Office
- Publications and Media Services
- Press Office
- Report Unsafe Driving, Improper Use, of a State Vehicle
- Search Debarred and Suspended Contractors
- Small Business Procurement Initiative
- Vehicle Management
- Log In
-
-

Home > Doing Business with the Commonwealth > Bureau of Small Business Opportunities



BUREAU OF SMALL BUSINESS OPPORTUNITIES

BSBO

The Department of General Services is pleased to announce that The Bureau of Minority and Woman Business Opportunities has been renamed to **The Bureau of Small Business Opportunities**

The Bureau of Small Business Opportunities (BSBO) is a Bureau within the Department of General Services with the responsibility to assist small businesses and small diverse businesses, including minority business enterprises, women business enterprises, veteran business enterprises, and service-disabled veteran business enterprises, in competing for Commonwealth contracting opportunities.

As of August 31, 2012, BSBO will no longer accept applications for certification as a Small Diverse Business. After August 31, 2012 and in lieu of issuing DGS certifications, the bureau, through the new Verification Program, will instead verify certifications from third party entities including: The Unified Certification Program (UCP); The National Minority Supplier Development Council (NMSDC); The Women's Business Enterprise National Council (WBENC); The United States Small Business Administration (SBA) 8(A) Business Development Program; and the Vetbiz VIP Verification Program (Vetbiz.gov).

The first step in verifying your company as a Small Diverse Business is to self-certify as a small business through the Small Business Procurement Initiative (SBPI). For complete details on how to participate in the two programs select the appropriate link below.

[Small Business Procurement Initiative \(SBPI\)](#)



How Do I?

[Important Program Changes, Construction \(9/4/2013\)](#)

[Learn about the PA Small Business Procurement Initiative?](#)

[Self-certify as a small business?](#)

[Link to the small business application on the PA Supplier Portal? \(Important Information on Black Out Period 10/18/2013 - 10/29/2013\)](#)

[Locate Small Businesses?](#)

[Find the instructions for the Tier 1 Construction ITQ and Small Business Design ITQ?](#)

[Verification Program](#)



How Do I?

[Important Program Changes \(7/15/2013\)](#)

[Become verified as a Small Diverse Business?](#)

[Locate small diverse businesses?](#)

[Locate small diverse construction & design businesses?](#)

TOM CORBETT
GOVERNOR

Contact BSBO

Phone: (717) 783-3119

Email: gs-bsbo@pa.gov

Important Program Changes

[PA Supplier Portal Blackout Period \(10/3/2013 - 10/29/2013\)](#)

[Third party certification extension affidavit \(7/15/2013\)](#)

[Construction Tiers \(9/4/2013\)](#)

QuickLinks



[FY 2009 - 2011 BMWBO Annual Report](#)



[FY 2011 - 2012 BSBO Annual Report](#)



PA Unified Certification
program

Internal Logon (official use only)
 User ID:
 Password: [Log On](#)

[Home](#) | [Help](#) | [Print](#) | [Contact Us](#)

News & Events

[more news...](#)

Important Links

Office of Small & Disadvantaged Business Utilization
 City of Philadelphia

PennDOT DBE Supportive Services

American Recovery and Reinvestment Act (United States)

Pennsylvania Turnpike Commission Electronic Bid System

[more links...](#)

Welcome

The purpose of the Pennsylvania Unified Certification Program (PA UCP) is to provide "one-stop shopping" for firms seeking certification as a Disadvantaged Business Enterprise (DBE) in accordance with 49 CFR Part 26 and as an Airport Concession Disadvantaged Business Enterprise (ACDBE) in accordance with 49 CFR Part 23. The PA UCP makes all certification decisions on behalf of all agencies and organizations in the Commonwealth with respect to participation in the DBE and ACDBE Programs. In other words, firms certified as a DBE or ACDBE with the PA UCP are eligible to participate on any [Federal Aviation Administration \(FAA\)](#), [Federal Highway Administration \(FHWA\)](#) and the [Federal Transit Administration \(FTA\)](#) funded contract as a Disadvantaged Business Enterprise or Airport Concession Disadvantaged Business Enterprise.

All firms listed on this website are eligible to participate as DBEs or ACDBEs. Dates will no longer be listed for expiration of certifications.

- [Learn more about the program](#)
- [Learn how to become certified](#)
- [Download certification forms](#)



Disadvantaged Business Enterprise (DBE) Directory
SEARCH for Certified DBE's

DBE Firm Name: **NAICS Code:**

1.

(Search against up to 3 NAICS Codes) 2.

Type of Business: 3.

All [view list of codes](#)

Residing County: **Class Type:**

All DBE

Work Desc:

Search [Disclaimer](#)



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FY 13 Top Ten Federal Contracts awarded in Pennsylvania

(As of August 2013)

Top 10 Prime Awards in FY2013

	Contract: Department of Energy	
1.	DENR0000031 Oper of Govt R&d Goco Facilities	\$437,995,269
	Contract: Department of Health and Human Services	
2.	HHSD200201354509C Drugs and Biologicals	\$380,296,115
	Contract: Department of Defense	
3.	N0002408C2103 Nuclear Reactors	\$379,055,128
	Contract: Department of Defense	
4.	N0002497F4011 Nuclear Reactors	\$373,129,354
	Contract: Department of Defense	
5.	N0002413C2121 Nuclear Reactors	\$355,877,746
	Assistance: Department of Education	
6.	H027A120093	\$345,437,306
	Contract: Department of Defense	
7.	N0002413C2121 Nuclear Reactors	\$296,442,784
	Contract: Department of Health and Human Services	
8.	HHSD200201354509C Drugs and Biologicals	\$286,278,506
	Contract: Department of Health and Human Services	
9.	HHSD200201354508C Drugs and Biologicals	\$280,450,984
	Contract: Department of Health and Human Services	
10.	HHSD200201250133C Drugs and Biologicals	\$272,181,861

Source: www.USASpending.gov

FY 13 Top Federal Contractors in Pennsylvania

Contractor Name	Amount	% of Total
BECHTEL GROUP INC.	\$2,581,306,678.81	24.64%
MERCK & CO. INC.	\$1,199,775,108.00	11.45%
AMERISOURCEBERGEN CORPORATION	\$837,955,756.14	8.00%
PFIZER INC.	\$723,333,896.51	6.90%
LOCKHEED MARTIN CORPORATION	\$404,436,739.19	3.86%
ENERGY, UNITED STATES DEPT OF	\$373,129,354.00	3.56%
SANOFI	\$286,063,317.47	2.73%
BAE SYSTEMS PLC	\$195,612,097.08	1.87%
BLUE CROSS AND BLUE SHIELD OF FLORIDA INC.	\$180,000,467.00	1.72%
THE BOEING COMPANY	\$160,386,425.27	1.53%
REED ELSEVIER PLC	\$140,562,202.00	1.34%
COMMONWEALTH OF PENNSYLVANIA	\$126,447,879.80	1.21%
HIGHMARK INC.	\$111,257,922.58	1.06%
NAVMAR APPLIED SCIENCES CORPORATION	\$91,287,626.48	0.87%
GRUNLEY CONSTRUCTION CO. INC.	\$87,009,017.00	0.83%
THE PENNSYLVANIA STATE UNIVERSITY	\$77,639,813.20	0.74%
TYSON FOODS INC.	\$70,314,649.72	0.67%
SLM CORPORATION	\$62,313,420.00	0.59%
ASSET MANAGEMENT SPECIALISTS INC.	\$59,882,826.70	0.57%
MCKESSON CORPORATION	\$56,342,282.22	0.54%
GENERAL DYNAMICS CORPORATION	\$51,387,561.89	0.49%
INTERNATIONAL BUSINESS MACHINES CORPORATION	\$49,464,868.88	0.47%
AEA INTERNATIONAL HOLDINGS PTE. LTD.	\$46,696,795.99	0.45%
CONCURRENT TECHNOLOGIES CORPORATION	\$46,348,258.42	0.44%
THE GEO GROUP INC	\$43,649,612.06	0.42%
COBHAM PLC	\$42,067,781.87	0.40%
FIDELITY TECHNOLOGIES CORPORATION	\$41,828,685.48	0.40%
KAMPI COMPONENTS CO. INC.	\$40,517,402.38	0.39%
VSE CORPORATION	\$39,661,930.65	0.38%
UNISYS CORPORATION	\$37,662,445.96	0.36%
KOVATCH MOBILE EQUIPMENT CORP.	\$31,537,926.87	0.30%
TEVA PHARMACEUTICAL INDUSTRIES LTD.	\$30,510,372.75	0.29%
CARNEGIE MELLON UNIVERSITY	\$28,727,186.19	0.27%
WM ROBOTS LLC	\$27,560,302.58	0.26%
PD Systems Inc.	\$25,253,228.00	0.24%
OLYMPUS CORPORATION	\$24,871,586.38	0.24%
BOOZ ALLEN HAMILTON HOLDING CORPORATION	\$23,636,270.94	0.23%
COMPUTER SCIENCES CORPORATION	\$23,322,759.49	0.22%

Source: www.USASpending.gov

**TOP 10 REGIONAL FIRMS WITH PENNSYLVANIA PERMIT TO DRILL IN PITTSBURGH AREA IN
MARCELLUS SHALE**

(Ranked by number of permits)

Firm	Location of Regional Office (County)	Number of Permits Issued	Number of Permits Issued in last 12 months
Chesapeake Appalachia LLC	Washington	1795	519
Range Resources Appalachia LLC	Washington	1123	354
EQT Production Company	Washington	1029	646
Talisman Energy USA INC	Allegheny	984	355
Shell Exploration and Production Co.	Allegheny	877	289
Chevron Corporation	Allegheny	805	176
Anadarko E&P Company LP	Lycoming	627	284
Consol Gas Company	Waynesburg	504	157
EOG Resources Inc.	Washington	426	103
EXCO Resources (PA) LLC	Allegheny	420	147
Total		8590	3030

Source: Pittsburgh Business Times

NOTE: Numbers of permits issued were as of April 9, 2012. Number of Permits issued in the last 12 months covered the time period from April 2011 to April 2012.

TEN LARGEST MARCELLUS SHALE GAS PRODUCERS IN SOUTHWESTERN PENNSYLVANIA

(Ranked by Mcf of natural gas produced January to December 2011)

Firm	Marcellus natural gas production: local	Local counties with active wells	Number of active wells: Local/State
Range Resources Appalachia LLC	96,389,698	Allegheny, Fayette, Greene, Washington	299/338
EQT Production Company	63,397,779	Armstrong, Clarion, Greene, Indiana, Washington	66/68
Chevron Corporation	41,381,327	Fayette, Greene, Indiana, Washington, Westmoreland	274/276
Consol Gas Company	30,119,502	Armstrong, Greene, Washington, Westmoreland	107/108
Energy Corp of America	19,290,676	Greene	54/57
XTO Energy Inc. (ExxonMobil)	15,553,098	Armstrong, Butler, Fayette, Indiana, Westmoreland	43/69
Rex Energy Operating Corporation	8,696,863	Butler, Westmoreland	31/31
WPX Energy Incorporated	8,476,724	Westmoreland	34/46
Rice Energy LLC	4,650,382	Washington	6/6
EXCO Resources (PA) LLC	3,061,212	Armstrong, Indiana	13/60
Total	291,017,261		927/1059

Source: Pittsburgh Business Times

(1) Local includes the following counties: Allegheny, Armstrong, Beaver, Butler, Clarion, Fayette, Greene, Indiana, Lawrence, Washington, and Westmoreland

TEN LARGEST PITTSBURGH AREA ENERGY COMPANIES

(Ranked by number of local employees)

Firm	Local Employment	Total Employment	Nature of Local Operations	Areas of expertise
Westinghouse Electric Company	5,600	14,000	Global headquarters	Nuclear
FirstEnergy Corporation/West Penn Power	2,997	17,000	West Penn Power Operations	Power/Utility
Consol Energy Incorporated	1,907	9,043	Headquarters, Drilling/leasing, mining	Oil/Gas, Coal
Duquesne Light Holdings	1,200	DND	Headquarters	Power/Utility
Elliott Group	1,045	2,400	Headquarters, American and European Operations	Power Generation
EQT Corporation	1,015	1,800	Headquarters, production and gathering	Oil/Gas
People Natural Gas	976	976	Headquarters	Oil/Gas
Chevron Corporation	580	57,000	Appalachian/Michigan Strategic Business Unit	Oil/Gas
Alpha Natural Resources	500	13,500	Five subsidiary coal companies are based in region	Coal
Superior Petroleum Co.	425	425	Headquarters	Oil/Gas
Total	16,245	76,101		

Source: Pittsburgh Business Times

TEN LARGEST PITTSBURGH AREA MANUFACTURING COMPANIES

(Ranked by 2011 revenue)

Firm	2011 revenue	Percent Change	Local/Total Employees	Description of Business
United States Steel Corporation	\$ 19,884,000,000	14.5%	5,300/43,000	Integrated Steel Producer
PPG Industries Incorporated	\$ 14,885,000,000	10.9%	2,000/38,400	Global manufacturer of coatings and specialty products including paints, optical products, glass, fiber glass and chemicals
H.J. Heinz Company	\$11,649,079,000	8.8%	1,200/34,800	Global Food Company
Mylan Incorporated	\$6,129,825,000	12.4%	296/18,000	Generic and specialty pharmaceuticals
Westinghouse Electric Company	\$5,200,000,000	10.6%	5,600/14,000	Supplier of technology, products and services to the global nuclear energy industry
Allegheny Technologies Incorporated	\$5,183,000,000	28%	3,000/11,400	Specialty metals and alloys
Eaton Corporation	\$4,192,000,000	14%	1,286/73,000	Headquarters of Eaton's electrical business in the America's; electrical power distribution, control and automation, power monitoring and energy management
Kennametal Incorporated	\$2,736,246,000	13.8%	800/11,600	Tools, engineered components and related services
TMS International Corporation (Tube City)	\$2,661,000,000	31%	360/4,000	Products and services for steel mills and foundries
NOVA Chemical Corporation	\$2,505,000,000	11.3%	400/2,450	Plastics/chemical company with products used in applications, including food/electronic packaging, industrial materials, appliances and consumer goods
Total Revenue	\$75,025,150,000			

Source: Pittsburgh Business Times

TEN LARGEST PITTSBURGH AREA CONSTRUCTION PROJECTS

(Ranked by total project cost from 2010 to now)

Firm and Location	Total Project Cost	Nature Of Project	Contractors/Consultants Involved in Project
ATI Allegheny Ludlum Rolling Mill (Brackenridge)	\$1,160,000,000	High-tech Hot strip mill	Siemens VAI Technologies (mill equipment). Hatch and Associates, Siemens AG, Baker Concrete Construction Inc., Walbridge RB (CM)
The Tower at PNC Plaza (Downtown Pittsburgh)	\$380,000,000	30+ story office building with underground parking	P.J. Dick (CM), Buro Happold, Paladino & Co.
U.S. Steel Clairton Upgrades (Clairton)	\$250,000,000	Rebuild C battery at Clairton Plant	Graycor Industrial Contractor Inc., Uhde Corp. of America, ENSR Remediation
Turnpike Roadway, Bridge Reconstruction (Mile marker 31.04 to 37.82)	\$113,201,000	Roadway/bridge Rebuild of 6.87 mile stretch of PA turnpike	Joseph B. Fay Co., Management Engineering Corp. (CM)
Penn America System Upgrades (Various areas)	\$101,000,000	Upgrades to Hays Mine, Becks Run, other system facilities	Kokosing Construction (GC), Gannett Fleming, Sci-Tek Environmental
Charleroi Locks and Dam expansion (Monongahela River, Charleroi)	\$96,500,000	Upgrade/expansion of locks	Trumbull/Brayman JV
Turnpike Reconstruction, Bridge work (Milepost 67.59 to 74.59)	\$91,304,000	Roadway and bridge reconstruction	New Enterprise Stone & Line
Mt. Lebanon High School addition/renovation (Mt. Lebanon)	\$87,000,000	Additions/renovation to high school	P.J. Dick (CM), Nello Construction (GC), DeJong-Richter, Cannon Design, McFarland Kistler & Associates, Read Associates, Precision Environmental International, The Fairfield Co.
Freeport Bridge and Ramps (Route 356, Armstrong County)	\$62,900,000	Relocation and replacement of existing bridge	Brayman
Penn Hills Senior High School (Plum)	\$60,000,000	Construction of new high school	Turner Construction (CM), Massaro Corp. (GC), CMX Inc., Abmech, Clista Electric Inc., D&G Mechanical Contracting, Wheels Mechanical Contracting

Source: Pittsburgh Business Times

NOTE: CM equals Construction Managers, GC equals general contractor(s), and JV equals Joint Venture

FY2012 Scorecard Summary By Prime Spend (with Subk and Plan Progress)

FPDS-NG Prime Contracting Data as of Mar. 15, 2013

eSRS Subcontracting Data as of Apr. 15, 2013

Agency	Total Eligible Dollars	Prime Achievement														Sub Goal	Sub Achievement					Plan Progress Score	Scorecard Summary Scores				
		Prime Goal	Prime Achievement								Sub Achievement						FY12 Overall Score	FY09 Grade	FY10 Grade	FY11 Grade	FY12 Grade						
		Small Business (Goal)	Small Business %	Small Business \$	SDB (5% Goal)	WOSB (5% Goal)	SDVOSB (3% Goal)	HUB Zone (3% Goal)	Small Business (Goal)	Small Business %	SDB (5% Goal)	WOSB (5% Goal)	SDVOSB (3% Goal)	HUB Zone (3% Goal)													
Government-Wide Performance	404,180,126,266	23.00%	22.25%	59,923,198,457	6.00%	4.00%	3.03%	2.01%	36.00%	33.60%	5.10%	5.60%	1.60%	1.30%	97.75%	96.82%	B	B	B	B							
Department of Defense	274,991,402,619	22.50%	20.41%	56,118,704,966	7.30%	3.38%	2.33%	2.18%	36.70%	35.50%	4.80%	5.70%	1.90%	1.40%	100.00%	91.66%	B	B	B	B							
Department of Energy	24,565,940,887	10.00%	5.15%	1,264,427,440	2.28%	1.24%	0.38%	0.39%	52.00%	47.50%	10.30%	9.40%	1.50%	2.40%	97.29%	51.92%	A	B	F	F							
Department of Health and Human Services	18,490,559,013	20.50%	22.39%	4,140,878,821	9.16%	6.60%	1.02%	0.73%	33.00%	35.50%	9.30%	8.30%	2.20%	2.20%	97.57%	100.33%	C	A	A	A							
Department of Veterans Affairs	17,520,631,014	34.00%	35.01%	6,133,854,587	7.91%	3.30%	19.24%	1.73%	17.50%	18.00%	1.60%	2.20%	1.30%	0.50%	99.57%	100.81%	A	A	B	A							
Department of Homeland Security	12,864,261,137	32.00%	30.65%	3,942,985,015	12.83%	6.43%	5.34%	3.03%	45.00%	41.00%	7.70%	7.50%	2.30%	3.50%	99.14%	108.65%	A	A	A	A							
National Aeronautics and Space Administration	13,654,154,191	15.20%	19.00%	2,594,069,219	7.65%	2.94%	1.02%	0.68%	36.00%	41.90%	13.40%	10.70%	2.70%	3.10%	100.00%	103.16%	C	C	B	A							
Department of Justice	5,898,335,204	29.00%	29.82%	1,758,961,928	8.63%	6.59%	2.62%	1.01%	44.00%	39.70%	6.30%	7.40%	1.20%	1.10%	95.29%	100.03%	D	B	C	A							
Department of Agriculture	5,365,857,613	53.50%	52.83%	2,853,044,628	12.46%	7.50%	2.92%	4.39%	21.50%	16.20%	1.30%	1.20%	0.10%	0.30%	97.57%	105.80%	A	A	A	A							
Department of State	3,168,576,712	35.00%	39.03%	1,236,832,241	19.92%	9.65%	4.05%	2.49%	55.00%	46.00%	3.30%	7.90%	2.20%	3.60%	99.57%	114.04%	B	A	A	A							
General Services Administration	3,280,299,453	30.00%	39.98%	1,311,594,290	19.16%	9.06%	3.17%	3.81%	25.00%	26.00%	4.40%	3.90%	1.20%	0.70%	99.57%	125.07%	C	A	A+	A+							
Department of Commerce	3,266,301,029	39.00%	36.89%	1,204,849,919	14.68%	9.27%	3.43%	0.73%	30.00%	46.70%	9.50%	10.30%	5.00%	3.70%	95.71%	104.79%	C	A	A	A							
Department of the Interior	2,773,613,155	51.50%	55.76%	1,546,616,600	21.92%	12.16%	3.33%	7.90%	44.50%	54.00%	8.60%	10.60%	2.80%	3.00%	98.00%	118.86%	A	A	A	A							
Department of the Treasury	2,320,096,496	32.00%	38.55%	894,403,945	14.74%	13.23%	4.15%	4.65%	52.00%	35.60%	9.90%	11.30%	2.60%	1.70%	96.00%	123.03%	B	A	A+	A+							
Environmental Protection Agency	1,707,404,809	42.00%	44.02%	751,625,404	15.70%	6.02%	6.68%	2.53%	55.00%	59.50%	15.90%	14.30%	6.20%	4.30%	99.57%	113.07%	A	A	A	A							
Department of Labor	2,005,527,302	33.50%	34.96%	701,188,868	17.89%	6.62%	3.93%	0.69%	55.00%	57.30%	9.70%	15.90%	2.00%	4.00%	98.29%	106.09%	A	A	A	A							
Department of Education	2,051,328,059	18.50%	19.83%	406,841,727	5.19%	5.76%	0.82%	0.29%	43.50%	29.80%	7.30%	7.90%	0.30%	0.50%	97.71%	89.04%	A	C	B	C							
Department of Transportation	1,557,578,989	38.00%	44.09%	686,737,174	17.98%	8.77%	3.15%	7.04%	50.00%	45.10%	10.70%	8.00%	3.60%	0.90%	98.00%	119.81%	A	A	A	A							
Department of Housing and Urban Development	1,496,914,653	37.00%	40.34%	603,838,787	27.96%	14.65%	6.01%	0.83%	55.00%	55.30%	10.60%	10.60%	4.30%	3.10%	97.14%	111.76%	B	D	C	A							
Office of Personnel Management	1,161,921,394	19.50%	20.25%	235,342,129	5.02%	7.48%	0.84%	0.46%	55.00%	69.80%	10.20%	13.10%	20.50%	0.80%	94.57%	95.15%	F	D	C	B							
Agency for International Development	1,579,536,242	11.00%	11.99%	189,459,821	7.13%	4.36%	1.37%	0.70%	26.50%	20.10%	1.40%	5.60%	0.30%	0.10%	98.57%	92.16%	F	C	A	B							
Social Security Administration	1,511,689,665	32.00%	30.76%	484,995,493	9.12%	10.80%	1.45%	2.01%	50.00%	56.50%	24.10%	8.70%	2.20%	0.60%	95.86%	99.67%	B	A	A	B							
National Science Foundation	288,932,808	20.00%	15.38%	44,426,514	6.13%	5.00%	2.30%	0.69%	19.00%	27.90%	9.20%	9.00%	1.30%	0.10%	94.29%	84.41%	F	C	B	C							
Nuclear Regulatory Commission	228,805,720	29.00%	32.98%	75,462,872	16.39%	7.07%	3.76%	4.01%	55.00%	45.50%	3.40%	6.10%	1.20%	2.30%	98.00%	116.45%	B	B	A	A							
Small Business Administration	133,157,070	67.00%	70.92%	94,435,704	44.93%	13.46%	6.45%	5.21%	25.00%	6.40%	0.00%	0.40%	0.00%	0.00%	98.71%	110.30%	A	B	A	A							

Prime and Subcontracting Grading Scale:

A+ <= 150% but >= 120%
A < 120% but >= 100%
B < 100% but >= 90%
C < 90% but >= 80%
D < 80% but >= 70%
F < 70%

Plan Progress Success Factor Grading Scale:

Factor Subtotal Score / 7

Count of

A+ =	2
A =	15
B =	4
C =	2
D =	0
F =	1
Total	24