

## Client Spotlight: Aharonian & Associates, Inc. Architects



Aharonian & Associates, Inc. Architects is a Rhode Island based multi-disciplinary firm that provides a comprehensive range of services in architecture, planning and interior design. John Aharonian established the firm in 1989, and has been its principal since its inception. John and Michelle, his daughter, have routinely attended PTAC workshops and outreach events since becoming clients in 2004.

Last fall while attending a workshop with RI Division of State Purchases and RI PTAC, Michelle recognized that the State had added a new contract solicitation vehicle called “Continuous Recruitment” to the A/E Master Price agreement. “Continuous recruitment” allows vendors at certain dates during the active performance period of the MPA, to submit a proposal response for review. A vendor must use continuously posted evaluation criteria for a particular MPA, and if qualified, be added to the list of approved vendors.

Michelle did just that, was added to the list of approved vendors and took off winning contracts throughout the state municipal school systems. She indicated that, *“The contracts varied in value but it is meaningful that we are able to develop lasting relationships in a market that we serve, that will continue after the project is done”*.

Aharonian & Associates based in Smithfield, RI, effectively serves the New England region and consistently supports projects up and down the Eastern Seaboard. The company’s sweet spots are in the areas of the design of retail stores, medical laboratories, offices, housing and schools, as well as industrial, religious, and residential structures. To learn more visit their web site at [www.arch-eng.com/](http://www.arch-eng.com/)

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## RI PTAC Staff Connects with NASA Small Business Representatives

NASA staff from Stennis Space Center, Goddard Space Flight Center, NASA HQ, Kennedy Space Center and the NASA Jet Propulsion Lab were recently in New England looking for small business contractors. Representative from Boeing, Sikorsky/Lockheed Martin, UTC Aerospace, Raytheon IDS and Draper Lab were also in attendance at the outreach event and met with small business owners interested in becoming part of the NASA supply chain. PTAC staff was provided with a list of existing NASA contract holders specific to each NASA location with information about each contract.

NASA utilizes contractors for administrative services, facilities maintenance, engineering services, accounting/financial/business services, protective services, office supplies, and IT. If you are interested in learning more, want to become a direct supplier or become a subcontractor, [contact your PTAC counselor](#) for info.

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## DoD Procurement Instrument Identification (PIID) Change

In order to standardize procurement transactions across the federal government, the Federal Acquisition Regulation (FAR) Subpart 4.16, Unique Procurement Instrument Identifiers (PIID) has been amended to implement a uniform award identification system referred to as the Procurement Instrument Identification (PIID).

For DLA the new structure will continue to require use of Activity Address Codes (AACs) as the unique identifier for contracting offices, the current fiscal year, instrument type and a four-character serial number. Existing contract, purchase order, delivery order numbers will not change. **Beginning October 1, 2016 manual purchase order numbers will change from “m” to “p” in the 9th position. Automated purchase orders will continue to use a “V” in the 9th position.** Read more about the changes beginning October 2017 at <http://riptac.org/dod-procurement-instrument-identification-piid-change/> Contact your counselor with any questions or concerns!

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## PTAC Workshops

**GSA Schedules for Beginners** - Join us on **Thursday, October 13th** to learn about GSA Schedules! Learn the pros and cons of the GSA Schedule contract process and determine if it is right for your company. Sign up at :<http://riptac.ecenterdirect.com/events?reset=1>.

**Rhode Island Division of Purchases -Friday, November 4th** - In partnership with the *Rhode Island Division of Purchases*, RI PTAC will host a session to provide information on state purchasing activities. Sign up now! <http://riptac.ecenterdirect.com/events?reset=1>.

**Thursday, December 8th**—Save the Date!—Rhode Island National Guard Vendor Outreach—Details will be available soon.

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## Upcoming Partner Workshops/ Industry Days

- ◆ The ***Society of American Military Engineers (S.A.M.E.) Boston Post***, Small Business Committee is hosting a special event on Tuesday, October 11, 2016, at the Westin-Waltham Hotel, Waltham,MA. Sessions include "How to Write a Winning Government Proposal" and "Lessons Learned from Proposal Submissions". Sign up at <http://www.same.org/Get-Connected/Find-a-Post/Boston/Events/ModuleID/5845/ItemID/586/mctl/EventDetails>
- ◆ The *Chafee Center for International Business at Bryant University* will host ***The International Professional Series*** for both Novice and Experienced Exporters throughout October and November. The *IPS* provides participants with the expertise and hands-on information to help them succeed in the global marketplace. Visit the [website](#) for more information.
- ◆ The ***Naval Undersea Warfare Division Newport*** will host its 4<sup>th</sup> annual "**Small Business Product Vendor Industry Day**" on October 26, 2016 from 0800 to 1600 (EST) to provide a venue, with booth space, for small businesses to demonstrate their products to NUWCDIVNPT Technical Codes, Large prime contractors, and other small businesses. For more information see the [announcement on their website](#).
- ◆ ***The Armed Forces Communications and Electronics Association (AFCEA)*** Southern New England (SNE) Chapter & The *Southeastern New England Defense Industry Alliance (SENEDIA)* announces “**Electronic and Network Warfare Insight from the RI Air National Guard and The Naval Undersea Warfare Center**” October 18, 2016 (2pm to 4:30pm). Guest speakers include Lt. Col. Christopher Allen (RIANG) “Mission and Overview of the RIANG 102 Network Warfare Squad-

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