



U.S. Congressman

**Nick Rahall**

*WORKING FOR WEST VIRGINIANS*

FOR IMMEDIATE RELEASE  
September 23, 1994

CONTACT: SHAWN BECKETT  
Phone: (202) 225-3452

***RAHALL ANNOUNCES \$254,675 FOR REGIONAL CONTRACTING AGENCY***

BECKLEY, W.Va. -- U.S. Rep. Nick Rahall (D-W.Va.) announced today that West Virginia's Regional Contracting Assistance Center (RCAC) received a FY 95 Department of Defense Procurement Technical Assistance Cooperative Agreement Award of \$254,675.

This grant will help the RCAC centers in Beckley and Huntington continue assisting local businesses in selling goods and services to the federal government. Rahall, who was instrumental in getting satellite offices of the RCAC in Huntington and Beckley, said, "Through technical advice and on-line services, RCAC links West Virginia businesses with new economic opportunities."

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**FACSIMILE NOTICE OF AWARD**

**FROM:** Office of Small and Disadvantaged Business  
Utilization, Defense Logistics Agency,  
Cameron Station, Alexandria, VA 22304-6100.

**SUBJECT:** Notice of Award Under Solicitation for Cooperative  
Agreement Proposals (SCAP) 94-1. Cost Sharing  
Cooperative Agreement with the Regional Contracting  
Assistance Center, Inc., 1116 Smith Street, Suite  
202, Charleston, West Virginia 25301.

1. No attempt by the applicant to modify or amend any definition or any of the terms and conditions contained in the SCAP will change the award terms or any way be binding upon the Government.
2. Your formal proposal dated 26 April 1994 is hereby incorporated.
3. This is cost sharing cooperative agreement SP4800-94-2-0119. Hard copy document with all terms and conditions will follow.
4. For non-distressed area funding, the annual net program cost (NPC) is \$509,351 and the recipient agrees to fund 50.0 percent of NPC or \$254,676. The Government will share in this amount by funding 50.0 percent of NPC for a dollar amount not to exceed \$254,675.
5. For reimbursement purposes, the recipient agrees to fund 50.0 percent of the reimbursable cost or \$254,676. The Government will fund 50.0 percent of the reimbursable cost determined to be allowable for a dollar amount not to exceed \$254,675. The recipient and Government's percent of the reimbursable share is 50.0/50.0 %.
6. By accepting this award the applicant certifies that all funds required for the applicant's matching share, as set forth in its proposal, are available and commitment letters from third party sources are on file for cash and in-kind contributions. Failure of the applicant and/or recipient to provide, on request, documentation demonstrating the availability of its share of matching funds will be cause for termination of this agreement.
7. Effective date of this award is 23 September 1994.
8. The Administrative Contracting Officer, DCMAO Pittsburgh, has the responsibility for administration of this agreement. The mailing address for all correspondence is:





## ***A GUIDE TO RCAC SERVICES***

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The Regional Contracting Assistance Center (RCAC) is a private non-profit corporation organized in 1987 by U.S. Representative Bob Wise. The corporation was founded to create information and assistance programs that help West Virginia businesses understand, adapt to, and excel in the evolving business environment.

### **◆ OUR MISSION ◆**

RCAC is dedicated to providing businesses with the direct marketing and technical assistance necessary to empower them to more fully participate in markets represented by the acquisition processes of the Department of Defense, other federal agencies, state and local governments and private corporations.

### **◆ OUR AIM ◆**

Our aim is to create and retain jobs in West Virginia by assisting existing businesses, our state's greatest natural asset, capture a greater share of emerging global and local business opportunities.

### **◆ OUR PROGRAMS ◆**

RCAC offers a variety of free services and programs that assist local businesses to retain and create markets for the products and services they produce.

#### **THE WEST VIRGINIA BID NETWORK**

The West Virginia Bid Network is our state's most comprehensive source of contract information. Through this service, RCAC "links" local businesses, based on their product and/or service capabilities, to opportunities represented by international, national, regional, and local purchasing requirements. Each day, RCAC computers electronically "match" individual businesses to specific contract leads compiled from "bulletin boards" located throughout the world. These "market matches" are instantaneously transmitted to West Virginians on an electronic highway created by RCAC and the Farmers Home Administration.

The Bid Network notification process operates without regard to the physical location of businesses and is provided free of charge to all West Virginia firms choosing to participate in RCAC programs.

#### **THE WEST VIRGINIA INFORMATION CONNECTION**

This business resource is a modem accessible series of five interactive databases. The Information Connection is available to anyone, worldwide, 24 hours a day, seven days a week, through standard telephone lines and modem communication software.

While on-line with the system businesses can utilize a searchable electronic "yellow pages" of West Virginia businesses to locate sources of supply or in-state marketing leads. The Information Connection also offers an up-to-date bid board that displays contracts available through local government and private sector purchasing organizations, a directory of West Virginia industrial plants, sites and office buildings, a demographic file providing information on West Virginia cities and counties, and a directory of resources available through government agencies and not-for-profit organizations.



## **THE WEST VIRGINIA ELECTRONIC MAIL SYSTEM**

The Electronic Mail System is the state's first business-to-business information distribution network designed to allow West Virginians to send and receive electronic mail, distribute and collect marketing leads, and directly access the Information Connection. Through this program West Virginians may also borrow computer modems which will allow them to electronically connect to information resources such as InterNet, Genie, Prodigy, CompuServe and other on-line services.

### **"QUALITY FROM THE OUTSET"**

"Quality from the Outset" is a direct "in-plant" technical assistance program aimed at helping West Virginia businesses improve their quality, productivity, and competitiveness. RCAC staff work directly with company personnel to introduce and implement work process analysis, statistical process control, self directed work teams, and other leading-edge quality management concepts. This unique consulting service is available to West Virginia businesses at no charge.

### **ADDITIONAL RCAC SERVICES:**

- ◆ Bid assistance to include bid/proposal interpretation, preparation and submission for federal, state and local contracts.
- ◆ Assistance with successfully completing government contracts and/or mediating contract disputes with government agencies.
- ◆ Market location assistance through the West Virginia Bid Network including development of strategic marketing plans for government agencies.
- ◆ Access to a computer assisted library of federal, military and industry adopted standards and specifications; technical assistance to understand and comply with specifications and standards.

### **RCAC KEY CONTACTS**

RCAC is comprised of a staff of ten, geographically located in offices in Charleston, Martinsburg, Beckley, and in Huntington, at the Marshall University Research and Economic Development Center. For more information or to obtain an enrollment form to participate in RCAC's programs, contact any of the following RCAC Technical Assistance Centers:

#### **RCAC Beckley**

306 Kanawha Street, Rear ◆ Beckley, WV 25802 ◆ (304) 253-9060

#### **RCAC Charleston**

1116 Smith Street, Suite 202 ◆ Charleston, WV 25301 ◆ (304) 344-2546

#### **RCAC Martinsburg**

110 Burke Street ◆ Martinsburg, WV 25401 ◆ (304) 264-8935

#### **Marshall University Procurement Center**

1050 Fourth Avenue ◆ Huntington, WV 25755 ◆ (304) 696-6787

#### **For Assistance Obtaining Military Standards and Specifications**

Ms. Jessica Hudson ◆ (304) 344-2546

RCAC is funded as a joint effort of the Department of Defense, the Farmers Home Administration, the State of West Virginia (West Virginia Development Office), U.S. Representative Bob Wise, and various private sector corporations and foundations.

DCMAO Pittsburgh  
1612 Federal Building  
1000 Liberty Ave.  
Pittsburgh, PA 15222-4190

9. Funds in the amount of \$254,675 against Appropriation Number 9740100.5149.029 P885 41.00 S33181 are hereby obligated.

*Peg A. Meehan*  
PEG A. MEEHAN 23 September 1994  
Grants Officer