

Changes in 2016: A Letter From ReliAscent CEO, Mike Anderson

Happy New Year everyone! It seems like the calendar just changed but I know we have already gone through a quarter of 2016. How time flies when you are having fun! All kidding aside, I wanted to take a moment and let everyone know what is happening at ReliAscent and why we view 2016 as an exciting time. There have been some changes that many of you have noticed already and we are planning on some other beneficial and challenging changes going forward.

I'm sure by now everyone knows that we have consolidated our offices into one location at 9035 Wadsworth Parkway in Westminster Colorado. We are now settled into this office and operating efficiently out of one location. This has been a very positive change for us. For any of you that are in Colorado, or just visiting, we welcome you to stop by and see us any time, just give me a call prior to your visit.

I wanted to take a little time here to talk about our plans for the upcoming year. We are very excited to continue to support the Colorado PTAC organization. As many of you may know, the PTAC (Procurement Technical Assistance Center) is a non-profit organization sponsored by the Department of Defense, the State Government as well as private donations. The purpose of the organization is to help inform contractors and to help foster growth of Federal Government Contracting in the State. In the past year we have volunteered

and conducted quite a few training sessions for the PTAC related to the theory behind Indirect Billing Rates for Federal Contracts. In addition, we have participated in several panel discussions on the role of the Defense Contract Audit Agency to a small business contracting with the Federal Government. All of these are open to the public. We anticipate to have a similar number of these seminars and panel discussions in the upcoming year. We believe the PTAC offers many benefits to Federal contractors, especially small business contractors, and we support this organization wholeheartedly.

ReliAscent is also partnering with the Dawnbreaker organization in several key programs for small business. One such program is the program sponsored by the Department of Energy to help potential bidders for a Phase I SBIR award from the DOE to learn more about the commercialization and accounting needs for such an award. ReliAscent has put together several training sessions on billing rate build-up and pricing build-up for such awards to compliment Dawnbreaker's knowledge of the commercialization aspect of the SBIR program. ReliAscent also conducts several webinars in partner with Dawnbreaker each year. One webinar (that is done twice annually at the time of the NSF SBIR solicitation) is relative to the financial and accounting requirements that the NSF expects from each participant in the SBIR program. The goal is to help small business

understand and prepare better in order to increase the success rate of the NSF SBIR program. Again, Dawnbreaker helps these participants with the commercialization aspects. Another major thrust for ReliAscent in 2016 is to help our cli-

ents grow. We want our clients to view us in a partnership role and let us help with the growth of the firm. As I explain to many new prospects, we know government contracts and government accounting, we have close to 200 years of collective experience in these areas. ReliAscent also has experience with the growth of small business, many of us having held senior management positions in dynamic and growing small businesses in the past. While small business owners usually have expertise in their technical areas, many try to also do their own accounting and contract management. This is a distraction to the business owner as they must constantly chase down regulations that may be difficult (although readily found as public knowledge) to track down accurately. As a result, ReliAscent has a lot to offer our partners. ReliAscent can not only offer the compliant accounting but can also offer CFO type advice to help the business grow. Since most small businesses can't afford to hire a full time CFO, the outsourced CFO (or "by the drink" so to speak) makes a lot of sense for our partners. We encourage not only our new prospects, but also existing clients, to reach out and ask your ReliAscent partner how we can help in areas that we may not be helping you today. The result could be very beneficial for your business and it's growth.

Finally, I want to assure all of our clients that our expertise in government accounting and government contracting has never been stronger. I am committed to making this knowledge base grow for our clients (partners). We have recently seen some turnover in our staff. These people were wonderful friends and knowledgeable in our industry and we will miss them. I do feel that we have hired equally qualified replacements and we are excited to see our expertise grow in the future. Like a local commercial says: "If you like our service, tell a friend. If you don't, tell me and I'll fix it". I always welcome your input.



ReliAscent's 2016 Webinar Series and White Paper Publication Updates...

Important SBIR/STTR & Other Dates:

WEBINARS

ReliAscent's 2016 "mini-webinar" series is off to a great start, and we'd like to thank the dozens of contractors that attended our last webinar, "What is the Relationship between the DCAA and Your Small Business?"

During the webinar, ReliAscent's CEO, Mike Anderson, took viewers through a background of the DCAA—from its creation and duties, to different types of DCAA audits and what the agency requires in order to have a DCAA compliant accounting system.

In our next webinar: "Unallowable Costs," (planned for late June), we will be providing government contractors and grantees with an overview of unallowable costs, how they affect your accounting system, rates, bottom line, and how/why they differ from agency to agency.

When the webinar is scheduled, we will send out an email, and post blogs to remind contractors to sign up.

We hope to see you there!

WHITE PAPERS

Scheduled for Release in early April:

"Alphabet Soup: The DCAA vs DCMA"

Our next white paper takes contractors through a brief summary of the responsibilities of both agencies, and also investigates some of the new regulations put forth by the DoD.

These new regulations focus on increasing the scrutiny of a contractor's business systems with the DCMA and DCAA sharing the responsibilities. Many of these clauses were already applicable, but the new regulations make the practice of withholding payments mandatory for noncompliance.

Keep an eye out for our notification email and Blog when the white paper is published!

[Click here to find other helpful White Papers and Checklists on our website](#)

- **APRIL 14** - DHS SBIR 2016.2 Opens
- ***APRIL 18*** - TAX DAY
- **APRIL 22** - DoD SBIR/STTR 2016.2/B Topics Released
- **MAY 6** - NIST SBIR 2016 Closes
- **MAY 21** - DHS SBIR 2016.2 Closes
- **MAY 23** - DoD SBIR/STTR Begins Accepting Proposals
- **MAY 16** - NSF 2016.1 SBIR Opens
- **JUNE 16** - NSF 2016.1 SBIR Closes
- **JUNE 22** - DoD SBIR/STTR Solicitation Closed

ReliAscent Partners with CPA Group and Intellectual Property Protection Law Firm

IP Protection, Taxes & A133, Uniform Guidance Audit Services now Available...

In case you missed it, we've partnered with two Colorado-based companies that provide some pretty unique & important services for our Clients and Federal Contractors/Grantees: Martensen IP and Clausen CPA.

Martensen IP

The U.S. government is highly dependent on intellectual property (IP), the vast majority of which sources from small and emerging companies. Many legal experts understand IP, some understand government contracting, and others even have experience as the government customer. Only a handful can lay claim to all three: Martensen IP is at the top of this select list.

For over 20 years, the Martensen IP team has thoroughly examined and properly characterized intellectual property and patent portfolios into terms useful for business development and investment.

By routinely providing legal guidance to executives, investors, engineers and entrepreneurs, they assist clients in determining not only the value of their IP portfolios, but also the value of the businesses holding these portfolios. They ensure that their clients' technology remains their property and is available for commercial development during and after fulfillment of the government contract.

ReliAscent highly recommends utilizing Martensen when contractors and grantees are considering submitting proposals of any kind, or in any situation in which you may be potentially revealing IP to the US government or any commercial entity. Contact Martensen today to learn how they can help your business.

Clausen CPA

Clausen & Associates CPAs don't just do taxes and bookkeeping; they specialize in single and program specific compliance/

Uniform Guidance Audits for federal award-ees. They are proactive and responsive to their clients, and ReliAscent (and many of our Clients), have seen firsthand, their commitment to quality, timely service and in-depth audit experience & knowledge.

Uniform Guidance Audits, A133 Audits and Non-Profit Audits: a Refresher...

Entities who receive federal funding are frequently required to undergo an audit of the compliance with their government contracts. A non-Federal entity that expends \$750,000 or more in Federal awards during the non-Federal entity's fiscal year must have a single or program-specific audit conducted for that year in accordance with the provisions of OMB's Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance), in 2 CFR part 200.

-Tyler Link,
Marketing Manager