

# Webinar Etiquette



- Please
  - When logging into go-to-meeting, enter the name that you have registered with
  - Put your phone or computer on mute
  - Use the Chat option to ask your question(s): We will read them and our guest speaker will provide an answer to the group

Thank you!



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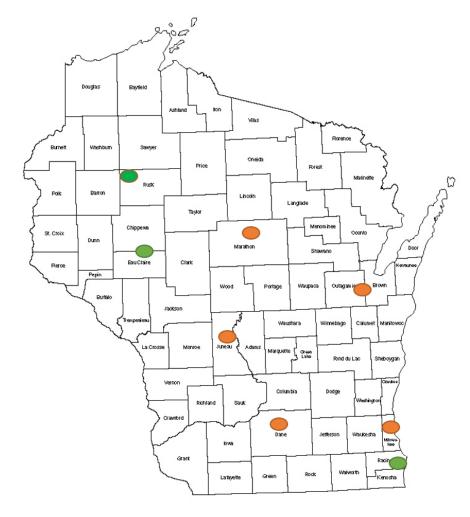


# ABOUT WPI Supporting the Mission



Assist businesses in creating, development and growing their sales, revenue and jobs through Federal, state and local government contracts.

April 2016 4



### **LOCATIONS:**

- Primary office Milwaukee Technology Innovation Center
- Staffed Satellite offices

**Madison** (FEED – Food Enterprise &

Economic Development / MEC –

Madison Enterprise Center)

**Camp Douglas** (Juneau County Economic

**Development Corporation)** 

Wausau (Wausau Region Chamber of

Commerce)

**Appleton** (Fox Valley Technical College)

• Active Partnerships

**Racine** – LaunchBox

Eau Claire - Western Dairyland

**Ladysmith** – Indianhead Community Action



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March 1, 2017

Presented by the Wisconsin Procurement Institute

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ABOUT



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FROM OUR EXECUTIVE DIRECTOR

EVENT PRESENTATIONS

NEWSLETTER ARCHIVE

CURRENT OPPORTUNITIES

EVENT CALENDAR FEDERAL GOVERNMENT STATE & LOCAL GOVERNMENT OTHER GOVERNMENT & GRANTS SUCCESS & AWARDS FAQS

### MY ACCOUNT

Hello benjaminb (not benjaminb? Sign out).

### Current Opportunities View All

- 1. SBA Seeks Funding Proposals from Non-Profits and Local Institutions to Provide Entrepreneurship Training for Service Members, Military Spouses and Veterans - January 18, 2017 WASHINGTON – The U.S. Small Business Administration (SBA) is inviting funding proposals from non-profit organizations, state, local and tribal government agencies, and institutions of higher learning to provide "Boots to Business" entrepreneurship training to service members, military spouses, and veterans.
- Chicago Secures \$1 Billion in Federal Grant Funding for Rail Upgrades January 10, 2017
   Chicago's Transit Authority will receive nearly \$1.1 billion in federal grant funding to help pay for upgrades meant to expand rail capacity on the north side of the city, officials said Monday.

The money will go toward roughly \$2.1 billion of planned work on the city's Red and Purple "L" lines. This will include improvements to track, stations, power and signal systems, and the purchase of 32 new railcars, according to the Federal Transit Administration.

Secure That Smart Toaster and Win \$3,000- January 4, 2017 The Federal Trade Commission is offering
up to \$25,000 in prize money for applications or tools that help people protect their smart home devices from hackers,
according to a Federal Register notice.

The competition, which will announce winners in July, comes as the internet is creeping into more and more household devices ranging from baby monitors to toasters.

These internet-of-things devices are often less secure than traditional internet-connected devices such as laptops and smartphones. It's also often more difficult to update the software in these devices to patch vulnerabilities, making

CLIENT CONSENT FORM

Procurement Institute March 1, 2017

Narch 1, 2017



# Providing expert technical assistance to FEDERAL, STATE and LOCAL GOVERNMENT Contractors And Subcontractors

A Procurement Technical
Assistance Center (PTAC)
Serving the Wisconsin Business
Community

Wisconsin Procurement Institute

### WPI Offices located at:

### **Milwaukee County Research Park**

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

### Juneau County Economic Development Corp.

122 Main St - Camp Douglas, WI 54618

608-427-2455 FAX: 608-427-2086

### Western Dairyland EOC, Inc.

418 Wisconsin St. - Eau Claire WI 54703

608-427-2455 FAX: 608-427-2086

### Fox Valley Technical College – DJ Bordini Center

5 Systems Drive – Appleton WI 54912

920-840-3771 FAX: 414-270-3610

### Racine County Economic Development Corporation – Launch Box

141 Main Street, Suite 2, Racine, WI 53403

414-270-3600 FAX: 414-270-3610

### **Madison Enterprise Center**

100 S. Baldwin St., Madison, WI 53703

608-444-0047 FAX: 414-270-3610

### Food Enterprise & Economic Development (FEED)

1219 N. Sherman Ave., Madison, WI 53704

608-444-0047 FAX: 414-270-3610

### Wausau Region Chamber of Commerce

200 Washington Street, Wausau, WI 54403

920-456-9990 FAX: 414-270-3610

www.wispro.org - info@wispro.org

EVENT CALENDAR FEDERAL GOVERNMENT STATE GOVERNMENT

LOCAL GOVERNMENT

OTHER GOVERNMENT & GRANTS

FAQS

SOCIETY OF AMERICAN
MILITARY ENGINEERS (SAME)
MIDWEST SMALL BUSINESS
EXPO – MARCH 9TH AND 10TH,
NORTHBROOK, IL

. . .

### UPCOMING EVENTS

FEBRUARY 23 2016
ACQUISITION HOUR - FLOW-DOWN CLAUSES MANAGEMENT AND RESPONSIBILITIES FOR FEDERAL
CONTRACTORS

FEBRUARY 24 2016 ACQUISITION HOUR - ESRS INDMIDUAL SUBCONTRACTOR REPORTING (ISR) BASICS WEBINAR »

FEBRUARY 25 2016
USFS FOREST PRODUCTS LABORATORY AND
NORTHERN RESEARCH STATION INDUSTRY DAY
MADISON »

MARCH 2 2016 INCREASING ACCESS TO GOVERNMENT OPPORTUNITIES: HUBZONE SMALL BUSINESS PROGRAM MILWAUKEE»

MARCH 9 2016 SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) MIDWEST SMALL BUSINESS EXPO NORTHBROOK, IL. »

CURRENT OPPORTUNITIES (14)

### GET STARTED WITH THE BASICS

Questions & answers on how to get started.

### SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

### HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

GET HELP

GET STARTED

SIGN UP

WISCONSIN PROCUREMENT INSTITUTE 10437 INNOVATION DR., SUITE 320 MILWAUKEE. WI 53228

P: 414-270-3600 F: 414-270-3610 INFO@WISPRO.ORG WISPRO.ORG



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### GET STARTED WITH THE BASICS

Questions & answers on how to get started.

**GET STARTED** 

### SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

SIGN UP

### HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

**GET HELP** 

Wisconsin Procurement Institute

### **SERVICES OFFERED BY WPI**

- . FREE Bid Matching Services
- · Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- · Government Market Strategy Development
- . Training in use of Government websites and tools
- · Assistance with System for Award Management (SAM) Registration
- · Assisting in Market Research Process
- · Development of Market Profile
- . Small Business Subcontracting Plans-Development, Outreach and Reporting
- · Small Group Training
- . Outreach and training with Local, State and Federal agencies
- . Assist with Pre and Post Award Functions
- . Assistance with Agency Specific Contracting Requirements
- · Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- · Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a)
     Business Development Program
  - State
  - Local
  - DBE
- Bid Review and Submission Assistance
- Proposal and Assistance, Review and Submission Assistance
- · Capabilities Statement and Related Government Marketing Material Development
- · Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

Wisconsin Procurement Institute 10437 Innovation Dr., Suite 320 Milwaukee, WI 53226 Telephone 414-270-3600 FAX 414-270-3610

www.wispro.org

Executive Director – Aina Vilumsons

info@wispro.org

# What will we cover today

- Understanding What are Commercial SSR and an Individual Subcontract Report (ISR) and Summary Subcontract Report (SSR)
- Registering to use the system
- Preparation prior to filing
- Going through the process
- Terms to understand
- What to include and not to include and common mistakes

# When is an ISR required

- Prime/Subcontractor: (a) holds one or more contracts over \$700,000 (over \$1,500,000 for construction of a public facility); and (b) is required to report subcontracts awarded to Small Business (SB), Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), HUBZone Small Business (HUBZone SB), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), Alaskan Native Corporations (ANC) and Indian Tribes concerns under a subcontracting plan with the Federal Government.
- Must be entered 30 days after the reporting period.
- Prime contractors & higher tier LB subcontractors are required to review, and accept and/or reject the LB subcontractor's ISR's in eSRS.
- Only report actual subcontracting \$ from the inception of the contract to the end of the reporting period. Not Good Faith estimates!
  - Report Subcontracting data only not sales data.

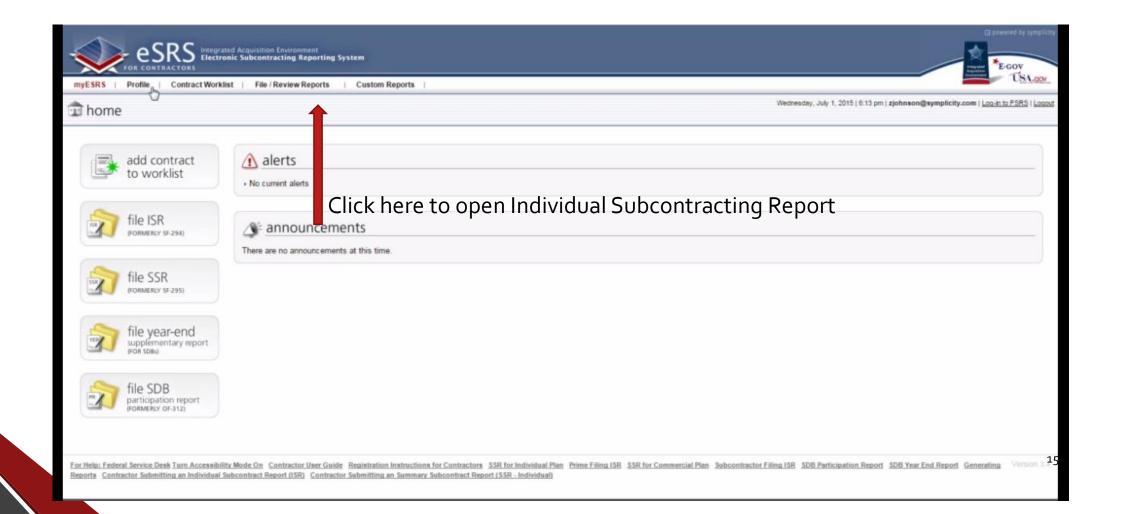
# eSRS.gov Electronic Subcontracting Reporting System



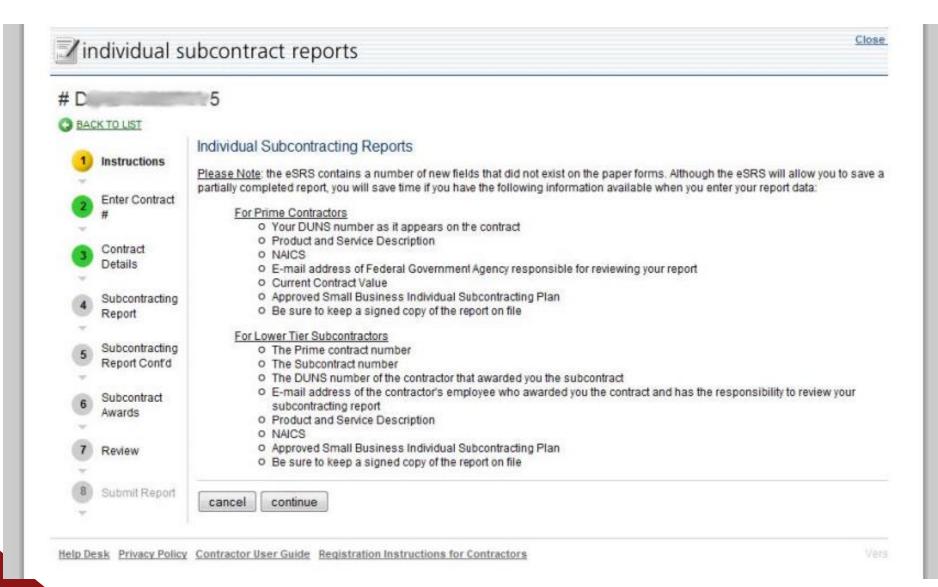
# Returning User or New Registration



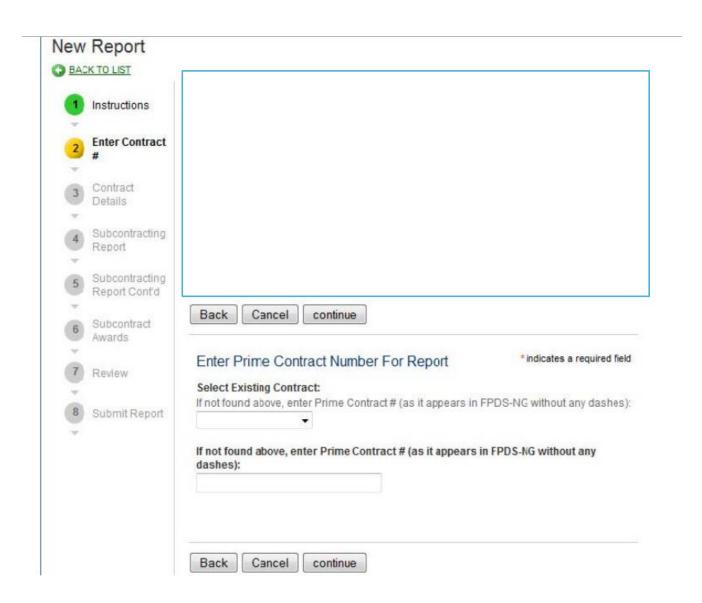
# Filing eSRS



# Preparation before the reporting



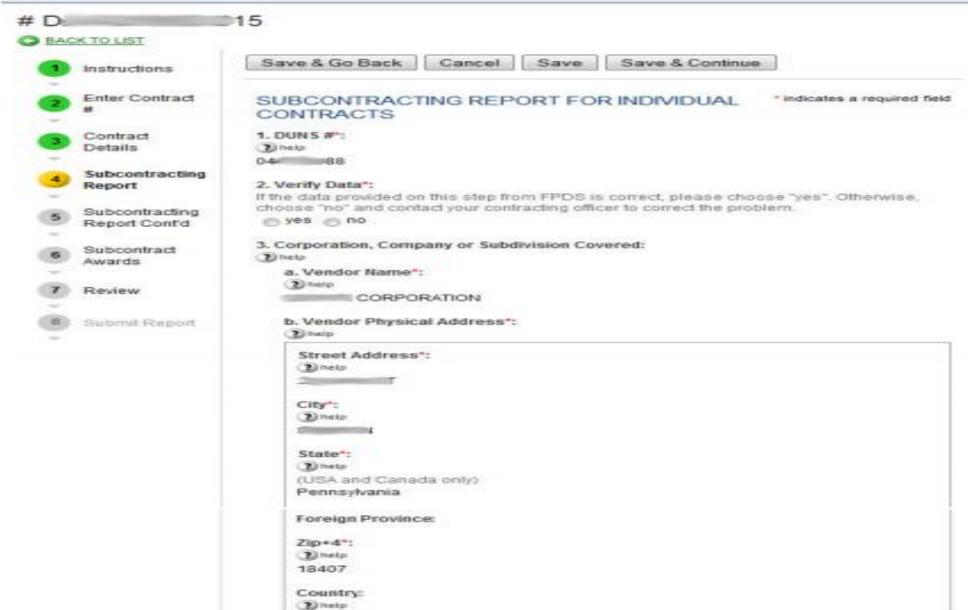
# Getting Started – Entering the Contract for Report



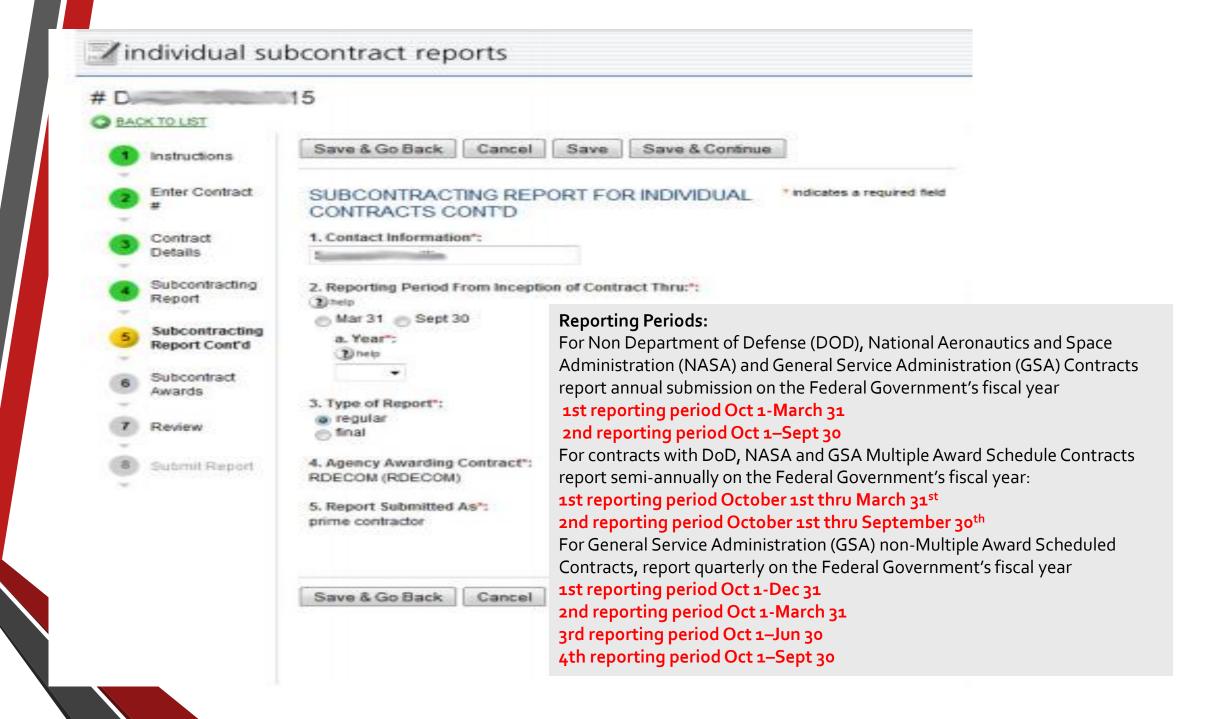
# Are you the Prime or the Subcontractor?



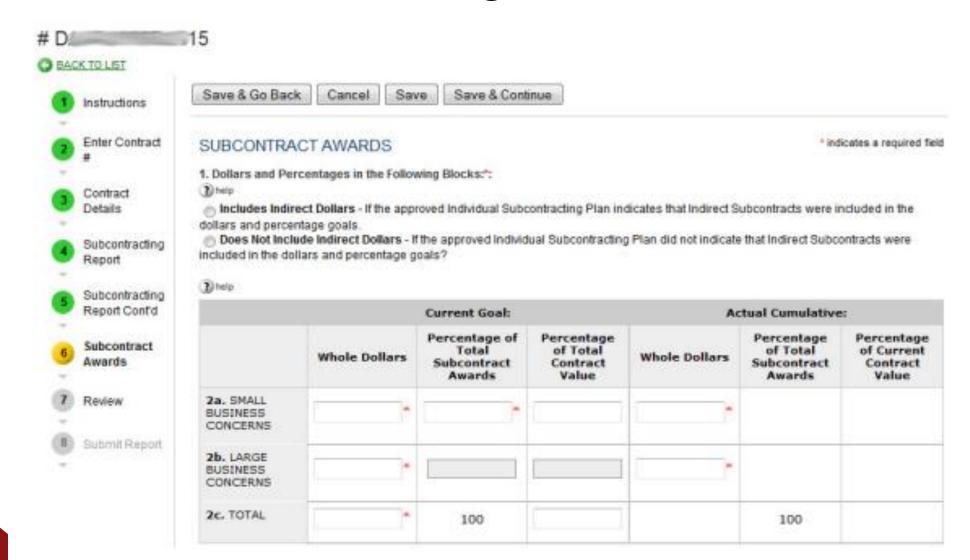
### individual subcontract reports



c. Vendor Mailing Address\*: Street Address\*: (2) help PO Burners STANDARD ST City": 2 melo CAMPLE State\*: 2) new (USA and Canada only) Pennsylvania Foreign Province: Zip+4\*: 2 neto Country: (2) telp United States 4. Agency Awarding Contract\*: DEPT OF DEFENSE (9700) 5. Contracting Office Agency ID\*: 6. Contracting Office Agency Name: DEPT OF THE 7. Contracting Office ID: William 8. Contracting Office Name: Noncommon 9. Prime Contract Number\*: 10. Product/Service Code: 8465 11. Current Contract Value: 12. Ultimate Contract Value\*: 2 00 13. Is your contract administered by an office other than the Contracting Office that awarded the contract?: yes a no



# Entering the Dollars



		Current Goal	l:	Actual Cumulative:		
	Whole Dollars	Percentage of Total Subcontract Awards	Percentage of Total Contract Value	Whole Dollars	Percentage of Total Subcontract Awards	of Current
2a. SMALL BUSINESS CONCERNS	840,131	10	0	4,251,914	14.1	4.5
<b>2b.</b> LARGE BUSINESS CONCERNS	7,561,180	0	0	25,991,402	85.9	27.5
2c. TOTAL	8,401,311	100	0	30,243,316		

Current Goal:				Actual Cumulative:		
	Whole Dollars	Percentage of Total Subcontract Awards	Percentage of Total Contract Value	Whole Dollars	Percentage of Total Subcontract Awards	of Current
3. SMALL DISADVANTAGED BUSINESS (SDB) CONCERNS	18,439,078	89.08299926	0	27,595,682	92.0	16.2
4. WOMEN- OWNED SMALL BUSINESS (WOSB) CONCERNS	909,684	4.394871539	0	2,847,800	9.5	1.7
5. HISTORICALLY BLACK COLLEGES						

		Current Go	al:	Actual Cumulative:		
	Whole Dollars	Percentage of Total Subcontract Awards	of Total	Whole Dollars	Percentage of Total Subcontract Awards	of Current
6. HUBZone SMALL BUSINESS (HUBZone SB) CONERNS	0	0	0	1,854,370	6.2	1.1
7. VETERAN- OWNED SMALL BUSINESS CONCERNS	0	0	0	25,194,691	84.0	14.8
8. SERVICE- DISABLED VETERAN- OWNED SMALL BUSINESS CONCERNS	0	0	0	0	0	<sup>24</sup> 0

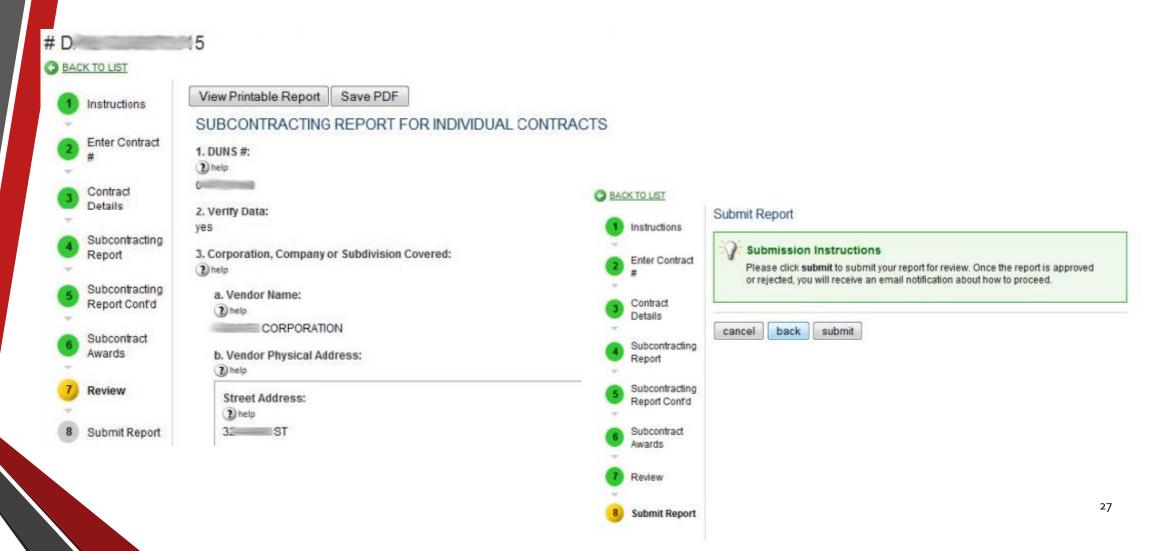
# \*Remarks are important\*

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# Almost done...

14. Contractor's Subcontraction  (2) help	ng Plan Administrator:
	formation of the Contractor's employee who is responsible for ensuring the contractor's compliance with its
a. Contractors Official who	Administers this Subcontracting Plan*:
b. Phone Number of Individ	lual who Administers this Subcontracting Plan:
c. E-mail address of Individ	tual who Administers this Subcontracting Plan:
15. Please enter the email addreport.*;	fress of the Government employee(s) and/or other person(s) to be notified that you have submitted this
	notification will be sent to listed parties advising them that a subcontracting report has been submitted in iew. The Federal Government Agency will not be notified via email unless you enter a notification e-mail
Save & Go Back Cance	Save Save & Continue

# Printing & Submitting



### What do the "Terms" mean?

- Pending Report has been submitted and awaiting review by the Agency that awarded the contract.
- Accepted The report has been reviewed by the agency and found with no issues.
- Reopened The report was previously Accepted by the agency, however, after further review the agency found issues that require clarification/correction.
- Rejected The report was reviewed by the agency and is found with errors.
   Once the report concerns have been addressed the agency will Accept receipt of the data. Example Your report states the sales to this agency is \$20,000.
   The ISR does not collect sales data, OR the ISR goals you entered do not match the approved IS plan goals in your plan.
- These reports will appear in your "Alerts" box.

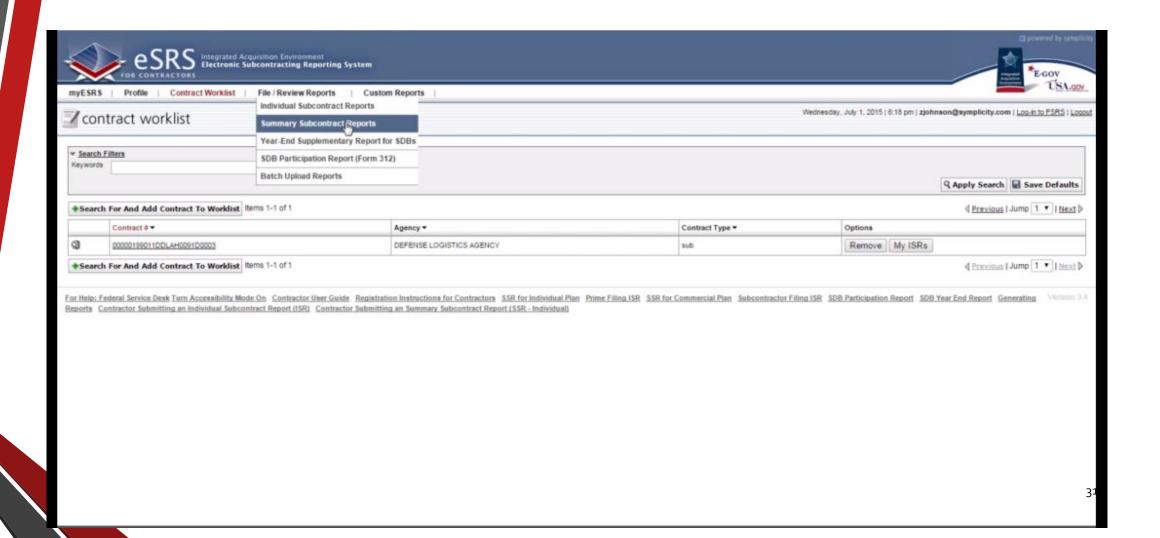
# Other important details

- Exclude subcontracts performed outside the U.S. & purchases from a corporation, company, or subdivision that is an affiliate of the Prime/subcontractor.
- A pro-rated portion of indirect subcontracts shall NOT be included on the reports unless agreed upon in your approved ISR Plan.
- Keep a signed copy of the report on file for audits.
- Per 13 Code of CFR 121.404 (3) & 121.410, you must have a supporting written size self-certification for every small business you are counting in the small business and socioeconomic section of this report at the time you submit your proposal. If not, you must count them as a LB. Do not retroactively apply small business subcontracting accomplishments.
- The contractor shall validate a firm is HUBZone certified in the SBA Dynamic SB search.

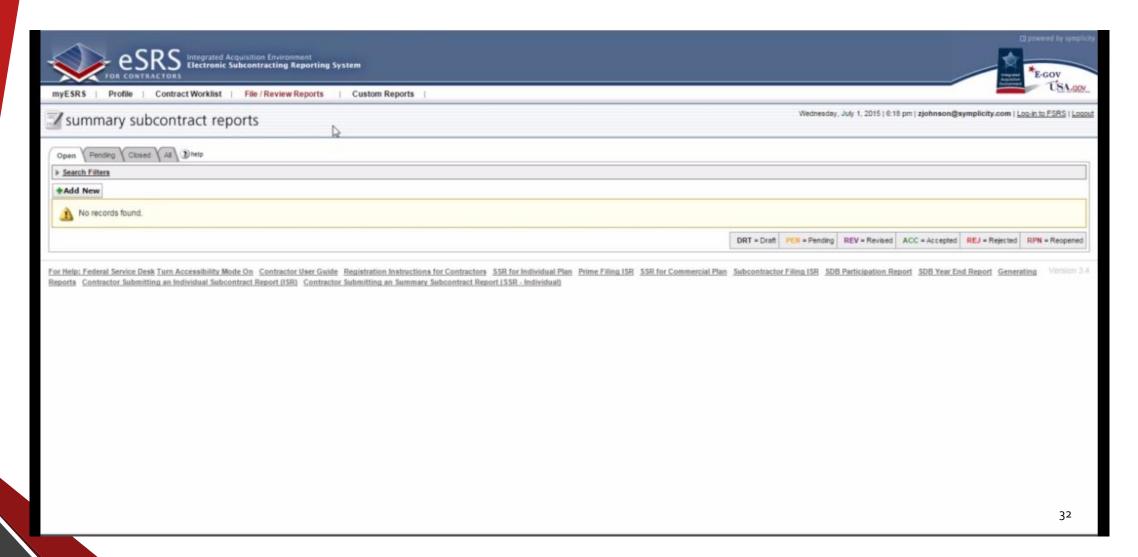
# ISR & SSR – What's the difference

Individual Subcontracting Report (ISR)	Summary Subcontracting Report (SSR) Individual Plans	Summary Subcontracting Report (SSR) - Commercial
Specific to one contract	Summary required from each prime contractor and subcontractor with at least 1 contract supporting DOD which includes an Individual Subcontracting Plan	Required annually from each prime contractor with a Commercial Subcontracting Plan that applies to entire production of commercial items sold by either the entire company or a division/plant/product line
Required for each contract containing an Individual Subcontracting Plan	<ul> <li>Submit one SSR based on government fiscal year to:</li> <li>Department/Agency that administers majority of subcontracting plans; or</li> <li>Each Department/Agency that awards construction and related maintenance repair contracts</li> </ul>	Includes all subcontracting under federal government contracts and non-government contracts
Not required for Commercial or DOD Comprehensive Subcontracting Plan (CSP)		Identifies % of total subcontracting \$ attributable to each federal agency that awarded contracts using the Commercial Subcontracting Plan 30

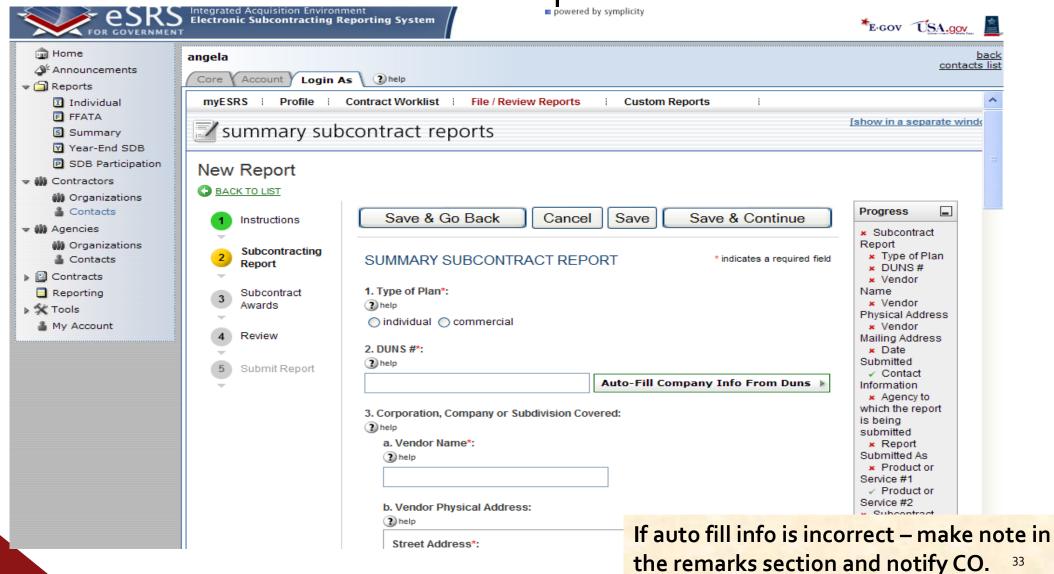
# SSR - Summary Subcontract Reports



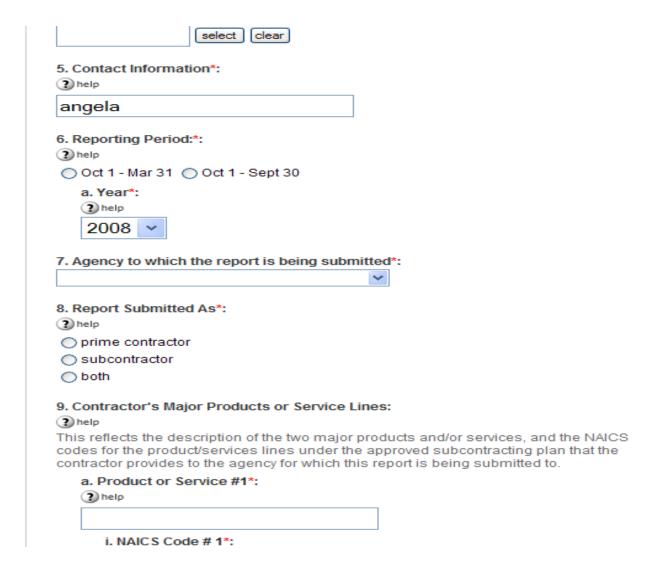
# Summary Subcontract Report Existing Reports



# Summary Subcontract Report New Reports



# Summary Subcontract Report cont.



### Cumulative Fiscal Year Subcontract Award

	Whole Dollars	Percent
1a. SMALL BUSINESS CONCERNS	0	0
1c. LARGE BUSINESS CONCERNS	10350	100.0
1c. TOTAL	10350.0	

# Small Business Spend – Whole \$

2. SMALL DISADVANTAGED BUSINESS (SDB) CONCERNS	-	Clicking 'Save' or 'Save and Continue,' will save your report and allow you to leave and continue yo report later.
3. WOMEN-OWNED SMALL BUSINESS (WOSB) CONCERNS	-	Click 'Save and Continue' to save information on the current page ar go to the next page of the form.
4. HISTORICALLY BLACK COLLEGES AND		Click 'Save' if you want to save and stay on the current page.
UNIVERSITIES (HBCU) AND MINORITY INSTITUTIONS (MI)		Click 'Cancel' to leave and continue your report later from the point you last saved. If you have not yet saved
5. HUBZone SMALL BUSINESS (HUBZone SB) CONERNS	*	the report, clicking cancel will simply return to the reports list.
6. VETERAN-OWNED SMALL BUSINESS CONCERNS	*	If you recieve an error notification: You can ignore errors and save your current information. You will be required to resolve all invalid form fields before you can review and
7. SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS CONCERNS		submit your report.  Quickly skip to any page by clicking
8. ALASKA NATIVE CORPORATIONS (ANCs) AND INDIAN TRIBES THAT HAVE NOT BEEN CERTIFIED BY THE SMALL BUSINESS ADMINISTRATION AS SMALL DISADVANTAGED	*	the steps in the left column.
9. ALASKA NATIVE CORPORATIONS (ANCs) AND INDIAN TRIBES THAT ARE NOT SMALL BUSINESSES	*	

#### **CEO Approval**

#### 12. Certification\*:

This is a testament that the data being submitted on the report is accurate and that the dollars and percentages reported do not include lower tier subcontracts (except as set forth for ANC and Indian Tribes for more information visit <a href="http://www.arnet.gov/far/facframe.html">http://www.arnet.gov/far/facframe.html</a> see FAC 05-019). If "No" is selected the report will be "Rejected"

Yes 
 No

#### 13. Chief Executive Officer(CEO):

This is the full name and title of the CEO (if you do not use the title CEO this is the most Senior Executive in your organization) for the company submitting this report. **No delegation of authority is accepted.** 

a. Name*:	
b. Title*:	
c. Date*:	select clear

#### 14. CEO Approval\*:

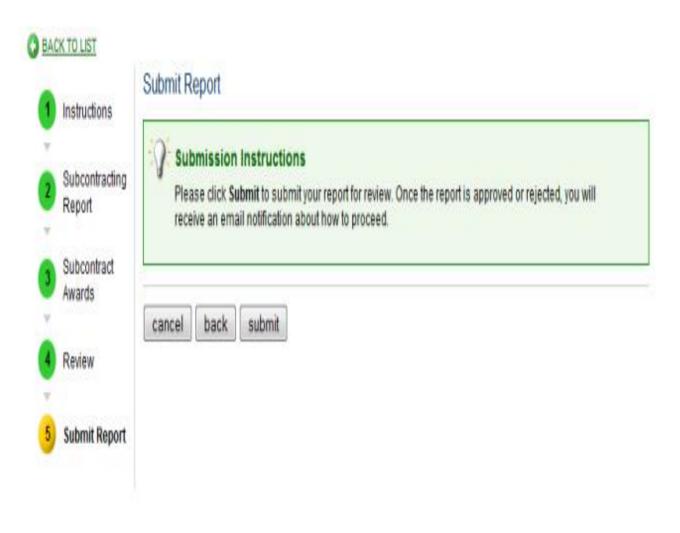
This is a self-certification that the individual whom is listed as the CEO on this report will sign a paper print-out of this report and keep it on file.

Yes No

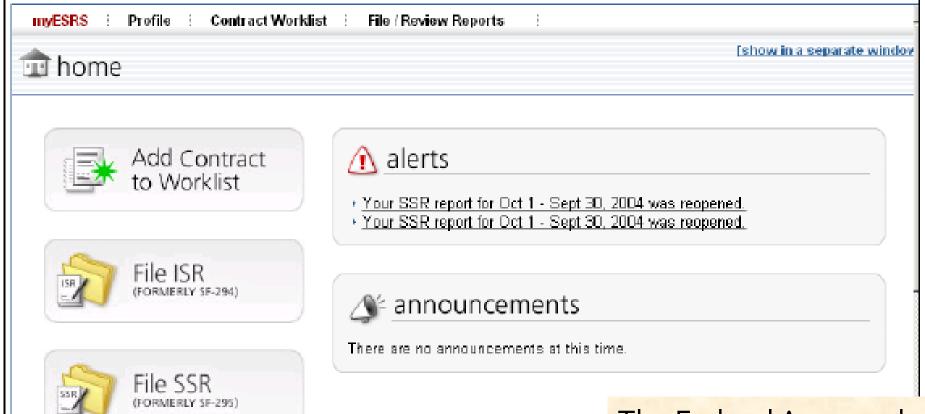
15. Please enter the email address of the Government employee(s) and/or other person(s) to be notified that you have submitted this report.\*:

By listing an e-mail address, a notification will be sent to listed

## Submitting the Report



#### Alerts



The Federal Agency should review the subcontract reports within 60 days of the contractor's submittal.

#### Commercial Plan

- A Commercial Subcontracting Plan as defined in Federal Acquisition Regulation Subpart 19.701: "Commercial Subcontracting Plan" is a subcontracting plan (including goals) that covers the offeror's fiscal year and that applies to the entire production of commercial items sold by either the entire company or a portion thereof (e.g., division, plant, or product line).".
  - Example: Garber Pharmaceuticals Company. Garber's is a company that provides commercial items (pharmaceuticals) to government and nongovernmental customers. Garber's fiscal year is from February until January. Garber's produces a company-wide subcontracting plan for products and services needed to resale, manufacture and/or distribute pharmaceuticals during the fiscal year. The products and services that Garber's procures are used to produce pharmaceuticals used to fulfill orders for both its government and non-government customers. Garber's allocates the overall percent of subcontracting dollars attributable to each customer (government and non-government) based on the products or services the customer purchases. Therefore, the percent of Garber's subcontracting to the Federal Government in whole or for any agency should never be 100%, unless Garber's only supplied pharmaceuticals to the Federal Government, in which case the product or service would not fit the definition of a "commercial item" as set forth in FAR 2.101. If that were the case, the government should not have approved a Commercial Subcontracting Plan for Garber's Pharmaceuticals.

# Commercial Plan basic guidelines different than Individual Plans

- In eSRS, only one SSR for Commercial Subcontracting Plan is filed regardless of how many federal agencies you hold a contract with that require you to report subcontracting accomplishments under your approved Commercial Subcontracting Plan. eSRS allows you to allocate subcontracting accomplishments to each agency within one report by using the "percent (%) attributable field."
- Subcontracting awards shall include both direct and indirect cost as set forth in your approved Commercial Subcontracting Plan.
- The subcontracting data reported should include subcontracts of all amounts to the degree that your commercial subcontracting plan covered (e.g., division, plant, or product line). The totals in this section represent the total amount of subcontract awards in whole dollars awarded for the items under the approved Commercial Subcontracting Plan.
  - These totals do not represent subcontracting dollars spent exclusively on government contracts.

#### Recent Changes

- (1) Requiring prime contractors to make good faith efforts to utilize their proposed small business subcontractors during performance of a contract to the same degree the prime contractor relied on the small business in preparing and submitting its bid or proposal. To the extent a prime contractor is unable to make a good faith effort to utilize its small business subcontractors as described above, the prime contractor is required to explain, in writing, within 30 days of contract completion, to the contracting officer the reasons why it is unable to do so.
- (2) Authorizing contracting officers to calculate subcontracting goals in terms of total contract dollars in addition to the required goals in terms of total subcontracted dollars.
- (3) Providing contracting officers with the discretion to require a subcontracting plan in instances where a small business represents its size as an other than small business.
- (4) Requiring subcontracting plans even for modifications under the subcontracting plan threshold if said modifications would cause the contract to exceed the plan threshold.
- (5) Requiring prime contractors to assign North American Industry Classification System (NAICS) codes to subcontracts.
- (6) Restricting prime contractors from prohibiting a subcontractor from discussing payment or utilization matters with the contracting officer.
- (7) Requiring prime contractors to resubmit a corrected subcontracting report within 30 days of receiving the contracting officer's notice of report rejection.
- (8) Requiring prime contractors to provide the socioeconomic status of the subcontractor in the notification to unsuccessful offerors for subcontracts.
- (9) Requiring prime contracts with subcontracting plans on task and delivery order contracts to report order level subcontracting information after November 2017.
- (10) Funding agencies receiving small business subcontracting credit.
- (11) On indefinite-delivery, indefinite-quantity contracts, the contracting officer may establish subcontracting goals at the order level (but not a new subcontracting plan).

#### Common Mistakes

- Block 2: Wrong or incomplete DUNS Number
- Block 6: Administering Activity. If you are reporting to NASA or Civilian Agencies, you will have to issue a SSR to those agencies. DCMA does not collect data for the Corps of Engineers – they have their own reporting mechanism.
- Block 7: Report on both subcontract number, if applicable, and appropriate contract #
- Block 8: Use most recent address and street number for the Buying Activity.
- Ensure data is cumulative on an annual basis for the SSR for the life of the contract for the ISR



Kim Garber Wisconsin Procurement Institute Manager, Small Business Programs Cell Phone: <u>608-444-0047</u>

http://www.wispro.org/

kimg@wispro.org

#### <u>Upcoming WPI Events – Acquisition Hour Webinars</u>

- March 7, 2017 <u>Acquisition Hour –Update in the Hour Wage Labor</u>
   <u>Law</u> Presented by US DOL
- April 4, 2017 <u>Acquisition Hour Overview of the Federal</u>
   <u>Acquisition Regulations (FAR)</u> Presented by WPI
- April 5, 2017 <u>Acquisition Hour Export Controls ITAR and</u>
   <u>Associated Requirements</u> Presented by WPI
- May 3, 2017 <u>Acquisition Hour Basics of Writing and</u>
   <u>Implementing a Federal Small Business Subcontracting Plan at Your</u>
   <u>Company</u> Presented by WPI



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#### Other Upcoming WPI Events

- SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME)

  MIDWEST SMALL BUSINESS EXPO March 29&30 —

  Northbrook II
- WHAT IT TAKES TO WIN WRITING AN EFFECTIVE PROPOSAL
  - April 6, 2017 Milwaukee Wi
- <u>5th ANNUAL U.S. DEPARTMENT OF VETERANS AFFAIRS</u>
  <u>BUSINESS CONFERENCE</u> May 10, 2017 Brown Deer Wi



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#### Federal Acquisition Regulations (FAR)

- A series of webinars on Wednesdays from 6.00pm to 7.00pm.
  - This introductory session of the FAR REVIEW series is geared towards those interested in becoming CFCM certified. Sessions of this FAR REVIEW series will cover all parts of the FAR and will be beneficial to current Federal contractors and subcontractors even if not intending to participate in the NCMA certification exam.
- Schedule listed below:
  - <a href="https://www.wispro.org/wp-content/uploads/2017/02/FAR-Training-Webinar-Schedule.pdf">https://www.wispro.org/wp-content/uploads/2017/02/FAR-Training-Webinar-Schedule.pdf</a>



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## QUESTIONS?



#### Continuing Professional Education



# CPE Certificate available, please contact: **Benjamin Blanc**benjaminb@wispro.org



## SURVEY





### Today's Presentation was done by

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