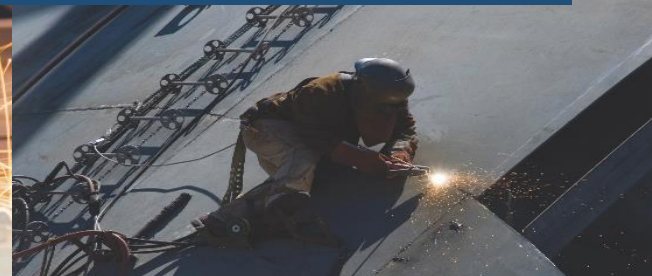


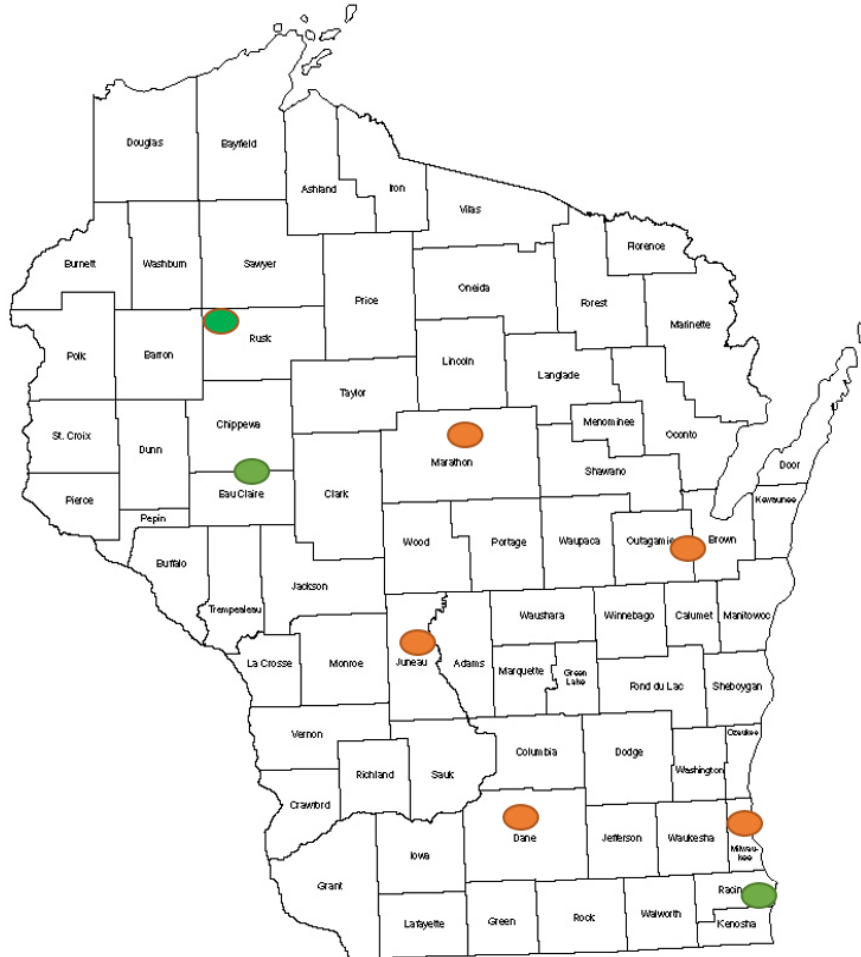


A Procurement Technical
Assistance Center (PTAC)

ACQUISITION HOUR : FEDERAL GOVERNMENT CONTRACTING — A LOOK AT RECENT CHANGES — PART 1

September 13, 2016





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

MENTOR-PROTEGE PROGRAM EXPANDED BY FINAL SBA RULE

www.wispro.org

UPCOMING EVENTS

SEPTEMBER 13, 2016
ACQUISITION HOUR: FEDERAL GOVERNMENT
CONTRACTING – A LOOK AT RECENT CHANGES -
PART 1

SEPTEMBER 14, 2016
ACQUISITION HOUR: FEDERAL GOVERNMENT
CONTRACTING – A LOOK AT RECENT CHANGES -
PART 2

SEPTEMBER 16, 2016
A WINNING APPROACH TO CONTRACT AWARD:
PREPARATION, LEAD GENERATION, FOLLOW-UP
AND CLOSING THE DEAL
MILWAUKEE, WI »

SEPTEMBER 20, 2016
A WINNING APPROACH TO CONTRACT AWARD:
PREPARATION, LEAD GENERATION, FOLLOW-UP
AND CLOSING THE DEAL
WAUSAU, WI »

SEPTEMBER 21, 2016
GREEN BAY PACKERS MENTOR PROTÉGÉ
PROGRAM NETWORKING EVENT
GREEN BAY, WI »

CURRENT OPPORTUNITIES (3)

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
10437 INNOVATION DR., SUITE 320
MILWAUKEE, WI 53226

P: 414-270-3600



CONTACT US
CLIENT CONSENT FORM

Topics

- SBA Procurement Center Representatives (PCRs)
- Limitations on Subcontracting
- Subcontracting Plans

SBA Procurement Center Representatives (PCRs)

- Promote SBA Programs
- Review Acquisitions, Bundling Cases & Solicitations
- Recommend Set-Asides
- Perform Market Research
- May receive unsolicited proposals from small business concerns

Recent Amendments to the NDAA 2013

Shane Mahaffy

Lead Business Opportunity Specialist



Limitations on Subcontracting

Current guidance in FAR [52.219-14 Limitations on Subcontracting](#)

SBA Final Rule effective May 31, 2016 changes need to be incorporated into the FAR before they may be implemented.

Limitations on Subcontracting

ECFR

In order to be awarded a small business set-aside contract with a value greater than \$150,000, a small business concern must agree that.....

Limitations on Subcontracting

In the case of a contract for services (except construction), it will not pay more than 50% of the amount paid by the government to it to firms that are not similarly situated.

Limitations on Subcontracting

Any work that a similarly situated subcontractor further subcontracts will count towards the 50% subcontract amount that cannot be exceeded.

Limitations on Subcontracting

In the case of a contract for supplies or products (other than from a nonmanufacturer of such supplies), it will not pay more than 50% of the amount paid by the government to it to firms that are not similarly situated.

Cost of materials are excluded and not considered to be subcontracted.

Limitations on Subcontracting

In the case of a contract for supplies from a nonmanufacturer, it will supply the product of a domestic small business manufacturer or processor, unless a waiver is granted.

Limitations on Subcontracting



In the case of a contract for general construction, it will not pay more than 85% of the amount paid by the government to it to firms that are not similarly situated.

Limitations on Subcontracting



In the case of a contract for special trade contractors, no more than 75% of the amount paid by the government to the prime may be paid to firms that are not similarly situated.

Subcontracts to Similarly Situated Entities



Any work that the similarly situated subcontractor does not perform with its own employees shall be considered subcontracted.

Subcontracting Plans



The head of the contracting agency shall ensure that the agency collects, reports, and reviews data on the extent to which the agency's contractors meet the goals and objectives set out in their subcontracting plans.

Subcontracting Plans

A contractor that fails to provide a written corrective action plan after receiving a marginal or unsatisfactory rating for its subcontracting plan performance or that fails to make a good faith effort to comply with its subcontracting plan will not only be in material breach of the contract, but such failure shall also be considered in any past performance evaluation of the contractor.

Subcontracting Plans



Contracting agencies also perform evaluations of a prime contractor's subcontracting plan performance, and that SBA's evaluations of subcontracting plan performance are completed as a supplement to the contracting agency's review.

Subcontracting Plans



If an SBC is identified as a potential subcontractor in a proposal, offer, bid or subcontracting plan in connection with a covered Federal contract, the prime contractor shall notify the SBC prior to such identification.

Subcontracting Plans



The Administrator will be required to establish a reporting mechanism that allows potential subcontractors to report fraudulent activity or bad faith behavior by a prime contractor with respect to a subcontracting plan.

SBA Wisconsin District Office

For more information on SBA's programs and services
Please contact:

Shane Mahaffy, Lead Business Opportunity Specialist

Telephone: 414-297-1455

Email: Shane.Mahaffy@sba.gov

Or visit our office web site at www.sba.gov/wi

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

Upcoming WPI Events – Acquisition Hour Webinars

- **Federal Government Contracting – A Look at Recent Changes - Part 1 – September 13th 2016**
- **Federal Government Contracting – A Look at Recent Changes - Part 2 – September 14th 2016**
- **Selling to the State of Wisconsin and Local Governments – September 28th, 2016**
- **Introduction to Certifications available to Minority Owned Businesses – October 11th, 2016**
- **Export Controls: Export Administration Regulations (EAR) – October 12th, 2016**
- **Understanding Your Obligations When Quoting And Receiving Awards From Defense Logistics Agency (DLA) DIBBS – October 25th, 2016**
- **Introduction to Certifications available to Woman Owned Businesses – October 26th, 2016**
- **Contract Closeouts: Preparing for a Smooth Ending – November 8th, 2016**
- **Export Controls – ITAR and Associated Requirements – November 9th, 2016**
- **Preparing for CPSR Audit – December 6th, 2016**

Upcoming WPI Events – premarketplacewi.org

- **Pre-MARKETPLACE 2016 Series - Winning Approach to Contract Award: Preparation, Lead Generation, Follow-Up and Closing The Deal**
 - **Milwaukee** – September 16th 2016 - Milwaukee Urban League 435 W North Ave Milwaukee, WI 53212
 - **Wausau** – September 20th 2016 - Wausau Entrepreneurial & Education Center 100 N 72nd Ave Wausau, WI 54401
 - **Hayward** – September 22nd 2016 - Lac Courte Oreilles Ojibwa Community College 13466 West Trepania Road, Hayward, WI 54843
 - **Eau Claire** – September 28th, 2016 - Royal Credit Union (RCU)'s corporate headquarters 200 Riverfront Terrace, Eau Claire, WI 54703
 - **La Crosse** – October 4th, 2016 - Western Technical College; Room B121 in the Business Education Building 400 7th St N, La Crosse, WI 54601
 - **Keshena** – October 6th, 2016 - College of Menominee Nation N172 Hwy 47/55 Keshena, WI 54135
 - **Madison** – October 13th, 2016 - WWBIC Training Center 2300 S Park St #103 Madison, WI 53713
 - **Racine** – October 25th, 2016 - Gateway Technical College; Michigan Room 1001 S. Main Street, Racine, WI 53403
 - **Green Bay** – October 27th, 2016 - Wisconsin Economic Development Corporation (WEDC) 2071 Larsen Road Green Bay, WI 54303
 - **Wauwatosa** – November 3rd, 2016 - Milwaukee County Research Park - Technology Innovation Center 10437 Innovation Dr. Wauwatosa, WI 53226

Other Upcoming WPI Events

- **Green Bay Packers Mentor-Protégé Program Networking Event** - September 21st, 2016 - Lambeau Field, Green Bay
- **Fort McCoy Acquisition Open House** – October 18th, 2016 - Fort McCoy
- **Growing Your Business in Sawyer County Wisconsin** – October 20th, 2016 - Hayward
- **What it Takes to WIN – A Discussion with Successful GSA Schedule Contractors** – October 26th, 2016 – Milwaukee
- **Post-Election Federal Market Insights - Where's the Money?** – November 15th, 2016 - Milwaukee
- **What it Takes to WIN – Opportunities with the Department of Defense for Small Business Manufacturers** – November 17th, 2016 – Milwaukee
- **MarketPlace 2016** – December 13th-14th, 2016 - Milwaukee



QUESTIONS?

Continuing Professional Education



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

SURVEY



For Assistance or Additional Information contact

Wisconsin Procurement Institute (WPI)
Benjamin Blanc

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226
414-270-3600 or
benjaminb@wispro.org