



Sales Opportunities with Local Government Agencies

Southeastern Wisconsin

City of Racine | Milwaukee Metropolitan Sewerage District | City of Milwaukee | Milwaukee County

May 16 | 1:00 – 3:00 pm



MADISON METROPOLITAN
SCHOOL DISTRICT





WPI is Wisconsin's APEX ACCELERATOR

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

WPI provides services to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops
- Conferences including one on one buyer meetings – Marketplace, The Contracting Academy, Small Business Academy, Wisconsin Federal Contractor Forum, Acquisition Hour, Cyber Fridays, DOD Roadmap series, Government Opportunities Business Conference, End of Year Federal Contractor Update, Annual DOD Contract Management Update, Evening FAR sessions and more.....

www.wispro.org

WPI OFFICE LOCATIONS

- **MILWAUKEE**

- *Technology Innovation Center*

- **MADISON**

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

- **ASHLAND**

- *Ashland Area Development Corporation*

- **CAMP DOUGLAS**

- *Juneau County Economic Development Corporation (JCEDC)*

- **EAU CLAIRE**

- *Western Dairyland*

- **FOND DU LAC**

- *Envision Greater Fond du Lac*

- **GREEN BAY**

- *NWTC Startup Hub*

- **LACROSSE**

- *Veterans in Professions*

- **MANITOWOC**

- *Progress Lakeshore*

- **OSHKOSH**

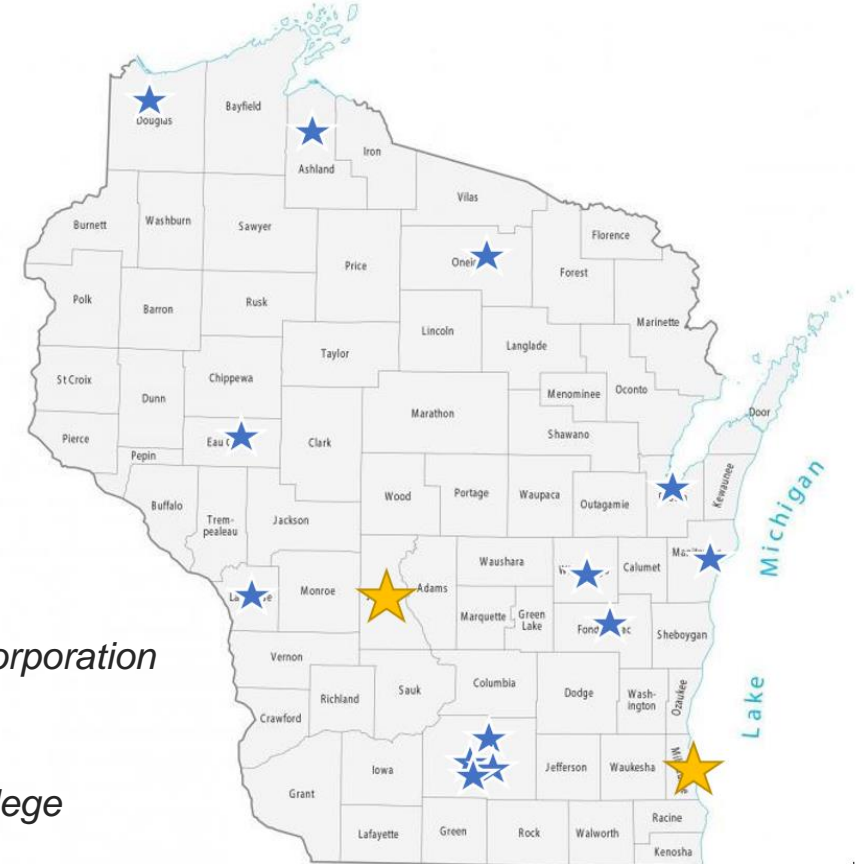
- *Greater Oshkosh Economic Development Corporation*

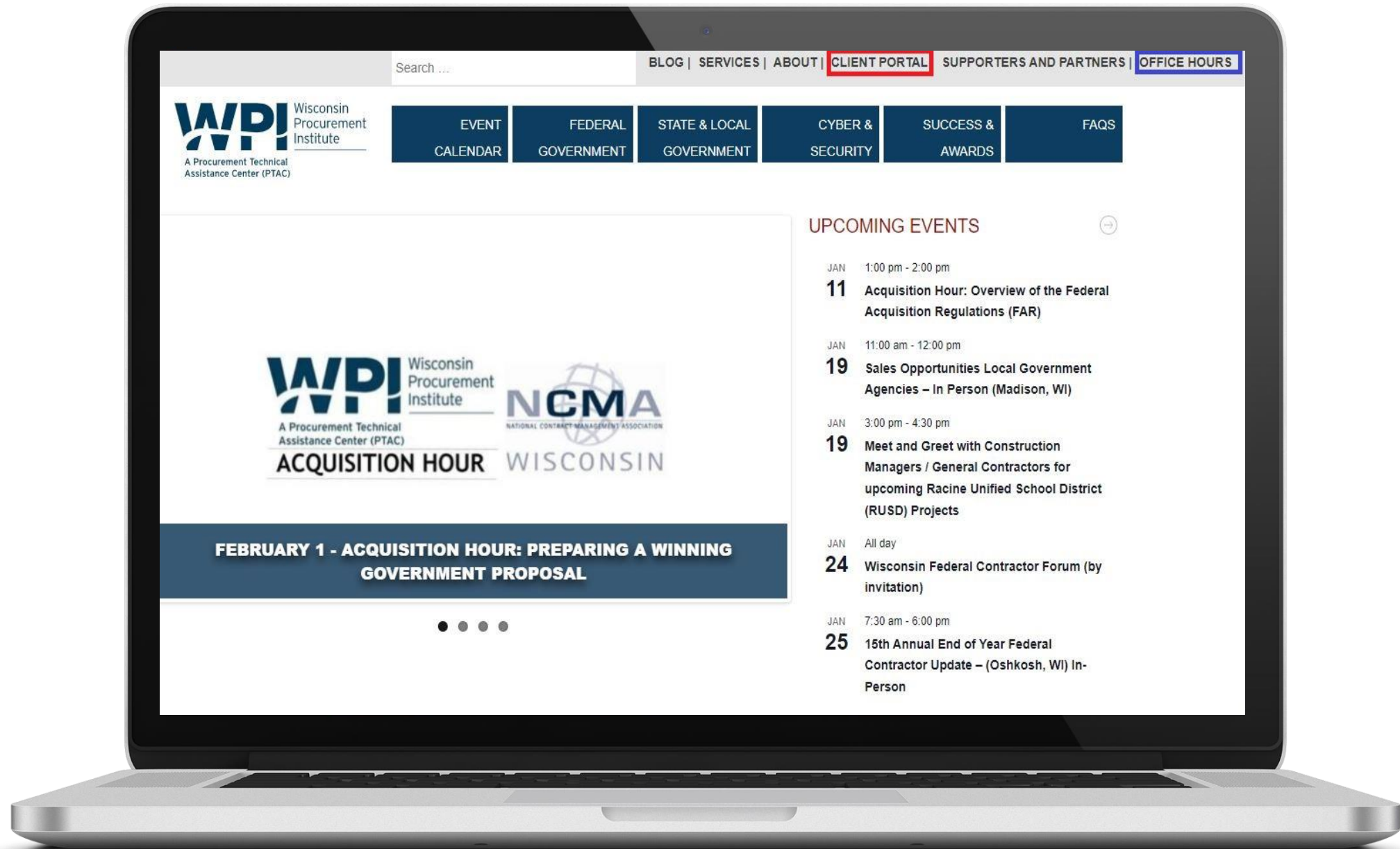
- **RHINELANDER**

- *Nicolet Area Technical College*

- **SUPERIOR**

- *Small Business Dev Center; UW Superior*





AGENCIES

AGENCIES

- City of Milwaukee
- City of Racine
- Milwaukee Metropolitan Sewerage District

Doing Business With the City of Milwaukee

Wisconsin Procurement Institute Webinar:
Sales Opportunities With Local Government Agencies in SE
Wisconsin/Milwaukee Area



Presented By: Rhonda Kelsey
City Purchasing Director
Presented May 16, 2023

Purpose & Mission

Mission Statement

The Purchasing Division's mission is to acquire Commodities and Services for City Departments in the most cost effective, efficient, and impartial manner within the appropriate guidelines. Purchasing maintains the highest commitment to racial equity, transparency, and innovation while supporting programs and initiatives that empower city residents to become involved in contracting opportunities available at the City.



What Do We Purchase?

- Light and Heavy Duty Vehicles & Trucks
- Infrastructure (Roads & Buildings) Equip. & Supplies
- Fuel (e.g., Gasoline & Diesel)
- Water Treatment Supplies
- Office and Safety Equipment & Supplies
- Public Health Related Equipment, Services, and Supplies
- IT Software, Services, and Hardware

City of Milwaukee Buying Plan 2023-2027

Five (5) Year Forecast of Potential Contracting Opportunities

[BuyingPlan201905.pdf \(milwaukee.gov\)](#)



How Do We Buy?

- Formal Competitive Bid: \$50K Plus
- Informal Competitive Bid: \$10K - \$50K
- Jumpstart Purchases: \$5K - \$10K
- Procard Small Dollar Purchases: Up to \$5K
- Request for Proposals (RFP)
- Exception to Bid Contracts: Single or Sole Source
- Piggyback and Cooperative Purchasing Contracts

Racial Equity & Inclusion

- Living Wage Requirements
- Ethical Purchasing Requirements
- Small Business Enterprise (SBE) Requirements
- Local Business Enterprise (LBE) Bid Incentive
- Buy American Goods Bid Incentive
- Socially-Responsible Contractors (SRC) Bid Incentive

For additional information:

➤ Visit milwaukee.gov/Purchasing and click on “Programs”

How Are Contract Opportunities Advertised?

- All active Bids and Requests for Proposals (RFPs) are posted on the City's website at: www.milwaukee.gov/ContractingOpportunities
- RFPs are Managed in a Digital Software Platform - Bonfire
<https://cityofmilwaukee.bonfirehub.com/opportunities/44126>
- All Formal Bids and RFPs are also Advertised in the *Daily Reporter*
- Review Recent Procurement Requests by City Departments at:
<https://city.milwaukee.gov/Purchasing/ContractOpps.htm>

How Do I Get Started?

Step 1: Register With the City's **E-Notify** System

- The City of Milwaukee uses an electronic notification system to announce when a new bid has been released.
- When a new bid is posted, the system issues a notice that will come directly to you via email containing basic information:
 - Bid/RFP number and closing/due date
 - A brief description of the commodity or service
 - A hyperlink to view and download the bid
- Register for **E-Notify** at: www.milwaukee.gov/enotify



How Do I Get Started?

Step 2: Register With A Valid Email Address

Step 3: Select Industry Specific Bid Notification Categories



Bid/RFP Submission Tips

- Fully completing and/or signing the binding signature page.
- Providing the required addenda with your bid.
- Completing or submitting the required documents (SBE Participation Compliance Form, Affidavits of Compliance, Living Wage Affidavit, etc.) and returning them with the bid.
- Bid response submitted by the bid closing date/time.
- Submitting a quote for all line items or an entire group in the bid. Read the award statement carefully.
- Not taking exception to the bid requirements or specification(s) without approval from the Purchasing Division.
- Submitting the specification with your bid, when the City requires bidders to indicate whether they comply with specific items in the specification.

CONTACT INFO

City of Milwaukee Purchasing Division
200 East Wells Street, Room 601
Milwaukee, WI 53202

Phone: 414-286-3501

Fax: 414-286-5976

E-mail: procurement.services@milwaukee.gov

Website: milwaukee.gov/Purchasing





Grow your business by Bidding on City of Racine Opportunities



City of Racine Purchasing

PURCHASING

- The Purchasing department is a division within the City of Racine that's responsible for acquiring the goods and services required to operate.
- The City of Racine purchases with purpose. By buying goods and services, we are supporting the local economy, improving Racine and investing in our community.
- The Purchasing Department is responsible for getting estimates, quotes, proposals, bids, RFP's, issuing contracts, purchase orders, change orders & managing contracts.



TYPES OF PURCHASES

Purchases made by the City of Racine fall into three broad categories. These are:

- Goods and Services
- Professional, Technical and Expert Services
- Construction and Public Improvements

The methods used to purchase these items vary, depending on the estimated value and type of contract.



UNADVERTISED BIDS

Quotes, Estimates and Informal contract opportunities may not be advertised.

The City may solicit these bids by email, phone or fax.

Purchases for goods and services valued under \$10,000.00 are made by the department(s).

It is important for the City of Racine to have your contact information to receive requests for estimates, quotes, proposals and informal bids.



DOWNTOWN RACINE

Greater Racine Area
**Frank Lloyd Wright Heritage Site*

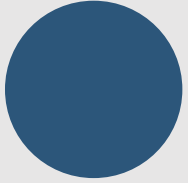
Downtown Racine/Marina (A)
 Racine Zoo (B)
 SC Johnson Headquarters (C)
 Golden Rondelle Theater (D)
 Thomas Hardy House (E)
 Willard Keland House (F)
 Windpoint Lighthouse (G)
 Wingspread Conference Center (H)

For more information visit realracine.com

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CONNECT WITH US



The City of Racine would like to utilize local companies and their products and services when possible.

In order to do that, we need to know what local companies exist and what they're available to do.

Send us your information:

- Company Name
- Contact Name
- Address
- Phone
- Email
- Type of goods/services you provide

To be added to our contact list for:

- Estimates
- Quotes
- Proposals
- Bids

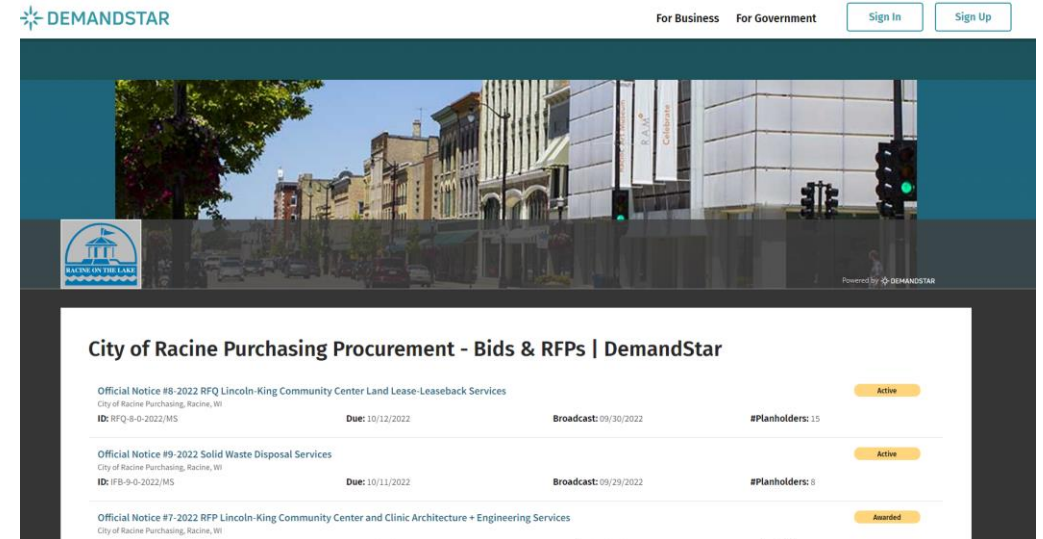


ONLINE

PURCHASING

More information on how to register at no cost can be found on our Purchasing Website.

If you are registered with DemandStar you will automatically receive notices of available documents that apply to your business.



DEMANDSTAR

www.cityofracine.org/purchasing

THANK YOU!

Monica G. Santos
Purchasing Agent

730 Washington Ave Rm 105
Racine, Wisconsin 53403
Office: (262) 636-9143

monica.santos@cityofracine.org

purchasing@cityofracine.org
www.cityofracine.org/purchasing



Doing Business With MMSD

Milwaukee Metropolitan Sewerage District
Procurement Policies, Opportunities, and Resources





Milwaukee Metropolitan Sewerage District
Envisions a healthier, cleaner, resilient region.

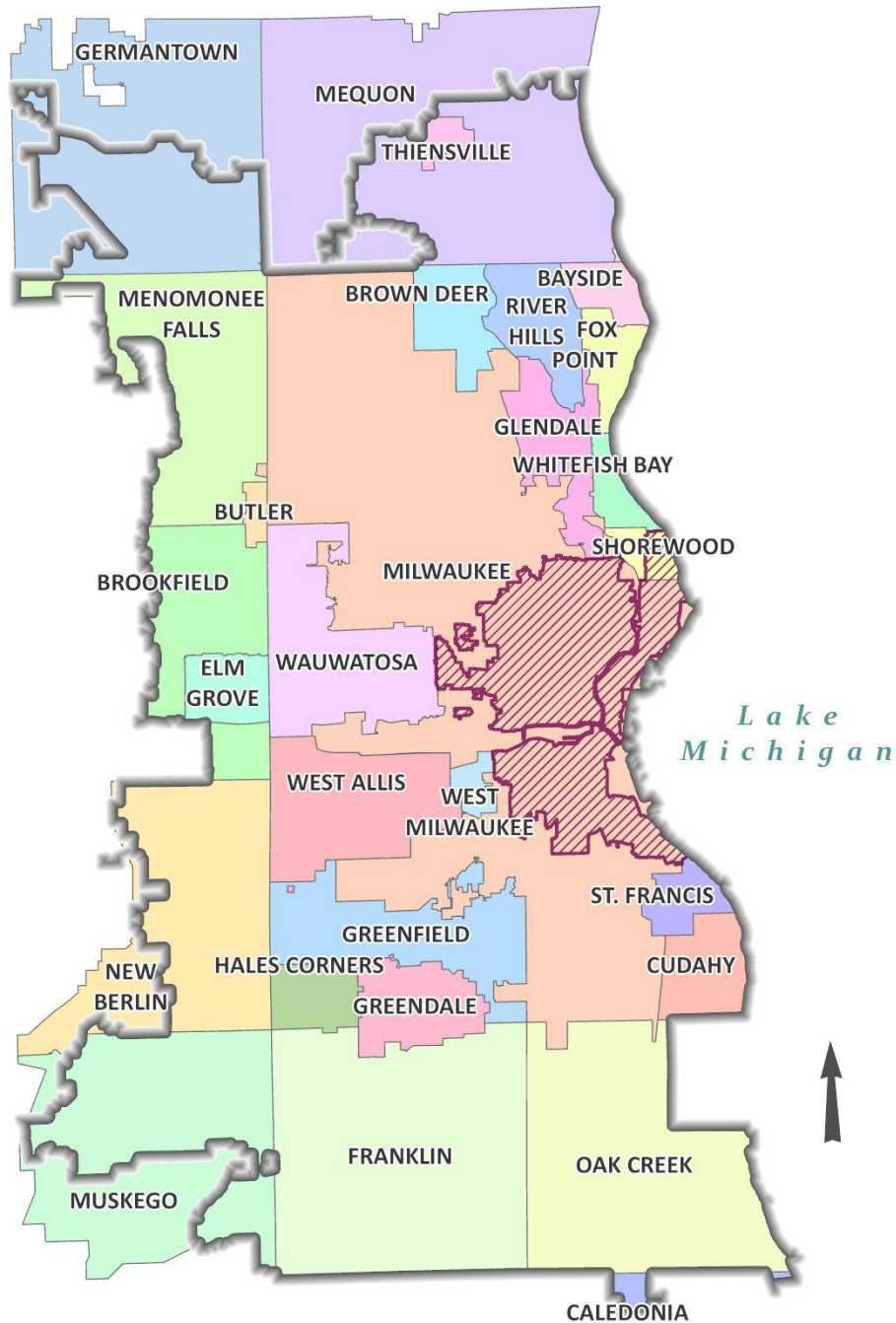
What Does MMSD Do?



Water Reclamation



Manage Flooding



Who Does MMSD Serve?



1.1 Million Customers

28 Municipalities

411 Square Mile Planning Area

Procurement & Supplier Development Vision Statement



Utilize procurement strategies to ensure organizational compliance with federal laws, state statutes, Commission policies, and best practices that advance the following principles:

Accountability

Ethics

Impartiality

Professionalism

Service

Transparency

Our goal is to acquire services, supplies, equipment and construction in the most cost-effective and efficient manner to meet the District's needs while ensuring a fair and open process.

Construction Opportunities



Electrical

Trucking

Painting / Sand Blasting (Mostly Industrial)

Plumbing

Mechanical & Industrial pipework

Insulation (Pipe)

Concrete work / cutting

On-site welding repairs

Slurry / concrete

Scaffolding

Excavation

Abatement Services & Testing

Demolition

Deconstruction

Vegetation Maintenance

Landscaping / restoration

Equipment rental

Rigging

Traffic control

Design & Planning Opportunities



Drafting / CADD Services

Geographic Information Services

Plan Preparation

Surveying

Landscape design

Archeological services

Modeling

Stakeholder Involvement

Wastewater / sewer

Instrumentation & Control

Geotechnical review

Electrical engineering

Civil engineering

Environmental engineering

Soil testing

Process / Operations analysis

Lead & asbestos testing

Water quality testing

Programming

Permitting / compliance

Other Procurement Needs



IT Services

Janitorial Services

Graphic Design Services

Laboratory Chemicals

Laboratory Equipment

Marketing

Office Furnishings

Pest Control

MMSD Projects and Opportunities



- **MMSD Procurement Opportunities Page**
- **Upcoming Procurement Opportunities posted quarterly**
- **The Daily Reporter**
- **Supplemental Email List by Request**
- **Bonfire - RFPs**
- **Quest – Construction Contracts**
- **Executive Director/Commission Award**



Active and Past Opportunities



<https://www.mmsd.com/procurement>

Procurement Opportunities

Please [click here](#) to access Quest CDN site to view current construction bid opportunities.

Please [click here](#) to access Bonfire Portal site to view current Request for Proposal and Request for Application opportunities.

All Listings		View Filter/Search Options
P01006C01 - INTERPLANT SOLIDS PIPELINE REPLACEMENT AT THE SOUTH SHORE WATER RECLAMATION FACILITY	Open	Due 6/16/2020 10:30 am CDT
S01015D01 - Engineering Services - Grit and Screenings Handling Equipment Replacement at South Shore Water Reclamation Facility	Open	Due 6/15/2020 1:00 pm CDT
S06038C12 - OPERATIONAL STORAGE PUMP AND SLUDGE FEED PUMP REPLACEMENTS AT SOUTH SHORE WATER RECLAMATION FACILITY	Open	Due 6/12/2020 10:30 am CDT
M03064P24-TO-03 - OVERPASS GREEN INFRASTRUCTURE/STORMWATER PROJECT	Open	Due 6/9/2020 10:30 am CDT
J06081D01 - ENGINEERING SERVICES – PHASE 1 MCC REPLACEMENTS AT JONES ISLAND WATER RECLAMATION FACILITY	Open	Due 6/9/2020 10:30 am CDT

MMSD Projects and Opportunities



- **MMSD Procurement Opportunities Page**
- **Links to Quest and Bonfire**
- **Prebid PowerPoint**
- **Audio File Presentation**
- **Interested Parties**
- **Construction Bids - ITB**



Request for Proposals



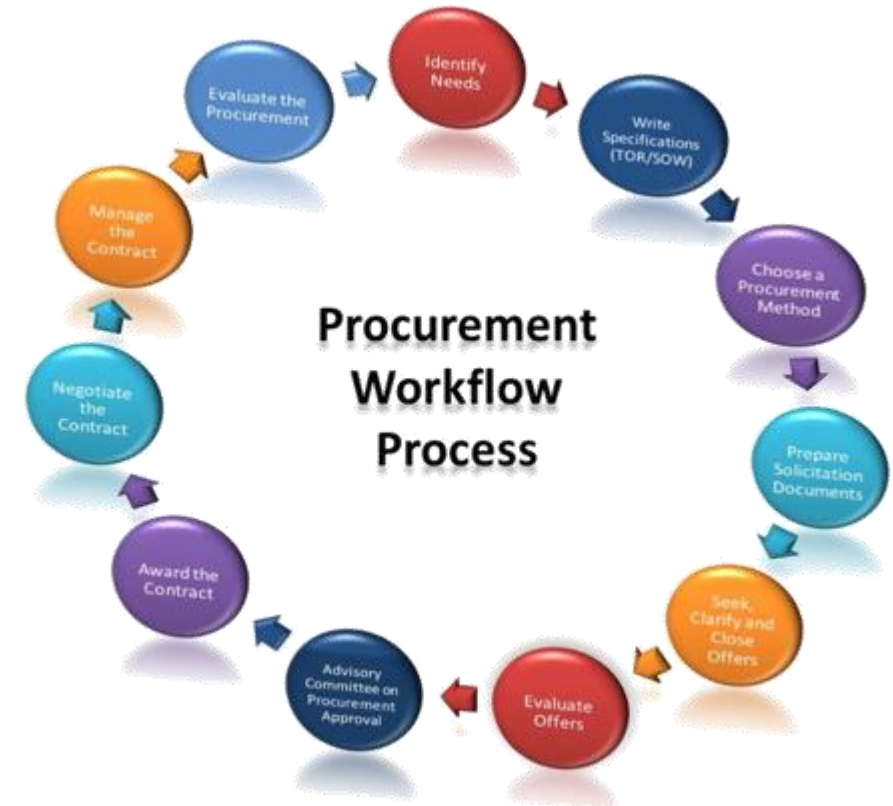
- Bonfire – Electronic Submissions Only
- Professional Services
- O&M Bids
- Free to the Vendor Community
- Planholders List Available by Request
- 30 – day proposal period
- "Public Files"
- Awarded by Evaluation Committee
- Potential for Negotiation Prior to Award



Construction Bids



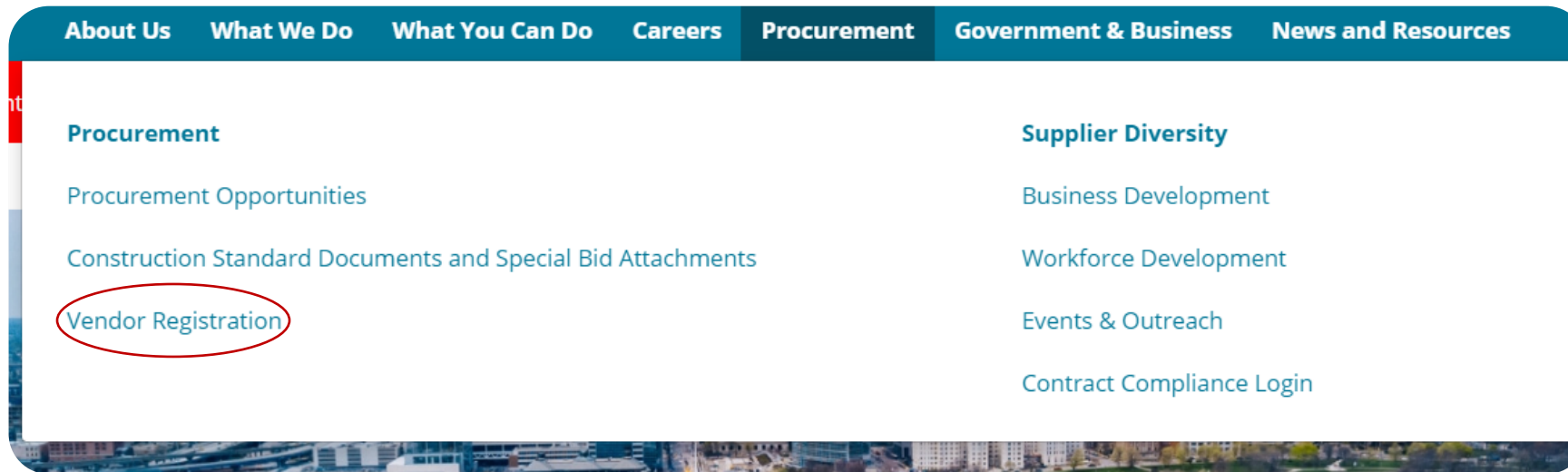
- Quest
- Construction Projects
- Become a Planholder
- 30-day Bid Period
- Lowest Responsible and Responsive Bidder
- No Negotiations
- Awarded once contracts are fully signed



Vendor Registration



<https://www.mmsd.com/procurement>



Veolia Water Milwaukee / District Partnership



- **Veolia Water Milwaukee (VWM) operates and maintains:**
 - **South Shore and Jones Island Water Reclamation Facilities**
 - **District Interceptor Sewer System and Inline Storage System**
- **VWM bids out repair and replacement work for most projects less than \$100,000**
- **Procurement opportunities available:**
<https://www.veolianorthamerica.com/milwaukee/procurement/>

MMSD Supplier Diversity Components



Outreach



**Contract
Compliance**



**Business
Development**



**Workforce
Development**

S/W/MBE Spend Goal



Annual SWMBE Participation Goal of 20%

	2018	2019	2020	2021	2022
SWMBE %	26.9%	33.6%	23.9%	28.7%	35.4%
SWMBE \$ (in millions)	\$17.1	\$29.5	\$26.9	\$24.7	\$41.9

30% Annual Average

S/W/MBE Certification



MMSD recognizes certifications from other agencies:

- State of WI – MBE/WBE/DVB
- DOT Unified Certification Program – M/DBE or W/DBE
- City of Milwaukee – SBE
- Milwaukee County – SBE
- WBENC – WBE
- NMSDC – MBE
- U.S. Dept. of Veteran Affairs – SDVOSB and VOSB

MMSD SBE Certification



Small Business Enterprise eligibility requirements:

- U.S. based business
- Independently owned, operated, and controlled
- Not an affiliate or subsidiary of business dominant in its field
- Owner shall control the day-to-day critical operations
- Registered with MMSD
- Meet the SBA size standard for industry

MMSD SBE Certification

- How to apply:
 - Complete MMSD SBE Application
 - Submit last three years of business tax returns
 - Register as a vendor with MMSD
- Valid for 3 years
- No cost to apply
- Short processing time (<30 days)



MMSD SMALL BUSINESS ENTERPRISE CERTIFICATION APPLICATION

Note: All information herein is subject to Wisconsin open records law. All data or information that is considered CONFIDENTIAL, PROPRIETARY, OR TRADE SECRETS should be specifically indicated as such.

COMPANY INFORMATION

Company Name: _____

Primary Contact: _____ Title: _____

Phone: _____ E-mail: _____

Address: (P.O. Box Not Acceptable) _____

City: _____ County: _____ State: _____ Zip: _____

Mailing Address: (P.O. Box Acceptable) _____

City: _____ County: _____ State: _____ Zip: _____

Federal Tax ID: _____ Date Business Established: _____ Number of Employees: _____

Legal Structure of Business (Check One):	Business Categories (Check All That Apply):
<input type="checkbox"/> Corporation	<input type="checkbox"/> Commodity
<input type="checkbox"/> Limited Liability Company (LLC)	<input type="checkbox"/> Construction
<input type="checkbox"/> Partnership	<input type="checkbox"/> Engineering
<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> General Services
<input type="checkbox"/> Other _____	<input type="checkbox"/> Non-Profit
	<input type="checkbox"/> Professional
	<input type="checkbox"/> Other _____


Brief Business Description:

Enter the NAICS Code(s) that best represent the products and/or services provided by your business. To determine your company's NAICS code(s), visit https://www.naics.com/search/			

S/W/MBE Directory



<https://www.mmsd.com/procurement/supplier-diversity>



Contract and Vendor Management System

Log In

Vendor Certification

Search our database of certified MBE, WBE, SBE, DBE, and VBE vendors

SWMBE Public Directory

Vendor Registration

Join our database of registered vendors

Registered Directory

Apply for Registration

About the System

Learn more about this system and how it works today

Information for Vendors

Account Access

Lookup Vendor accounts or reset user passwords

Account Lookup

Forgot Password

MMSD Certified Directory

Search the MMSD Certified Directory by entering search criteria and clicking Search. You must select at least one certification type. You can also search by a variety of other fields which are listed below.

For more information on MMSD SWMBE certification program please visit the [MMSD Supplier Diversity webpage](#).

Search results may be downloaded to Excel, by clicking the "Download Results to Excel" button after your search results are displayed. To download the full Certification Directory do not enter search criteria, scroll to the bottom of the page and click the "Download Entire Directory to Excel" button.

Search by Certification Type

Certifications

- ☒ Minority Business Enterprise (MBE)
- ☒ Women Business Enterprise (WBE)
- ☒ Minority/Disadvantaged Business Enterprise (M/DBE)
- ☒ Small Business Enterprise (SBE)
- ☒ Veteran Business Enterprise (VBE)
- ☒ Women/Disadvantaged Business Enterprise (W/DBE)

Search by Business Name or DBA

Business Name/DBA

Tip: Try just a few letters of the firm's name.

Search by Business Description

Business Description

Tip: Try just a few letters of a keyword.

Search by Commodity Code

Commodity Codes

Click to Lookup Commodity Codes

Business Development



Business Capacity Development Program (BCDP)

BCDP is designed to increase the capacity and capabilities of S/W/MBE firms to better compete for and participate on MMSD projects.

Program includes:

- * In-person business development training seminars
- * Online training curriculum
- * One-on-one business mentoring



<https://www.mmsd.com/procurement/business-development>

Classes ongoing now!

Student Internships



Regional Internships in Science & Engineering (RISE) Program

RISE is a career and professional development program providing meaningful work experience and professional relationships with local construction and engineering firms, consultants and planners to prepare students for success in the Greater Milwaukee infrastructure job market.

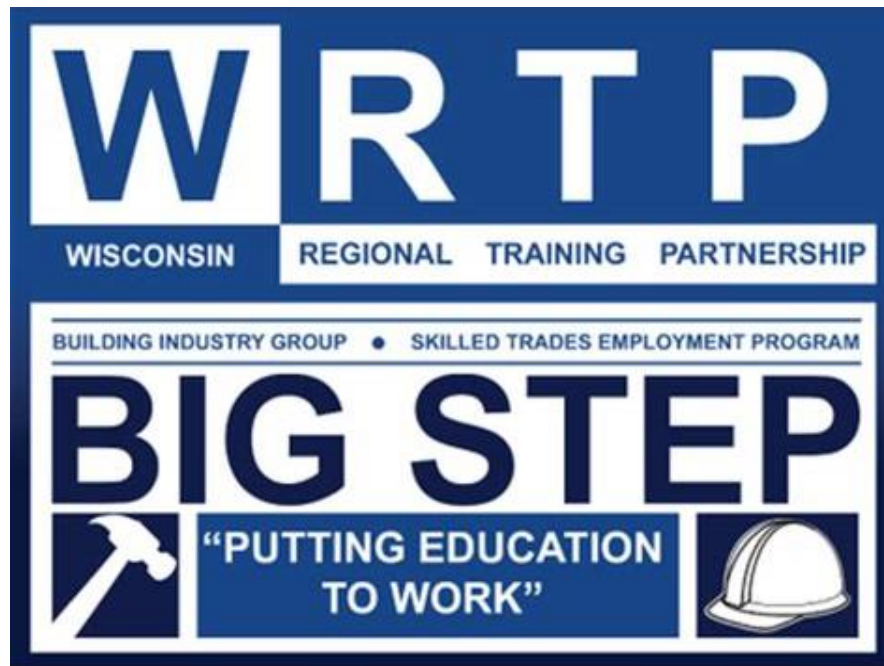


<https://www.mmsd.com/careers/workforce-development>

Workforce Development



Apprentice Training & Placement Program



<https://www.mmsd.com/careers/workforce-development>

Next Steps



1. Register as a vendor
2. Become S/W/MBE-certified, if eligible
3. Attend Business Capacity Development Program classes
4. View Procurement Opportunities page
5. Bid on MMSD projects
6. Ask questions!

<https://www.mmsd.com/procurement/>



Contact Us



www.mmsd.com



procurement@mmsd.com



260 W Seeboth Street
Milwaukee, WI 53204



UPCOMING TRAINING - EVENTS

Sales Opportunities with Local Government Agencies

May 25

City of Madison

ACQUISITION HOUR LIVE WEBINAR SERIES

June 6

Government Furnished Property

This webinar will cover

Government Property clauses, how to apply the clauses, what tools/ processes must be in place before you are able to receive government property

...More information and registrations at wispro.org/events

May 16, 2023

FOR ASSISTANCE

Wisconsin Procurement Institute (WPI)

www.wispro.org

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Michael Steger MichaelS@wispro.org | 414-270-3600

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Milwaukee, WI 53226