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In This Issue

- Preparing for Marketplace 2014
- Better Buying 3.0 – Achieving Dominant Capabilities through Technical Excellence and Innovation
- NAVFAC Midwest Closing
- WPI Awarded by Wisconsin Department of Veterans Affairs
- Wisconsin Businesses Compete for Best Sales Pitch at Small Business Olympics

Upcoming Events

10/15/14 – Manufacturing for the Military – An Introduction for Small Business - Montello

10/30/14 – Fort McCoy Small Business Conference

11/5/14 – EPA Region 5 Small Business Conference - Chicago

11/11/14 - Contractor Briefing – Winning Strategies - Milwaukee

News Stories

Contract Opportunities Northwestern Mutual Tower and Commons

SBIR Grants Help Increase Company Growth, Decrease Forest Waste

Volk Field Air Controllers Gear Up After Fire Strikes Chicago Facility

Welcome to WPI's Inaugural Newsletter!

WPI's mission is to assist Wisconsin businesses in creating, developing and growing their Federal, State and Local Government sales, revenues, profits and jobs.

Happy Fiscal Year 2015! We hope the information in this newsletter brings you closer to your business goals.

Marketplace 2014, October 22nd and 23rd

Small businesses seeking an edge when attending Marketplace 2014 have had the opportunity to attend one of 12 classes around the state. "Creating, Developing and Growing New Business Opportunities" provides the opportunity to learn how to sell to different market segments, how to meet with potential customers and how to locate opportunities. Attendees are provided the opportunity to network with expert presenters and prime contractors at each event. Classes are still available. Register at <http://www.wispro.org>.



Attendees of Marketplace will have the opportunity to meet one-on-one with agency buyers and prime contractors around the state. Come prepared to showcase your company's potential.

Important Websites

<https://www.sam.gov>

The System for Award Management

<https://www.sba.gov/content/federal-contracting-resources-small-businesses>

Understanding the Federal Marketplace – Contracting Resources for Small Business

Contact Us

<http://www.wispro.org>

info@wispro.org

Better Buying Power 3.0 - Achieving Dominant Capabilities through Technical Excellence and Innovation

Frank Kendall, Undersecretary of Defense for Acquisition, Technology and Logistics, released the draft version of Better Buying Power 3.0 – Achieving Dominant Capabilities through Technical Excellence and Innovation – in September. The White Paper is available for review at http://bbp.dau.mil/docs/2_Better_Buying_3_0%2819_September_2014%29.pdf.

To learn more about this initiative – visit the BBP website at <http://bbp.dau.mil>.

NavFAC Midwest Closing

Midwest Naval Facilities Engineering Command (NavFAC) Midwest held a dis-establishment ceremony on September 30th at Naval Station Great Lakes. NAVFAC Midwest's decommissioning is a result of DOD budget reductions.

NavFACs Southeast, Mid-Atlantic and Northwest commands will assume NavFac Midwest's workload and will continue to deliver all NavFAC products and services to NSGL, NSA Crane and MSA Mid-South, MARFORRES and others with no interruption.


WPI Awarded by WDVA

The Wisconsin Procurement Institute was recently honored at Volk Field by the Wisconsin Department of Veterans Affairs for its work within the veteran community.

The award reads:

"This plaque is presented to the Wisconsin Procurement Institute (WPI) for appreciation and support in partnering with the Wisconsin Department of Veterans Affairs to host the nation's first "US Department of Veterans Affairs State Opportunity Showcase (SOS)." WPI's continued support in working with this agency to assist veterans with becoming an entrepreneur and teaching them how to access state and federal contracts sets the example for all others to follow. The support, effort and results provided by the WPI team are commendable.

WI Small Businesses Compete for Best Sales Pitch at Small Business Olympics



Six Wisconsin businesses came home as winners after participating in the Small Business Olympics at the 8th Annual Volk Field Small Business Conference.

The Small Business Olympics gave companies a chance to give a brief “pitch” detailing why its company was best suited to win a government or prime contract. Judges included members of various government agencies as well as individuals from large prime contractors.

Overall winners included:

- 1st place: Keith Plaster- Panancea Group – pangro.com
- 2nd place: Dan Massopust – USA Sculptures – www.usasculptures.com
- 3rd place: Ceres Berwanger – CT Laboratories – ctlaboratories.com

Winners included in the Capabilities Statement category were:

- 1st place: Erin Starks – KL Engineering – klengineering.com
- 2nd place: Lesa Bunce – Management Decisions - managementdecisions.com
- 3rd place: Kristy McArthur – KLP Awards – www.klpawards.com