



A Procurement Technical
Assistance Center (PTAC)

A photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and trees with autumn foliage are visible in the foreground.

ACQUISITION HOUR: SELLING TO THE STATE OF WISCONSIN AND LOCAL GOVERNMENTS

September 19, 2017



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!

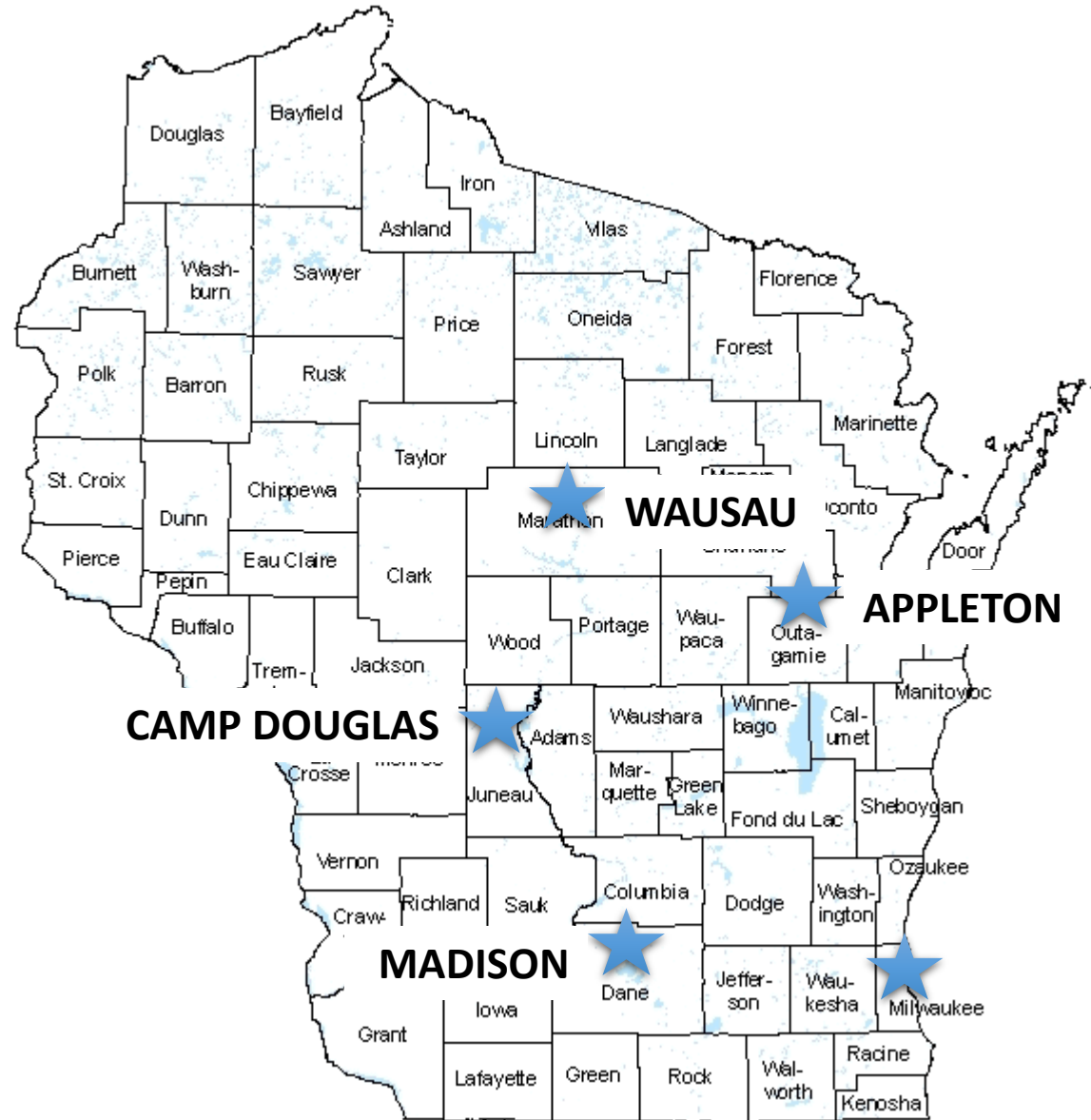
ABOUT WPI

SUPPORTING THE MISSION

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

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



Search ...

BLOG

SERVICES

ABOUT

MY ACCOUNT

DONATE

CONTACT



EVENT CALENDAR

FEDERAL GOVERNMENT

STATE & LOCAL GOVERNMENT

OTHER GOVERNMENT & GRANTS

SUCCESS & AWARDS

FAQS

WPI'S CURRENT NEWSLETTER

www.wispro.org

UPCOMING EVENTS

AUGUST 16 2017

ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS

AUGUST 17 2017

ACQUISITION HOUR - THE END OF THE FISCAL YEAR IS HERE: WHAT IS HOT AND WHAT IS NOT

SEPTEMBER 19 2017

ACQUISITION HOUR: SELLING TO THE STATE OF WISCONSIN AND LOCAL GOVERNMENTS

SEPTEMBER 20 2017

ACQUISITION HOUR: OVERVIEW OF THE FEDERAL ACQUISITION REGULATIONS (FAR)

OCTOBER 4 2017

ACQUISITION HOUR: ESRS INDIVIDUAL SUBCONTRACTOR REPORTING (ISR) BASICS

CURRENT OPPORTUNITIES (5)

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 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

SELLING TO THE STATE AND LOCAL GOVERNMENT

September 19, 2017

Kate Hill



Experienced
Responsive
Effective

Heartland Information Research, Inc

6434 W. North Avenue

Wauwatosa, Wisconsin 53213

www.hirservices.com

P 414.727.2095 F 866.612.5083

STATE PROCUREMENT

STATE PROCUREMENT PROCESS

State laws require the use of the bid process whenever possible to promote free and open competition while allowing the state to pay the best price for an appropriate product. This is accomplished by awarding the solicitation to the lowest responsible bidder.

The State of Wisconsin recently adjusted its bid levels to streamline the purchasing process for state agencies and vendors.

For best judgment and simplified bidding procurements, agencies make a special effort to award to small businesses, veteran-owned businesses, disabled veteran-owned businesses, minority businesses, and work centers.

STATE PROCUREMENT PROCESS

Purchases of \$5000 or less

Purchases may be made from vendors who, according to the best judgment of the purchasing agent, can supply the item of appropriate quality at a reasonable price.

Purchases over \$5000 through \$50,000

The purchasing agent compares three or more bids from at least three or more bidders, whenever possible, from price lists, quotes on file, phone or verbal quotes, or written bids. The low bid price should be confirmed in writing by the vendor.

Over \$50,000

At this level, a formal process is used. Solicitations are advertised on the State of Wisconsin Public Notices website. In addition, the solicitations are posted on VendorNet.

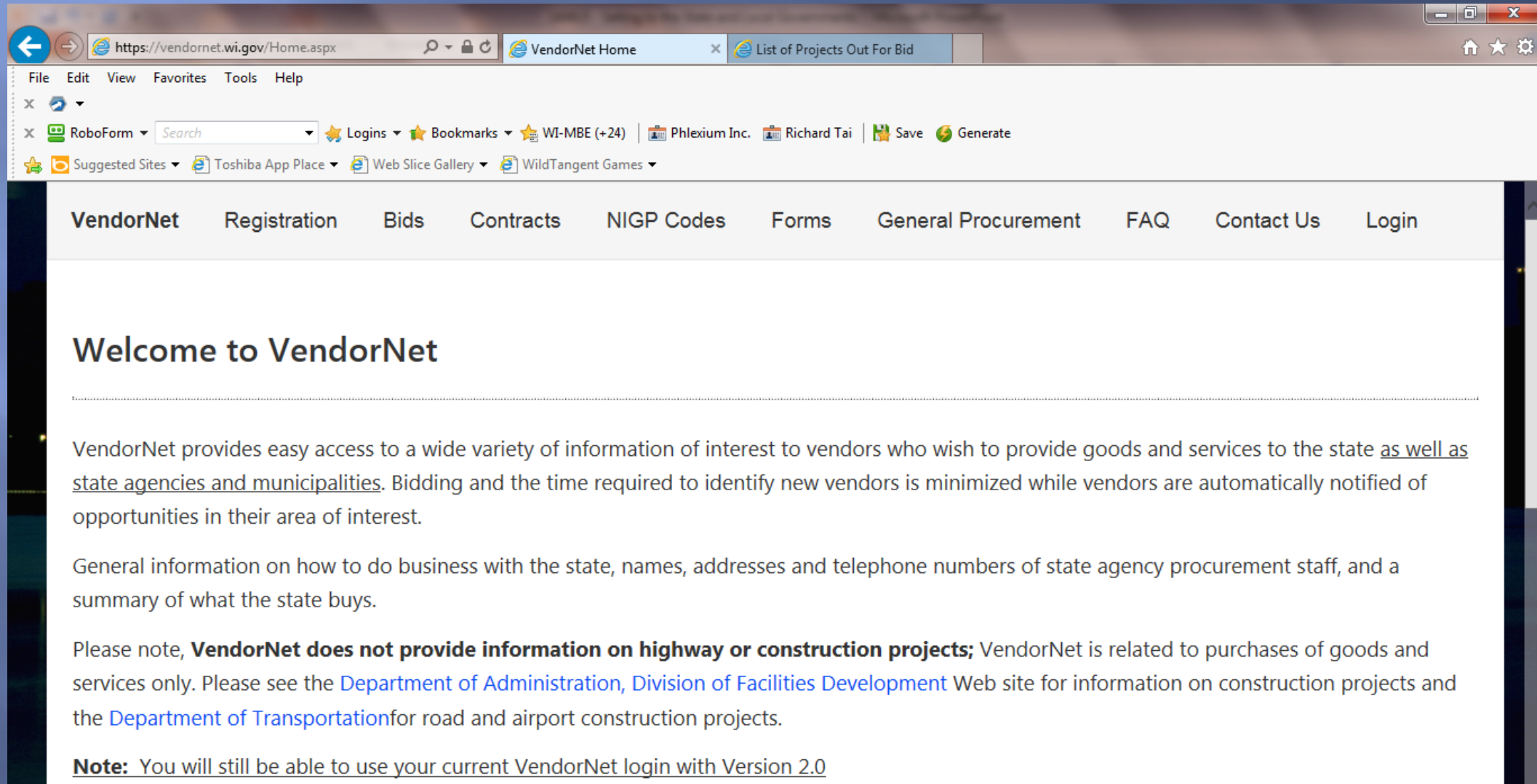
STATE PROCUREMENT PROCESS

VendorNet does not provide information on highway or building construction projects. It contains only purchases of goods and services.

For Building Construction Projects – Go to the Department of Administration, Division of Facilities Development website for information.

For Road and Airport Construction Projects – Go to the Department of Transportation website and select the Doing Business option for information.

VENDORNET 2.0



The screenshot shows a web browser window with the URL <https://vendornet.wi.gov/Home.aspx>. The browser's address bar shows two tabs: "VendorNet Home" and "List of Projects Out For Bid". The browser's menu bar includes "File", "Edit", "View", "Favorites", "Tools", and "Help". The browser's toolbar shows a search bar with the text "Search", a "Logins" button, a "Bookmarks" button, a "WI-MBE (+24)" button, a "Phlexium Inc." button, a "Richard Tai" button, a "Save" button, and a "Generate" button. The browser's suggested sites list includes "Toshiba App Place", "Web Slice Gallery", and "WildTangent Games".

The website's navigation menu includes the following links: [VendorNet](#), [Registration](#), [Bids](#), [Contracts](#), [NIGP Codes](#), [Forms](#), [General Procurement](#), [FAQ](#), [Contact Us](#), and [Login](#).

Welcome to VendorNet

VendorNet provides easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the state as well as state agencies and municipalities. Bidding and the time required to identify new vendors is minimized while vendors are automatically notified of opportunities in their area of interest.

General information on how to do business with the state, names, addresses and telephone numbers of state agency procurement staff, and a summary of what the state buys.

Please note, **VendorNet does not provide information on highway or construction projects**; VendorNet is related to purchases of goods and services only. Please see the [Department of Administration, Division of Facilities Development](#) Web site for information on construction projects and the [Department of Transportation](#) for road and airport construction projects.

Note: You will still be able to use your current VendorNet login with Version 2.0

VENDORNET 2.0

State of Wisconsin Bid Amendment - Message (HTML)

File Message

From: VendorNet Communication <noreply@wisconsin.gov> Sent: Tue 6/14/2016 11:37
To: State Vendor List
Cc:
Subject: State of Wisconsin Bid Amendment

Agency Bid Number: 17-5693 - Bid Title: CONSULTATION SERVICES FOR FORWARD MADISON PROJECT STRAND EVALUATION (UW-MAD) [17-5693]

click [here](#) for bid info


NOTICE OF BID AMENDMENT

Dear Vendor:

Amendment #1 issued to: (1) the **DUE DATE** has been **EXTENDED** to: **June 21, 2016 @ 2:00 PM CDT** and (2) provide answers to questions received from proposers.

Amendment #2 was issued to answer a proposer's question.

Click on a photo to see social network updates and email messages from this person.



STATE OF WISCONSIN ESUPPLIER

The State of Wisconsin Department of Administration officially launched the Wisconsin eSupplier Bidder Portal on September 12, 2017. There are a number of resources available to help you successfully navigate this transition, including an interactive training video, job aids, and a list of answers to Frequently Asked Questions. These resources may be found on the eSupplier Bidder Portal homepage at eSupplier.wi.gov. For your convenience, you can review any of the communications we have previously sent out about this transition by navigating to **General Procurement > Strategic Sourcing**.

VendorNet will still be available for use by University of Wisconsin System campuses and municipalities who will not be using the Wisconsin eSupplier Portal.

STATE OF WISCONSIN ESUPPLIER

The State of Wisconsin's Web Access Management System (WAMS) allows authorized individuals to access state internet applications using the same means of identification for all State Web applications. If you don't have a WAMS ID, you will need to go through the registration process.

<http://doa.wi.gov/Documents/DEO/Procurement/StrategicSourcing/BiddersRegistration.pdf>

DEPARTMENT OF ADMINISTRATION

http://www.doa.state.wi.us/Home

Department of Administrati... x List of Projects Out For Bid VendorNet Home List of Projects Out For Bid

View Favorites Tools Help

Form Search Logins Bookmarks DWD-JRConstruction (+5) Phlexium Inc. Richard Tai Save Generate

Most Sites Toshiba App Place Web Slice Gallery WildTangent Games

WISCONSIN DEPARTMENT OF ADMINISTRATION

Google Custom Search Search

Welcome!
Thank you for visiting DOA today. Our department has several key functions: we help the governor develop and implement the state budget, and we support other state agencies and their programs by offering services such as centralized purchasing and financial management. The ultimate goal of all our programs is to offer Wisconsin residents the most efficient, highest-quality state government services possible.



Join a VanPool

Small image thumbnails at the bottom of the VanPool graphic.

News from DOA

- [Madison State Office Master Plan Offers Savings for Taxpayers - 3/17/2016](#)
- [Jeff Anderson Named Wisconsin State Controller - 3/9/2016](#)
- [Governor Scott Walker Announces Grants Available for TEACH Educational Technology Teacher Training - 3/3/2016](#)

[More News...](#)

For State Employees

- [Document Sales](#)
- [Employee Assistance Program](#)
- [Facilities Service Request](#) (Login Required)
- [Records Center](#)
- [Reserve a Fleet Car](#)
- [Telephone & Email Directory](#)
- [VanPools](#)
- [DOA Job Opportunities](#)

Most Requested

- [Apply for Raffle License](#)
- [Architect/Engineer Opportunities](#)
- [Budget / Budget Reports](#)
- [Calendar of Events](#)
- [College Savings Plans](#)
- [Construction Project Bidding](#)



DEPARTMENT OF TRANSPORTATION

The image is a screenshot of a web browser displaying the Wisconsin Department of Transportation website. The browser's address bar shows the URL <http://wisconsin.gov/Pages/home.aspx>. The browser's menu bar includes 'File', 'Edit', 'View', 'Favorites', 'Tools', and 'Help'. The toolbar contains various icons and text, including 'RoboForm', a search box, 'Logins', 'Bookmarks', '(passcards)', 'Phlexium Inc.', 'Richard Tai', 'Save', and 'Generate'. The website header features the 'WISCONSIN.GOV' logo and an 'Agency Directory' link. The main content area has a background image of a forested landscape. On the left, there is a search box labeled 'Search Wisconsin DOT'. The central text reads 'State of Wisconsin Department of Transportation'. A dark blue navigation bar contains several menu items: 'ONLINE SERVICES', 'DMV', 'DOING BUSINESS', 'TRAVEL', 'SAFETY', 'PROJECTS AND STUDIES', and 'ABOUT W...'. The 'DOING BUSINESS' item is circled in red, and a dropdown menu is open below it, listing the following options: 'Engineers and consultants', 'Contractors', 'Civil rights and compliance', 'Purchasing', 'Local government', 'Aeronautics', 'Real estate / Right of way use', and 'Freight / Economic Dev'. At the bottom of the page, there is a 'Welcome to WisDOT!' message and a partial sentence: 'Thanks for visiting the Wisconsin Depart... on the web We're pleased to meet your business needs'.

http://wisconsin.gov/Pages/home.aspx

Department of Administration ... List of Projects Out For Bid VendorNet Home Wisconsin Department of T...

File Edit View Favorites Tools Help

RoboForm Search Logins Bookmarks (passcards) Phlexium Inc. Richard Tai Save Generate

Suggested Sites Toshiba App Place Web Slice Gallery WildTangent Games

WISCONSIN.GOV Agency Directory

WISCONSIN DEPARTMENT OF TRANSPORTATION State of Wisconsin Department of Transportation

ONLINE SERVICES DMV **DOING BUSINESS** TRAVEL SAFETY PROJECTS AND STUDIES ABOUT W...

Search Wisconsin DOT

Welcome to WisDOT!
Thanks for visiting the Wisconsin Depart... on the web We're pleased to meet your business needs

- Engineers and consultants
- Contractors
- Civil rights and compliance
- Purchasing
- Local government
- Aeronautics
- Real estate / Right of way use
- Freight / Economic Dev

COUNTY GOVERNMENT PROCUREMENT

COUNTY GOVERNMENT PROCUREMENT

- Different for each county
- Have the option to post opportunities on VendorNet
- Research
 - ❖ Large Counties: Dane, Milwaukee, Waukesha, etc. have separate Purchasing Department with multiple buyers responsible for procurement of goods and services
 - ❖ Small Counties: Part-time staff in Department of Administration or County Clerk's office

COUNTY GOVERNMENT PROCUREMENT

- ❖ Spending Forecast
- ❖ Vendor Registration
- ❖ Opportunity Notification
- ❖ Bidding Process

Online Demonstration if WiFi available and time allowed

COUNTY GOVERNMENT PROCUREMENT

The screenshot shows a web browser window displaying the County of Milwaukee website. The browser's address bar shows the URL <http://county.milwaukee.gov/MilwaukeeCounty7699.I>. The website header includes the 'goMilwaukee > Milwaukee County' logo and a navigation menu with links for Home, Do Business, Live & Work, Departments, Services, Payments, Translate, Careers, and Local Municipalities. A search bar and a Sitemap link are also present.

The main content area features a 'Printable Version' link and a 'County of Milwaukee' heading. Below this, there is a 'Milwaukee.gov' link and a 'Promoting Milwaukee County' section with the text 'Welcome to the GoMilwaukee website!'. A featured article titled 'Domes Updates: All Domes Open as of October 29, 2016!' includes a photo of a dome and text stating that the Mitchell Park Conservatory Domes are open to the public as of October 29, 2016, in time for the upcoming harvest and holiday seasons. A link is provided to read more about the domes.

Another article titled 'Energy Assistance Program 2016' features a logo with a house and a leaf, and text explaining that the program provides qualified Milwaukee County residents with a one-time annual payment to make energy (heating and electric) bills more affordable. A link is provided to read more about the program.

On the right side of the page, there is a profile for County Executive Chris Abele, including a photo and a Facebook link. Below this is a link to 'Tweets by @ChrisAbeleMKE'. At the bottom right, there is a logo for the 'Milwaukee County BOARD OF SUPERVISORS' and a link to 'Special Reports'.

The browser's taskbar at the bottom shows the Windows logo, a search bar, and several application icons. The system tray on the right indicates the time as 1:23 AM on 2/15/2017.

COUNTY GOVERNMENT PROCUREMENT

The screenshot displays the Waukesha County website interface. At the top, the browser address bar shows the URL <https://www.waukeshacounty.gov/>. The website header features the Waukesha County logo with the slogan "LEADING THE WAY" and a search bar. Below the header is a navigation menu with links for "Home", "I want to +", "Services +", "Departments +", and "About +". The main content area is organized into several columns and sections:

- UPCOMING EVENTS:** A section with a calendar icon and a "View All Events" link.
- Parks Online Services:** A section with a tree icon.
- Apply For:** A column containing links for "Marriage License", "Passport Information", "Job", and "Click here for more".
- Pay and File:** A column containing links for "Court Documents", "Divorce", "Taxes", and "Click here for more".
- Locate:** A column containing links for "Jail", "Parks / PLU", "Sheriff", and "Click here for more".
- Look Up:** A column containing links for "IT Project Reports", "Court Calendar", "Recycling", and "Click here for more".
- Request:** A column containing links for "Birth Certificate", "Death Certificate", "Marriage Certificate", and "Click here for more".
- Find WC Info:** A column containing links for "Agendas / Minutes", "Budget Information", "County Board", and "Click here for more".
- Report:** A column containing links for "Emergency Alerts", "Report Crime", and "Road Closures".
- Help:** A column containing links for "Senior and Disability Services", "Alcohol / Drug", and "Public Health".
- Work with WC:** A column containing links for "Contractor Supplier", "Register as Vendor", and "View Bids".

The bottom of the page shows the Windows taskbar with the search bar and system tray, indicating the time is 1:27 AM on 2/15/2017.

QUESTIONS?

ACQUISITION HOUR LIVE WEBINAR SERIES

- September 20, 2017 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- October 4, 2017 – **eSRS Individual Subcontractor Reporting (ISR) Basics** – [CLICK HERE](#) for additional information – presented by Kim Garber, Wisconsin Procurement Institute (WPI)
- October 17, 2017 – **Packaging Shipping and Invoicing Using WAWF I-RAPT** – [CLICK HERE](#) for additional information – presented by Pat Hotton, Bentley World Packaging Ltd. & Ben Blanc, Wisconsin Procurement Institute (WPI)
- October 18, 2017 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- October 24, 2017 – **The Contractor Purchasing System Review (CPSR) Series part 1 of 4** – [CLICK HERE](#) for additional information – presented by Phil Bail, Phil Bail and Associates

ACQUISITION HOUR LIVE WEBINAR SERIES

- October 31, 2017 – **The Contractor Purchasing System Review (CPSR) Series part 2 of 4** – [CLICK HERE](#) for additional information – presented by Phil Bail, Phil Bail and Associates
- November 1, 2017 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- November 7, 2017 – **The Contractor Purchasing System Review (CPSR) Series part 3 of 4** – [CLICK HERE](#) for additional information – presented by Phil Bail, Phil Bail and Associates
- November 8, 2017 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- November 14, 2017 – **The Contractor Purchasing System Review (CPSR) Series part 4 of 4** – [CLICK HERE](#) for additional information – presented by Phil Bail, Phil Bail and Associates
- November 28, 2017 – **The HUBZone Program – Certification Benefits and New Regulations** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, Lead Business Opportunity Specialist, US.Small Business Administration (SBA)

MARKETPLACE 2017

Save the date: December 13 – 14

PRE-MARKETPLACE Series presented by WPI
<https://premarketplacewi.org/>



QUESTIONS?

SURVEY



PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Kate Hill

Heartland Information Research, Inc

414-727-2095

Benjamin Blanc, CFCM, CPPS | Government Contract Specialist

Benjaminb@wispro.org **414-270-3600**

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226