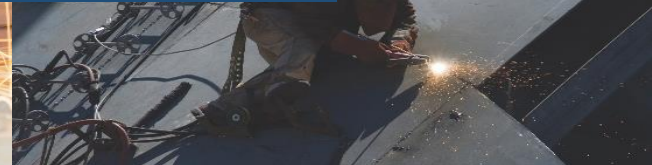


**ACQUISITION HOUR : THE END OF THE
FISCAL YEAR IS HERE: WHAT IS HOT AND
WHAT IS NOT
AUGUST 17, 2017**



WEBINAR ETIQUETTE

- Please
 - When logging into go-to-meeting, enter the name that you have registered with
 - Put your phone or computer on mute
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- Thank you!

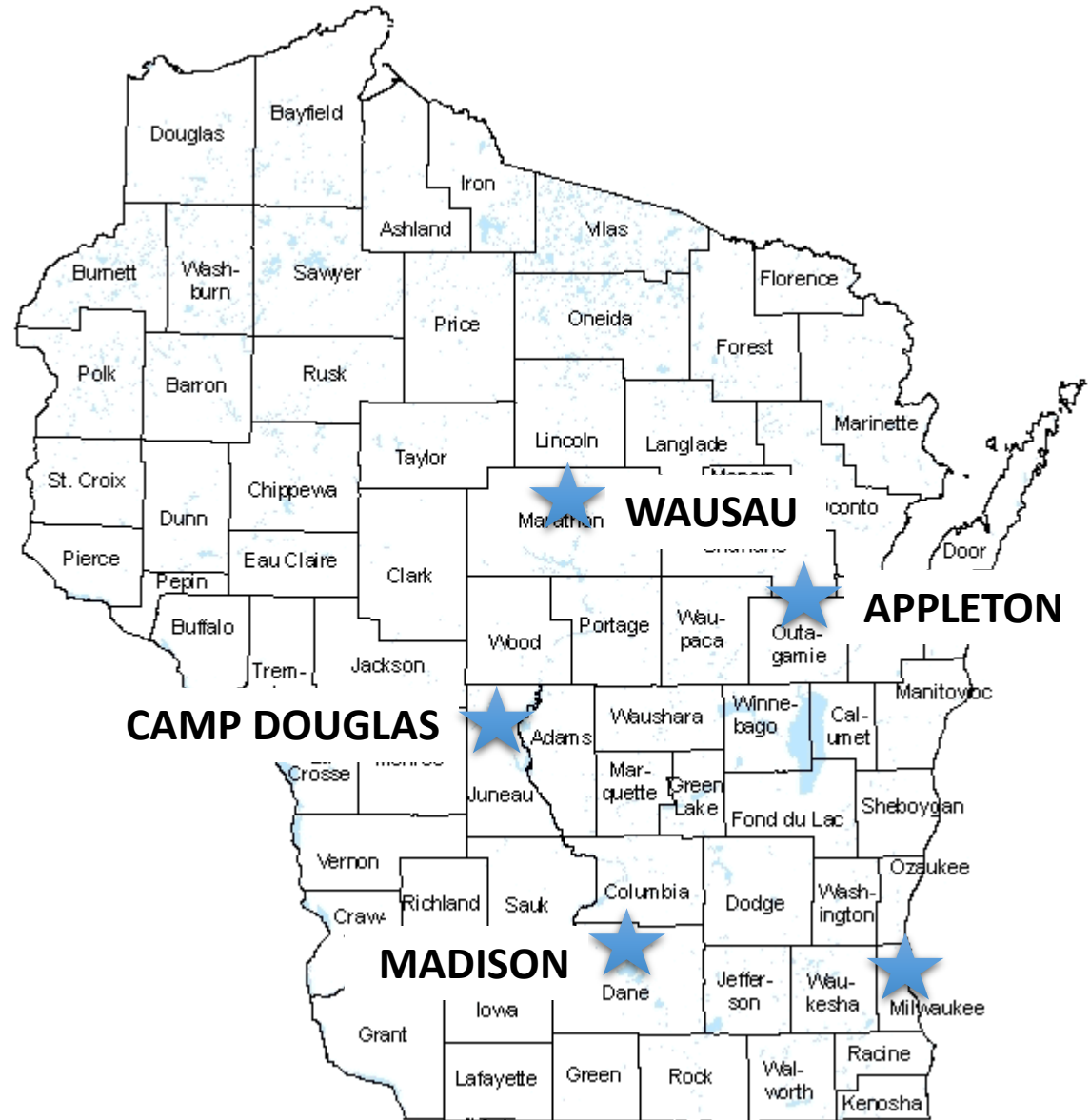
ABOUT WPI

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*



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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

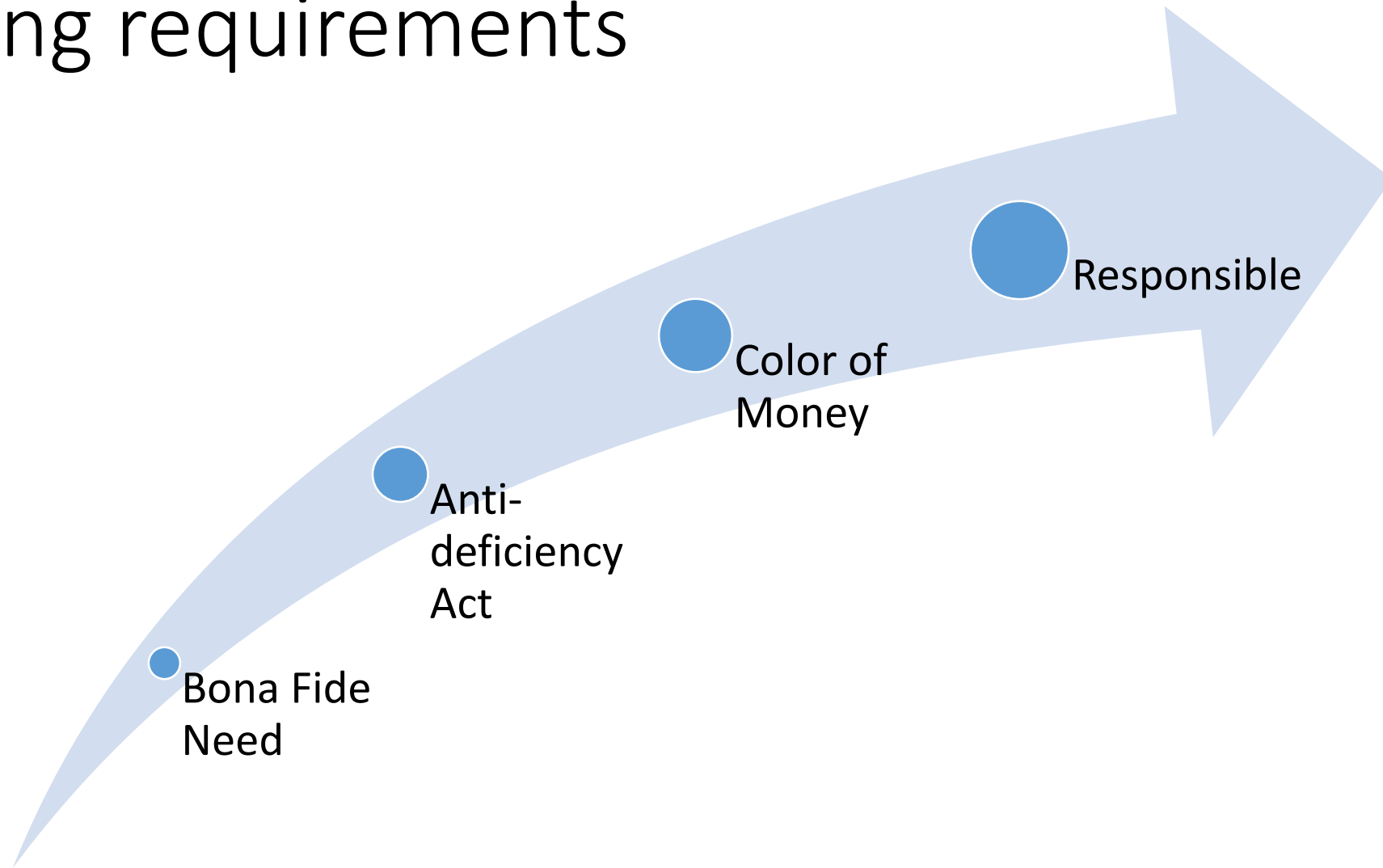
The End of the Fiscal Year is Here: What is Hot and What is Not

Marc N. Violante

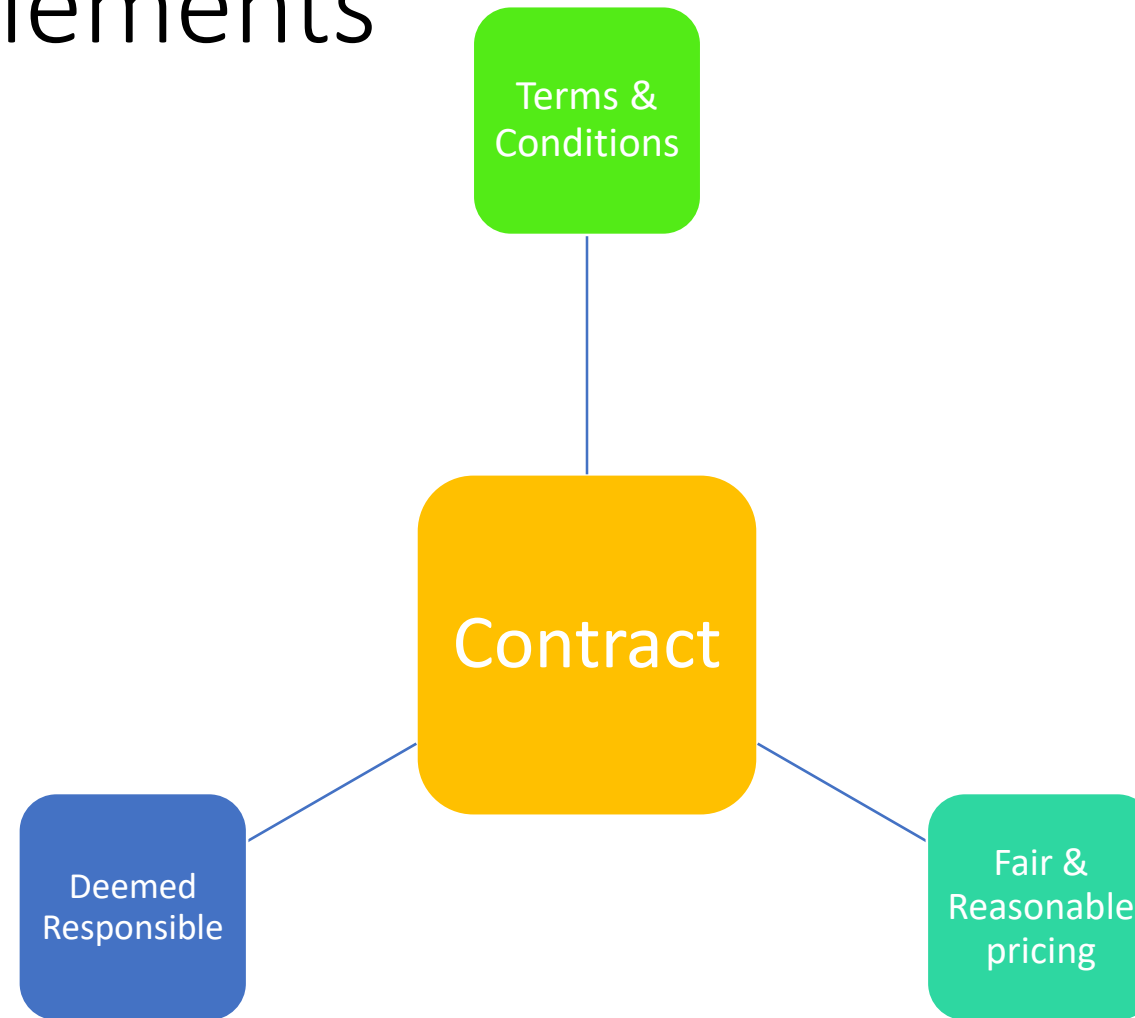
Wisconsin Procurement Institute

August 17, 2017



Driving requirements

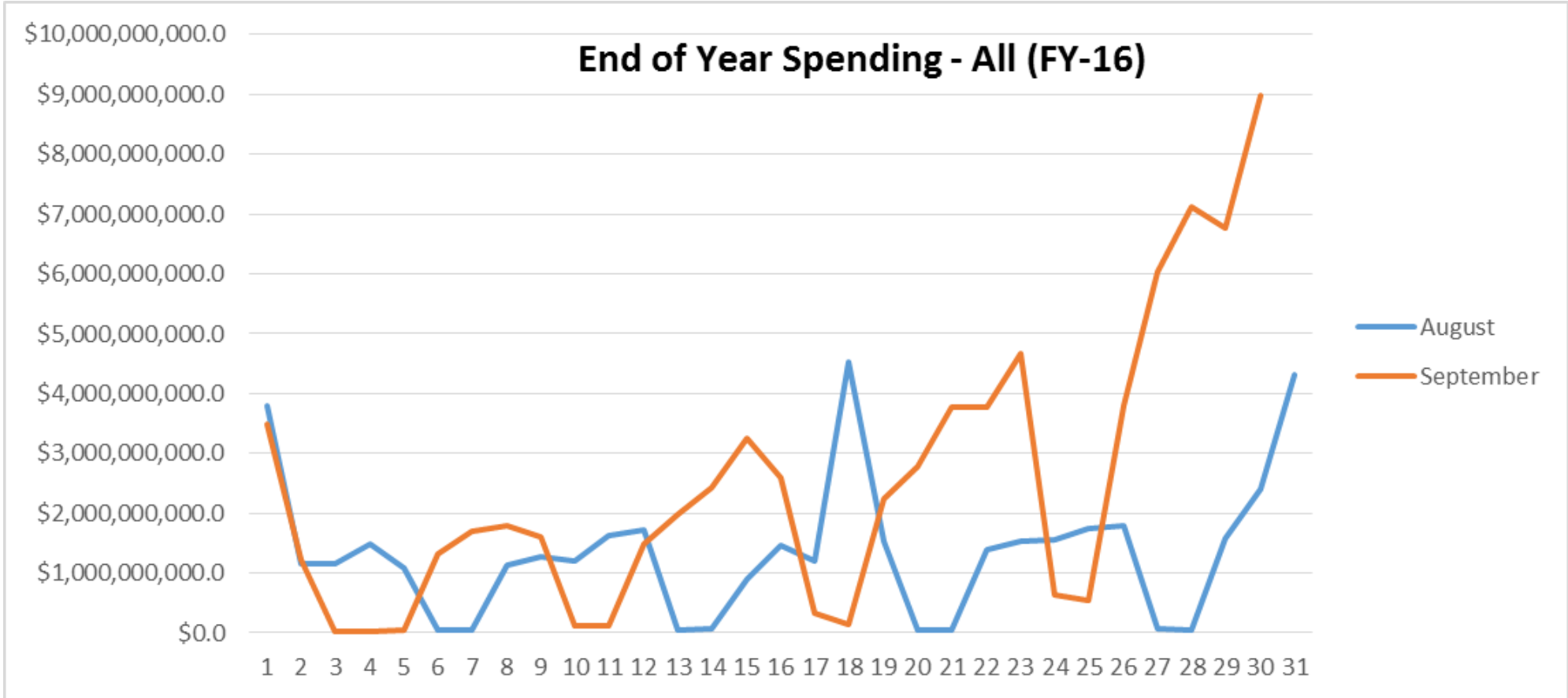


Essential elements



General end of year award value & trend

Fiscal Year:	2012	2013	2014	2015	2016	Trend
August & September	\$ 129,441,951,352.64	\$ 120,911,396,099.76	\$ 109,666,508,964.75	\$ 103,518,033,154.05	\$ 116,754,519,931.25	
Grand Total	\$ 520,223,979,508.32	\$ 463,175,357,309.60	\$ 445,859,193,921.13	\$ 439,685,737,557.76	\$ 474,969,195,702.43	
Percent of FY spend:	25%	26%	25%	24%	25%	



Top 10 Departments – last two months (FY-16)

DEPT OF DEFENSE	\$68,559,253,902
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$9,337,290,719
VETERANS AFFAIRS, DEPARTMENT OF	\$5,254,003,438
HOMELAND SECURITY, DEPARTMENT OF	\$4,482,572,447
STATE, DEPARTMENT OF	\$4,007,187,684
GENERAL SERVICES ADMINISTRATION	\$3,531,764,827
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$3,060,217,798
TRANSPORTATION, DEPARTMENT OF	\$2,719,748,224
ENERGY, DEPARTMENT OF	\$2,528,006,405
JUSTICE, DEPARTMENT OF	\$1,943,446,331
Grand Total	\$105,423,491,775

Top 10 Departments – small business

Contracting Department Name	SMALL BUSINESS	Total	
DEPT OF DEFENSE	\$19,206,154,321	\$68,559,253,902	28%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$2,383,324,959	\$9,337,290,719	26%
VETERANS AFFAIRS, DEPARTMENT OF	\$2,449,840,354	\$5,254,003,438	47%
HOMELAND SECURITY, DEPARTMENT OF	\$1,930,316,789	\$4,482,572,447	43%
STATE, DEPARTMENT OF	\$1,233,293,728	\$4,007,187,684	31%
GENERAL SERVICES ADMINISTRATION	\$1,116,450,324	\$3,531,764,827	32%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$677,391,204	\$3,060,217,798	22%
TRANSPORTATION, DEPARTMENT OF	\$693,237,440	\$2,719,748,224	25%
ENERGY, DEPARTMENT OF	\$369,610,093	\$2,528,006,405	15%
JUSTICE, DEPARTMENT OF	\$699,457,625	\$1,943,446,331	36%
Grand Total	\$30,759,076,838	\$105,423,491,775	29%

NAICS v. SB Performance

Sum of Action Obl		Contracting Officers			
NAICS Code	NAICS Description	OTHER THAN SMALL BU	SMALL BUSINESS	Grand Total	SB Rank
336411	AIRCRAFT MANUFACTURING	\$8,746,075,409	\$206,518,628	\$8,952,594,037	34
541330	ENGINEERING SERVICES	\$6,093,994,390	\$2,133,930,518	\$8,227,924,908	3
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$3,060,957,367	\$4,262,378,444	\$7,323,335,811	1
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$3,986,895,974	\$2,066,337,219	\$6,053,233,192	4
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$4,046,472,343	\$1,961,972,022	\$6,008,444,365	5
541519	OTHER COMPUTER RELATED SERVICES	\$2,015,510,353	\$2,898,932,488	\$4,914,442,840	2
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$2,619,855,094	\$1,673,097,047	\$4,292,952,142	6
561210	FACILITIES SUPPORT SERVICES	\$2,870,061,557	\$726,148,151	\$3,596,209,707	9
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,947,164,143	\$451,555,941	\$3,398,720,084	14
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$2,999,814,362	\$218,356,336	\$3,218,170,698	32

Top 50 SB NAICS

NAICS Rank	1 - 10	11 - 20	21 - 30	31 - 40	41 - 50
1	322221	315225	339943	327211	313221
2	332116	316211	327332	517211	311930
3	712190	541340	561312	212111	322232
4	315110	233320	314121	522190	311813
5	332213	322223	322231	315234	561520
6	454112	315992	327111	812111	332611
7	313311	443130	321212	325110	113110
8	213115	311612	332997	327122	326192
9	333518	115114	112420	441221	327420
10	333512	311830	453910	336391	112111

Last 50 SB NAICS – no awards

NAICS Rank	1088 - 1097	1098 - 1107	1108 - 1117	1118 - 1127	1128 - 1137
1	445220	485119	522210	561310	811430
2	445230	486110	523130	561591	813212
3	445310	486210	523210	623210	813219
4	446191	493130	524113	623312	814110
5	448130	511191	524130	713110	921120
6	448140	512131	525110	713210	921130
7	452112	513310	525120	722212	921140
8	454319	513390	532220	722410	922150
9	482111	521110	533110	722515	925110
10	485112	522130	551112	811191	925120

NAICS Selection Criteria

- The contracting officer shall select the NAICS code which best describes the principal purpose of the product or service being acquired.
- Primary consideration is given to the industry descriptions in the U.S. NAICS Manual, the product or service description in the solicitation and any attachments to it, the relative value and importance of the components of the procurement making up the end item being procured, and the function of the goods or services being purchased.
- A procurement is usually classified according to the component which accounts for the greatest percentage of contract value.

NAICS Selection Criteria

- A concern that submits an offer or quote for a contract where the NAICS code assigned to the contract is one for supplies, and furnishes a product it did not itself manufacture or produce, **is categorized as a nonmanufacturer and deemed small if it meets the requirements of 19.102(f).**
- As a result, some NAICS are not to be used to classify procurements. Identified on the next slide.
- The nonmanufacturer rule allows for SB performance (extends & ease) which would not be possible if adherence to Limitations on Subcontracting was required.

NAICS Selection - reminder

Sector – 42 Wholesale Trade

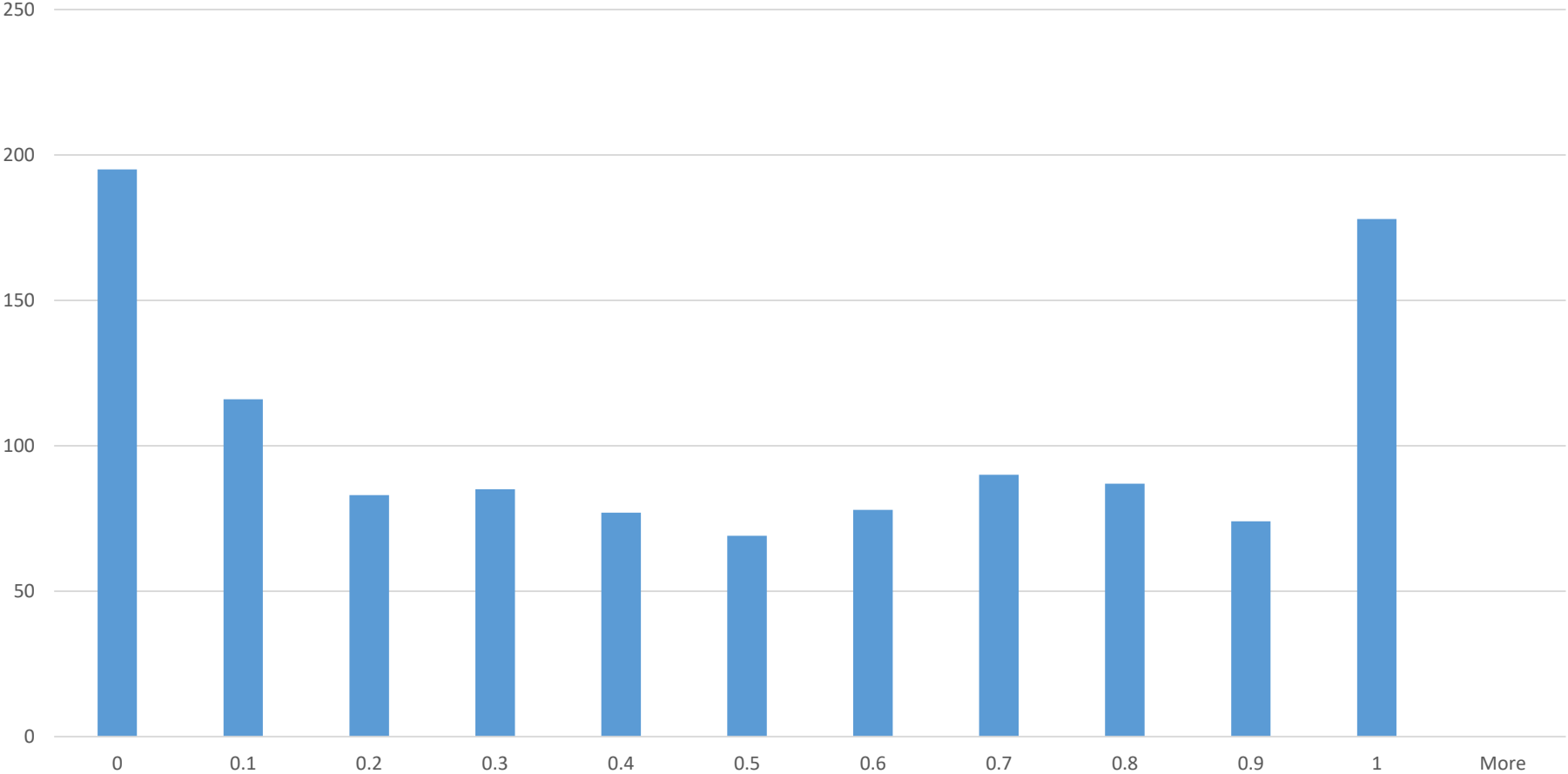
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

Sectors 44-45 Retail Trade

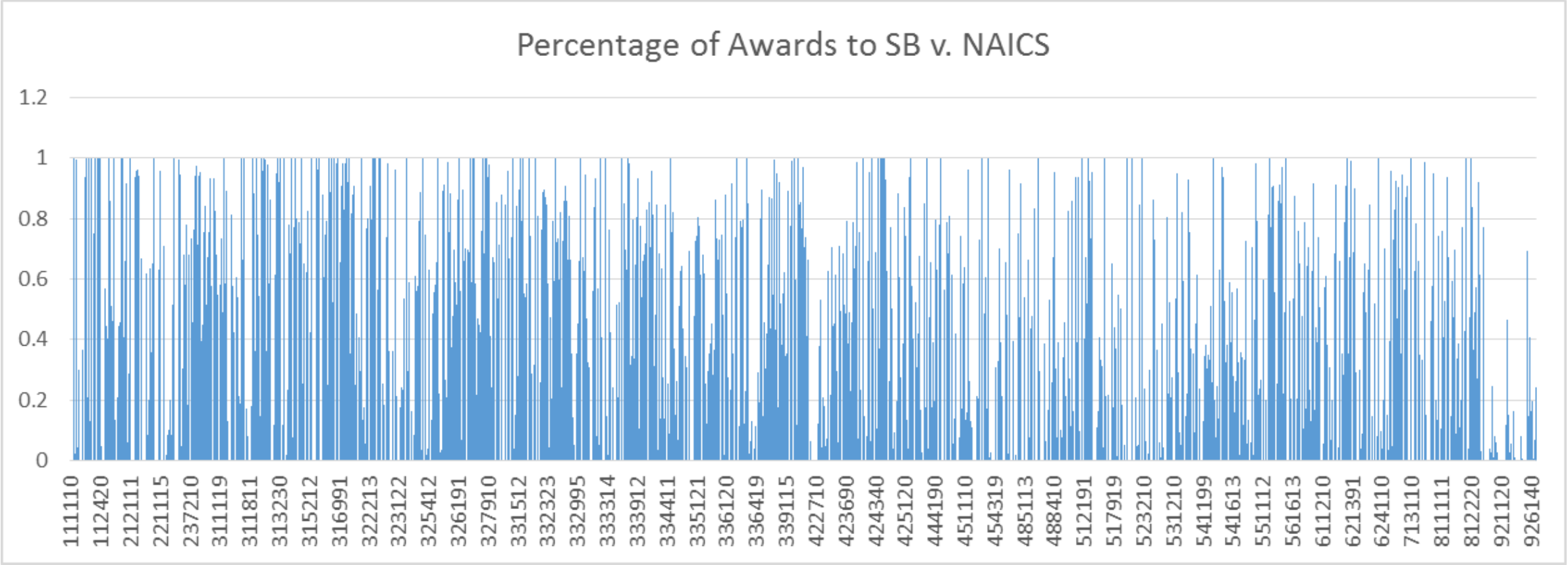
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

Source: SBA Table of Size Standards: <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards/table-small-business-size-standards>

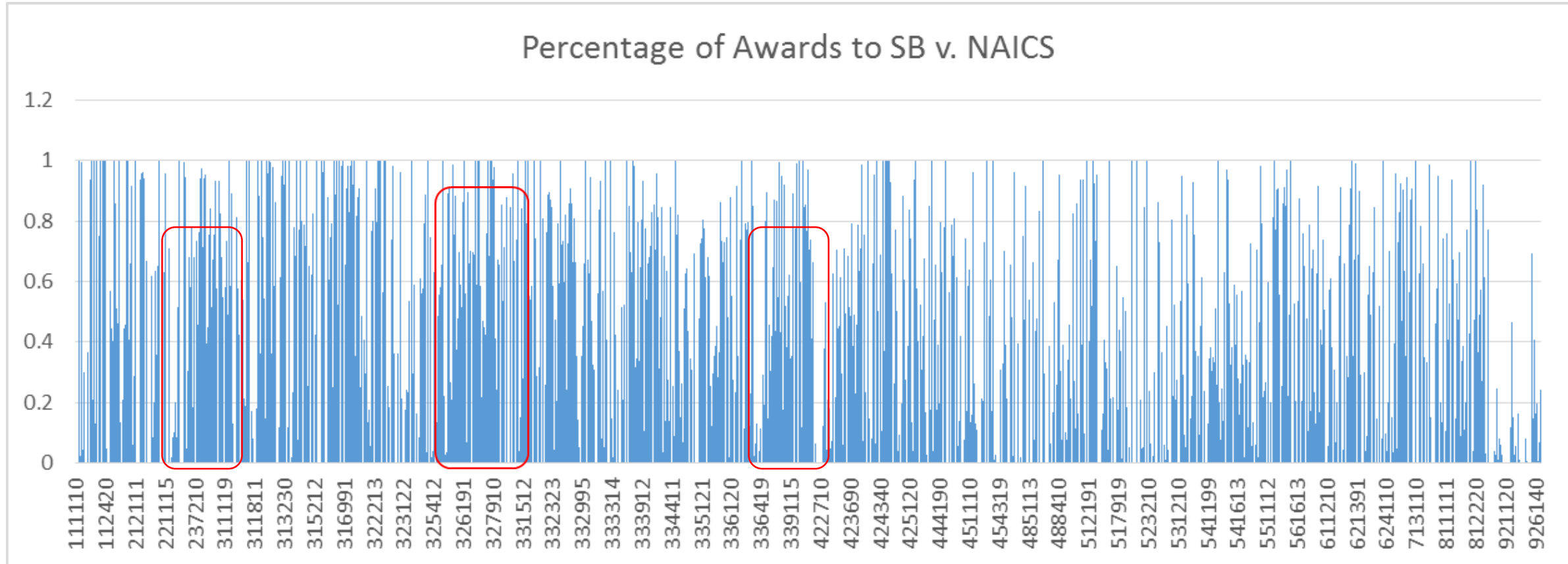
Frequency of awards by SB percentage of NAICS total
SB competitiveness ration



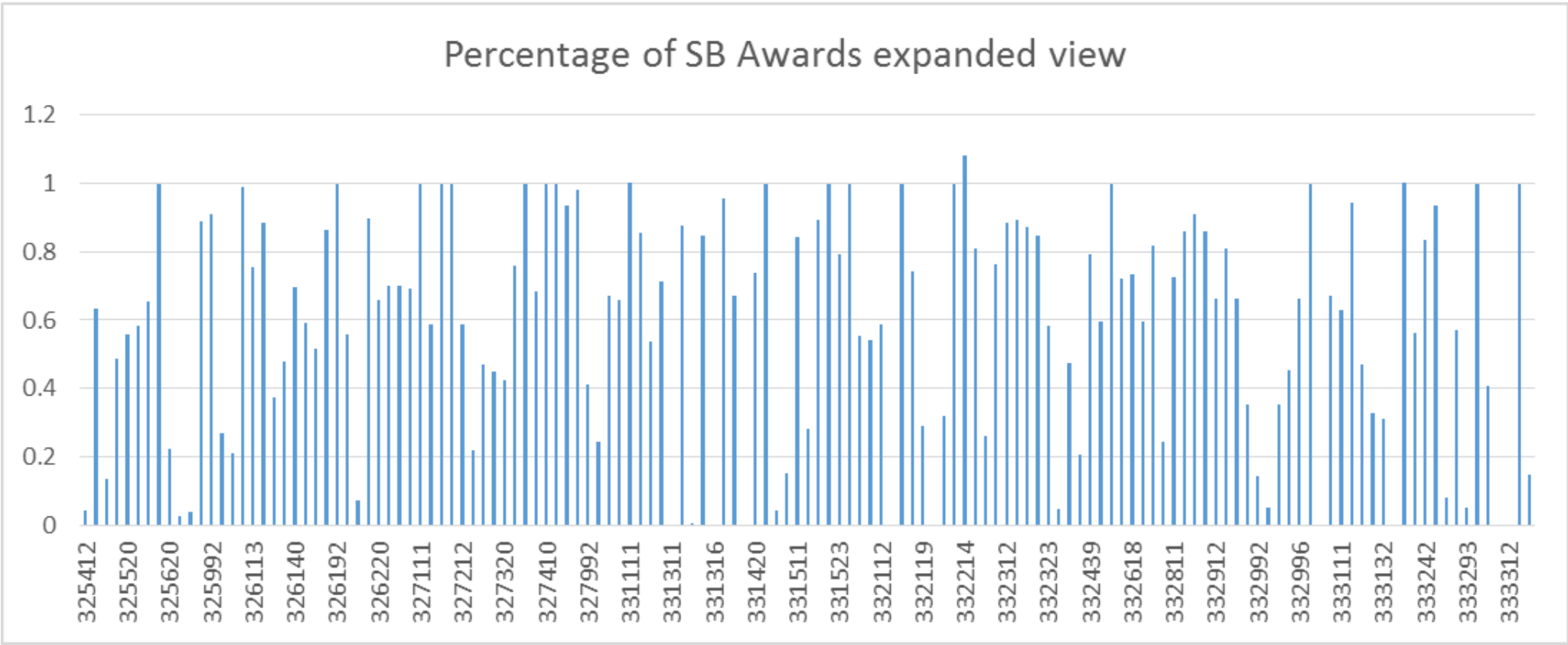
Percentage of Awards to SB v. NAICS



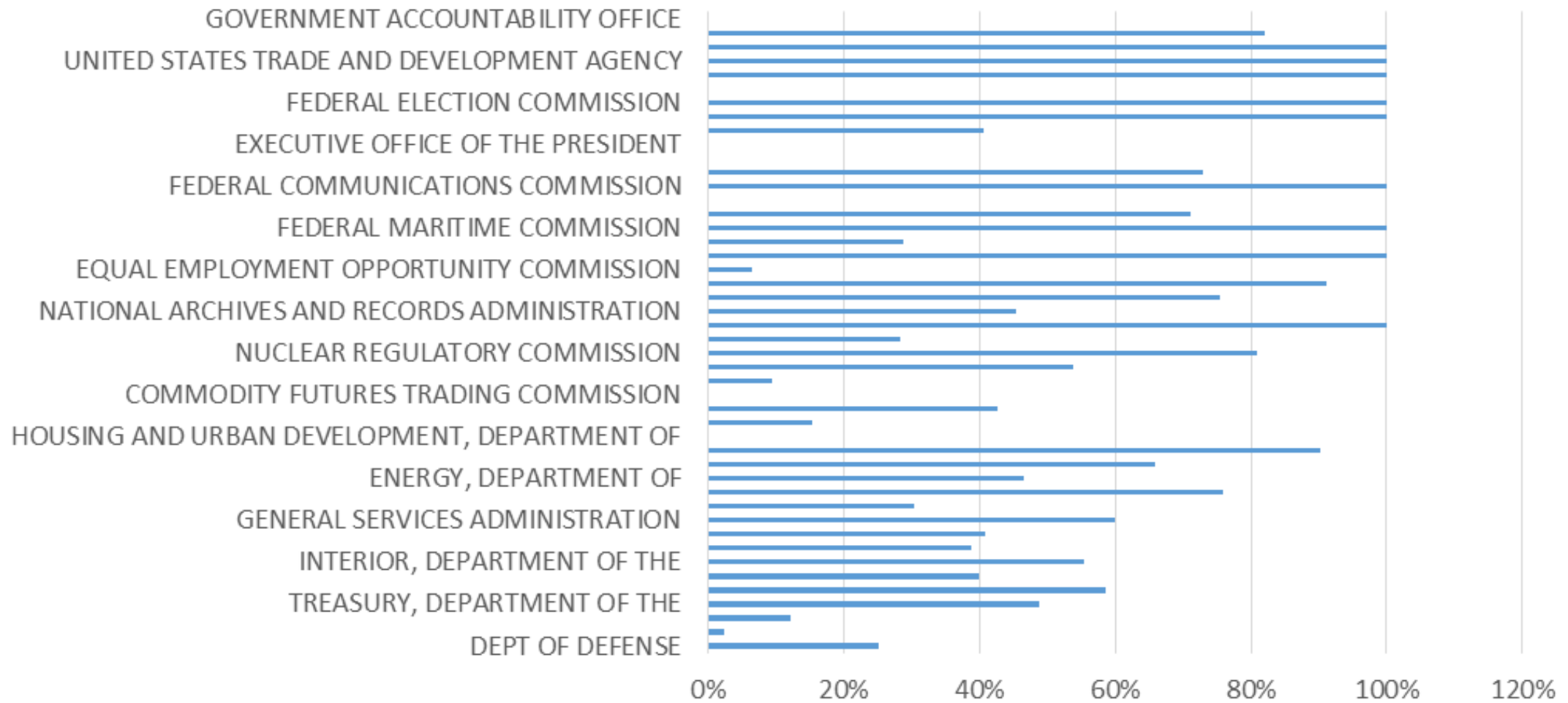
Percentage of Awards to SB v. NAICS



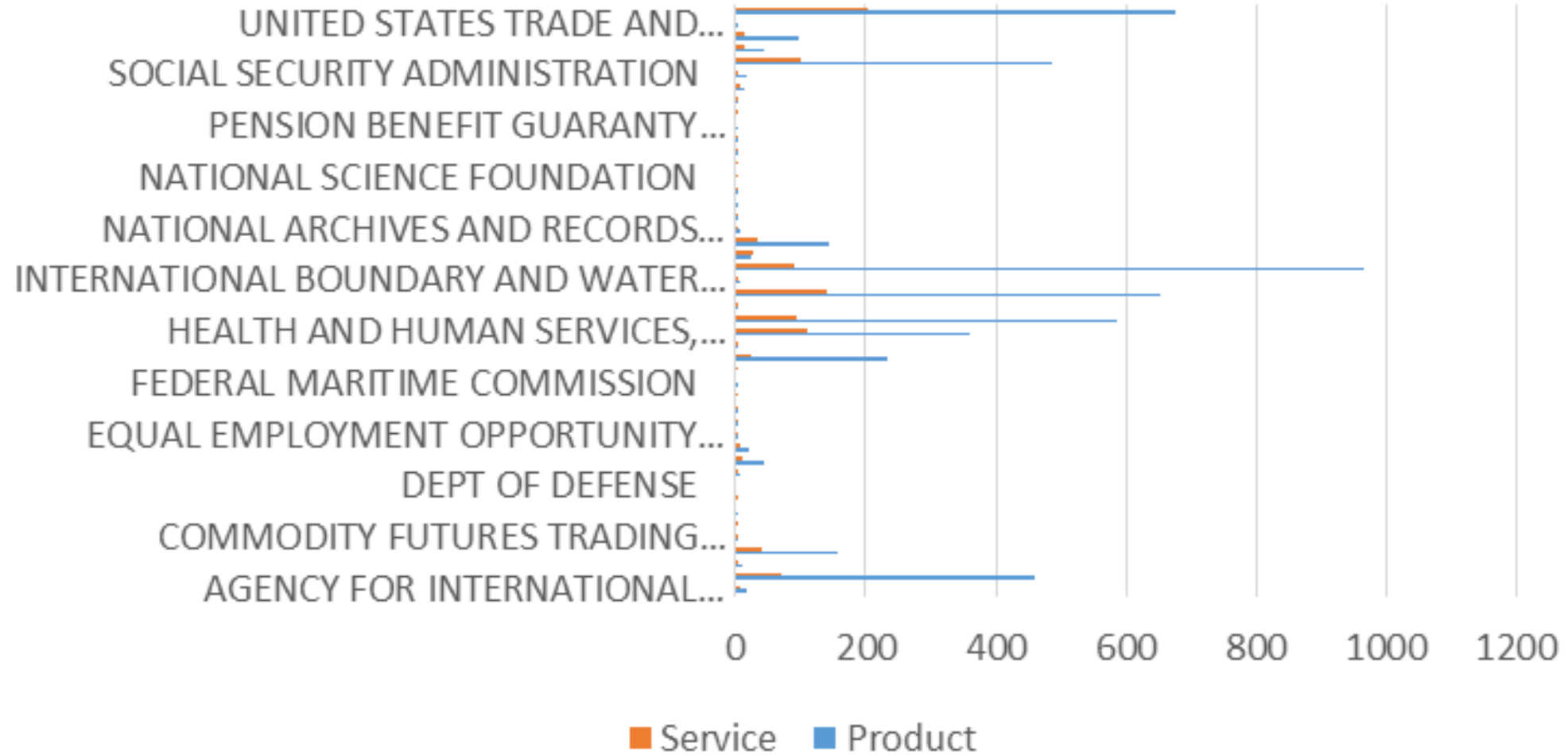
Percentage of SB Awards expanded view



% awards to SB by Department (NAICS: 325412 - 333314)



Category of Action



Big spenders - good SB customer?

Row Labels	OTSB	SMALL BUSINESS	Grand Total	% awds SB
CDC OFFICE OF ACQUISITION SERVICES	\$715,240,035	\$87,229,131	\$802,469,166	11%
W4MM USA JOINT MUNITIONS CMD	\$540,673,365	\$30,739,257	\$571,412,622	5%
NATIONAL CMOP OFFICE (NCO)(00770)	\$557,526,253	\$7,451,441	\$564,977,694	1%
W6QK ACC-PICA	\$263,035,618	\$88,476,298	\$351,511,916	25%
US MINT HEADQUARTERS	\$119,499,645	\$121,235,507	\$240,735,152	50%
DLA TROOP SUPPORT	\$111,239,030	\$109,349,973	\$220,589,003	50%
FA8672 FLCMC EBMK	\$194,023,993		\$194,023,993	0%
OFFICE OF ACQ MGMT POLICY	\$136,782,596	\$28,902,056	\$165,684,652	17%
DLA LAND AND MARITIME	\$57,374,308	\$74,621,200	\$131,995,508	57%
NAVSEA HQ	\$117,400,288		\$117,400,288	0%
W6QK ACC-APG	\$100,478,995	\$6,875,822	\$107,354,816	6%
NSWC INDIAN HEAD EOD TECH DIV	\$93,675,654	\$4,199,270	\$97,874,924	4%
NAVSUP WEAPON SYSTEMS SUPPORT MECH	\$49,989,501	\$12,794,137	\$62,783,638	20%
248-NETWORK CONTRACT OFC 8(00248)	\$61,123,799	\$1,372,655	\$62,496,454	2%
250-NETWORK CONTRACT OFC 10(00250)	\$54,741,130	\$409,821	\$55,150,951	1%
DLA AVIATION	\$28,352,877	\$25,875,699	\$54,228,575	48%



Top SB Contracting Offices - % of total awds

US MINT HEADQUARTERS	50%	\$121,235,507
DLA TROOP SUPPORT	50%	\$109,349,973
W6QK ACC-PICA	25%	\$88,476,298
CDC OFFICE OF ACQUISITION SERVICES	11%	\$87,229,131
DLA LAND AND MARITIME	57%	\$74,621,200
W4MM USA JOINT MUNITIONS CMD	5%	\$30,739,257
OFFICE OF ACQ MGMT POLICY	17%	\$28,902,056
DLA AVIATION	48%	\$25,875,699
ACQUISITIONS - AQMMA	44%	\$20,565,232
W4GG HQ US ARMY TACOM	39%	\$17,156,419
NSWC CRANE	36%	\$15,008,048
USSOCOM REGIONAL CONTRACTING OFFICE	100%	\$13,228,479
NAVSUP WEAPON SYSTEMS SUPPORT MECH	20%	\$12,794,137
DLA LAND WARREN	34%	\$10,846,492
MISSION SUPPORT CTR DIV	97%	\$10,293,337
W07V ENDIST ROCK ISLAND	100%	\$9,147,707
W071 ENDIST WALLA WALLA	100%	\$7,896,681

Details for:

W07V ENDIST ROCK ISLAND
W071 ENDIST WALLA WALLA

Product PSC	Service PSC	Grand Total
21	1	22
12		12
33	1	34

Contracting Office Name (Multiple Items)			
Sum of Action Obligation			
Row Labels	OTSB	SMALL BUSINESS	Grand Total
325613		\$9,325	\$9,325
326122		\$9,455	\$9,455
326211		\$15,556	\$15,556
326291		\$66,910	\$66,910
327331		\$10,780	\$10,780
327390		\$22,229	\$22,229
331110	\$17,062		\$17,062
331221		\$7,555	\$7,555
332312		\$15,203,642	\$15,203,642
332313		\$9,919	\$9,919
332420		\$0	\$0
332618		\$353,060	\$353,060
332710		\$658,520	\$658,520
332722		\$52,090	\$52,090
332911		\$57,159	\$57,159
332913		\$20,264	\$20,264
332996		\$342,975	\$342,975
332999		\$16,463	\$16,463
333111		\$6,997	\$6,997
333112		\$7,645	\$7,645
333120		\$164,473	\$164,473
333243		\$9,373	\$9,373
Grand Total	\$17,062	\$17,044,388	\$17,061,450

Count of Product or Service Desc		
Contracting Office Name	Product or Service Description	Total
W071 ENDIST WALLA WALLA	BARS AND RODS, NONFERROUS BASE METAL	1
	BEARINGS, ANTIFRICTION, UNMOUNTED	2
	CHAIN AND WIRE ROPE	3
	COMPRESSORS AND VACUUM PUMPS	1
	DRAPERIES, AWNINGS, AND SHADES	1
	HAZARDOUS MATERIAL SPILL CONTAINMENT AND CLEAN-UP EQUIPMENT AND MATERIAL	1
	MAINT/REPAIR/REBUILD OF EQUIPMENT- MISCELLANEOUS	1
	NUTS AND WASHERS	4
	PIPE, TUBE AND RIGID TUBING	4
	PLUMBING FIXTURES AND ACCESSORIES	2
	POWER AND HAND PUMPS	1
	RUBBER FABRICATED MATERIALS	3
	SCAFFOLDING EQUIPMENT AND CONCRETE FORMS	1
	SOIL PREPARATION EQUIPMENT	1
	STORAGE TANKS	2
	TIRES AND TUBES, PNEUMATIC, AIRCRAFT	1
	TRACTORS, WHEELED	1
	VALVES, POWERED	1
	WATER TURBINES AND WATER WHEELS; AND COMPONENTS	1
	WINCHES, HOISTS, CRANES, AND DERRICKS	1
W071 ENDIST WALLA WALLA Total		33
W07V ENDIST ROCK ISLAND	BARS AND RODS	1
	FANS, AIR CIRCULATORS, AND BLOWER EQUIPMENT	1
	IRON AND STEEL PRIMARY AND SEMIFINISHED PRODUCTS	7
	LATHES	1
	MISCELLANEOUS SPECIAL INDUSTRY MACHINERY	2
	ROAD CLEARING, CLEANING, AND MARKING EQUIPMENT	1
	STRUCTURAL SHAPES	6
	TEXTILE FABRICS	2
	TILE, BRICK AND BLOCK	1
	TRACTORS, WHEELED	1
VALVES, NONPOWERED	1	
W07V ENDIST ROCK ISLAND Total		24
Grand Total		57

		Data	
Contracting Office Name	Award or IDV Type	Count of Award or IDV Type	Sum of Action Obligation
W071 ENDIST WALLA WALLA	BPA	1	\$ -
	BPA CALL	10	\$ 79,908.12
	DEFINITIVE CONTRACT	1	\$ 6,779,500.00
	DELIVERY ORDER	8	\$ 694,470.50
	IDC	1	\$ -
	PURCHASE ORDER	12	\$ 342,802.55
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
W07V ENDIST ROCK ISLAND	DEFINITIVE CONTRACT	13	\$ 8,744,987.32
	DELIVERY ORDER	3	\$ 278,742.33
	IDC	1	\$ -
	PURCHASE ORDER	7	\$ 123,977.61
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

		Data	
Contracting Office Name	Referenced IDV PIID	Count of Referenced IDV PIID	Sum of Action Obligation
<input checked="" type="checkbox"/> W071 ENDIST WALLA WALLA		15	\$ 7,122,302.55
	GS06F0018S	1	\$ 9,325.00
	GS07F0235T	1	\$ 9,454.50
	GS07F059CA	1	\$ 22,229.00
	GS30F0010K	1	\$ 22,893.00
	W9127N15D0004	1	\$ 559,000.00
	W912EF15A0005	1	\$ 9,905.00
	W912EF15A0006	1	\$ 10,359.00
	W912EF15A0008	1	\$ (19,270.42)
	W912EF15A0009	2	\$ 26,825.00
	W912EF15A0010	4	\$ 39,337.54
	W912EF15A0012	1	\$ 12,752.00
	W912EF15D0001	1	\$ 900.00
	W912EF16D0011	1	\$ 60,750.00
	W912EF16D0012	1	\$ 9,919.00
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
<input checked="" type="checkbox"/> W07V ENDIST ROCK ISLAND		21	\$ 8,868,964.93
	GS21F080AA	1	\$ 6,997.33
	GS30F0008S	1	\$ 58,985.00
	W912EK14D0001	1	\$ 212,760.00
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

Other considerations

- Actions below the micro-purchase threshold (<\$3,500) are exempt from TAA and BAA.
- In many cases, during this time of year response time is essential.
 - Being able to source and provide either TAA or BAA compliant items
 - Planning and identification of sources may be beneficial

Commercial Item response time

- The contracting officer must **establish** a solicitation **response time** that **will afford potential offerors a reasonable opportunity to respond** to each proposed contract action, (including actions where the notice of proposed contract action and solicitation information is accessible through the GPE), in an amount estimated to be greater than \$25,000, but not greater than the simplified acquisition threshold; or each contract action for the acquisition of commercial items in an amount estimated to be greater than \$25,000.
- May be a couple of days.
- Opportunity may be directly related to the ability to respond with the required information within the time frame established.

FBO Notices

- Sources Sought notices
 - Typically are numbered independently of RFQ's and/or RFP's
 - Input is market research and documentation
 - Responding does not imply any further contact or notification
 - Watch this opportunity – will not link to a separately numbered RFQ/RFP notice even though the items/services are the same
 - The next information may be unfortunately viewing an Award notice of a missed opportunity

Documents

- System for Award Management (SAM)
- Dynamic Small Business Search
- Capabilities Statement – tailored
- WPI – bidmatch profile
 - Review
 - Update
- FBO profile, if used
- GSA schedule holders; determine if Sale/Sale pricing is justified

ACQUISITION HOUR LIVE WEBINAR SERIES

- September 19, 2017 – **Selling to the State of Wisconsin and Local Governments** – [CLICK HERE](#) for additional information – presented by Kate Hill, Heartland Information Research, Inc
- 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



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

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