



END OF YEAR CONTRACTOR UPDATE BLOG

January 17 2017

MYTH BUSTING 3

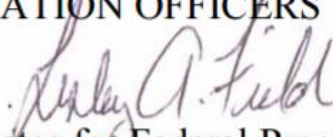
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EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

January 5, 2017

MEMORANDUM FOR: CHIEF ACQUISITION OFFICERS
SENIOR PROCUREMENT EXECUTIVES
CHIEF INFORMATION OFFICERS

FROM: Lesley A. Field 
Acting Administrator for Federal Procurement Policy

SUBJECT: "Myth-busting 3" Further Improving Industry Communication
with Effective Debriefings

If you missed [MYTH BUSTING 2](#) and [MYTH BUSTING 1](#)



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26 Sep 16 U.S. ARMY PLACES \$42 MILLION ORDER FOR THE JOINT LIGHT TACTICAL VEHICLE PROGRAM [More »](#)

Marinette Marine to build USS Marinette



By [Andrea Azzo](#)

Published: September 15, 2016, 3:02 pm | Updated: September 15, 2016, 3:04 pm



FILE

Presidential Inauguration 2017

<https://www.usa.gov/inauguration-2017>

Meet the new President-elect team. Learn about the 2017 Presidential Inauguration and the history of Presidential Inaugurations.

What's on This Page

- [Meet the new President-elect Team](#)
- [2017 Presidential Inauguration](#)
- [Presidential Inaugural History](#)

Meet the new President-elect Team

Donald J. Trump was elected as the 45th President of the United States on November 8, 2016. Visit GreatAgain.gov to learn more about the new team:

- [President-elect Donald J. Trump](#)
- [Vice President-elect Michael R. Pence](#)
- [Future First Lady Melania Trump](#)



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[America Handbook-Conducting Pre-Award and Post-very Audits for Rolling Stock Procurements.](#) (January 2017)

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Protests

Comptroller General

Canceling an existing solicitation. See [Walker Development & Trading Group, Inc. B-413924: Jan 12, 2017.](#) (January 16, 2017)

News

Department of Defense

[DoD Announces Robotics Ma Recipient.](#) (January 16, 2017)

Department of Justice

[Construction Company Owns \\$13.8 Million 'Rent-A-Vet' Sc](#)

Audits

Department of Defense

BLOGS



NCMA Executive Director

The Prime/Sub Conundrum. [Read](#)

To Keep Winning Federal Contracts, Small Businesses Say They Have to Spend More

By Charles S. Clark | January 5, 2017 | 21 Comments



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Small businesses upped their efforts to bid on federal contracts, reporting a 72 percent increase in time and money devoted to winning a share of the government's \$90 billion procurement budget, according to the latest annual survey from the American Express OPEN for Government Contracting initiative.

<http://www.govexec.com/contracting/2017/01/keep-winning-federal-contracts-small-business-say-they-have-spend-more/134380/?oref=channelriver>

Asked why contracting activity is lower now than it was five years ago, 62 percent of active contractors agreed with the statement that "It's getting harder to win contracts because there are more bidders for each opportunity," up from 52 percent in the 2013 survey. Also, 60 agreed that "It's getting harder to win contracts because there are fewer bidding opportunities due to contract bundling," up from 47 percent agreement three years ago.

HOW DID WISCONSIN DO IN FY2016

Year	Ranking	Procurement Dollars	Procurement Dollars (bill)	Procurement dollars to WI
2016 - almost final	29	\$3.60	\$458.50	0.7800%
2015	30	\$ 2.79	\$ 438.90	0.64%
2014	31	\$ 2.80	\$ 445.30	0.63%
2013	28	\$ 3.90	\$ 461.70	0.84%
2012	29	\$ 4.00	\$ 516.90	0.77%
2011	23	\$ 7.20	\$ 538.70	1.34%
2010	32	\$ 10.00	\$ 539.10	1.85%
2004	34	\$ 2.10	\$ 318.20	0.66%

HOW DID WISCONSIN DO – BY AGENCY

Federal Sales by Agency - Wisconsin			
	2014	2015	2016
2100 - ARMY	\$755.66M	\$1.13B	\$1.48B
9700 - DEFENSE, DEPARTMENT OF	\$340.08M	\$185.19M	\$418.78M
97AS - DEFENSE LOGISTICS AGENCY (\$213.49M	\$210.85M	\$286.24M
3600 - VETERANS AFFAIRS	\$361.47M	\$289.06M	\$286.16M
7500 - HEALTH AND HUMAN SERVICE	\$269.19M	\$251.13M	\$224.90M
1700 - NAVY, DEPARTMENT OF	\$272.55M	\$284.59M	\$215.71M
9100 - EDUCATION, DEPARTMENT OF	\$185.05M	\$120.93M	\$184.33M
1200 - AGRICULTURE, DEPARTMENT (\$115.71M	\$137.92M	\$109.14M
1500 - JUSTICE, DEPARTMENT OF	\$75.14M	\$80.57M	\$106.32M
5700 - AIR FORCE	\$72.36M	\$37.24M	\$62.07M
GRAND TOTALS:	\$2.92B	\$2.91B	\$3.60B

WISCONSIN'S TOP CONTRACTORS

WI Top Contractors	2016	2015	2014
OSHKOSH DEFENSE, LLC	\$1.25B	\$1.15B	\$65.37M
WISCONSIN PHYSICIANS SERVICE INSURANCE CO	\$290.03M	\$194.75M	\$232.13M
LOGISTICS HEALTH, INC.	\$282.10M	\$118.01M	\$17.50M
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$183.83M	\$120.57M	\$184.41M
TOWER INDUSTRIES, INC.	\$126.46M	0	\$6.70M
AMTEC CORPORATION	\$87.99M	\$12.98M	\$73.01M
KRUEGER INTERNATIONAL INCORPORATED	\$55.43M	\$27.32M	\$19.59M
DIDION, INC	\$34.41M	\$37.63M	\$35.56M
GENERAL ELECTRIC COMPANY	\$29.13M	\$16.99M	\$19.21M
INDUSTRIES FOR THE BLIND, INC.	\$27.75M	\$15.94M	\$18.57M
IDL SOLUTIONS INCORPORATED	\$26.32M	\$24.64M	\$29.89M
IDSC HOLDINGS LLC	\$23.22M	\$11.20M	\$52.69M
STATZ CORPORATION	\$20.57M	\$11.21M	\$5.24M
PIERCE MANUFACTURING INC	\$20.31M	\$23.71M	\$7.27M
COLTEC INDUSTRIES INC	\$16.27M	\$31.03M	\$11.18M
UNIVERSITY OF WISCONSIN SYSTEM	\$15.22M	\$12.55M	\$20.04M
PROGRESSIVE CONSTRUCTION SERVICES, LLC	\$14.79M	\$8.11M	\$3.14M
OSHKOSH TRUCK CORP	\$14.41M	\$32.74M	\$472.71M
DRS POWER&CONTROL TECHNOLOGIES, INC.	\$12.57M	\$16.13M	\$6.02M
VERSAR, INC.	\$12.17M	\$4.52M	0

WISCONSIN'S TOP SUBCONTRACTORS

Largest Subcontractors WI 2016	Funds Awarded
United Technologies Corporation	\$67,225,047
EXTREME ENGINEERING SOLUTIONS, INC	\$25,115,171
COLTEC INDUSTRIES INC	\$10,089,306
QUALITY MACHINING, INC	\$2,300,264
Dover Corporation	\$2,207,896
IN-PLACE MACHINING CO., INC.	\$2,206,500
ACE PRECISION MACHINING CORP	\$1,916,096
WATSON INDUSTRIES, INC	\$1,746,890
INSTRUMENT DEVELOPMENT CORP.	\$1,499,628
E & M MACHINE INC	\$1,468,094
MARINETTE MARINE CORPORATION	\$1,315,068
SCHUTT INDUSTRIES OF CLINTONVILLE, WIS., INC.	\$1,183,300
Konecranes Abp	\$1,135,533
UNIVERSITY OF WISCONSIN SYSTEM	\$949,102
JOHNSON CONTROLS, INC.	\$758,703
METALTEK INTERNATIONAL, INC.	\$732,240
UNIVERSITY OF WISCONSIN SYSTEM	\$700,568
U-FUEL, INC.	\$683,948
WAUKESHA FOUNDRY, INC.	\$579,780
MCNALLY INDUSTRIES, LLC	\$555,303
TAYLOR DYNAMOMETER, INC.	\$533,091
VAN ERT ELECTRIC COMPANY, INC.	\$515,653

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SYSTEM REVIEW SERIES PART 1 OF 4

JANUARY 24 2017
SUPPORTING THE FEDERAL DEFENSE SUPPLY CHAIN –
FOR MANUFACTURERS - MARINETTE
MARINETTE, WI »

JANUARY 25 2017
ACQUISITION HOUR – THE SBA 8(A) CERTIFICATION
PROGRAM

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