

Contracting with the Federal Government

Presented at the
Aerospace Supplier Diversity Sourcing Conference
February 8, 2016 - Milwaukee, WI



Providing expert technical
assistance to
**FEDERAL, STATE and LOCAL
GOVERNMENT
Contractors
And Subcontractors**

**A Procurement Technical
Assistance Center (PTAC)
Serving the Wisconsin Business
Community**

WPI Offices located at:

[Milwaukee County Research Park](#)

[Juneau County Economic Development Corp. \(Camp Douglas\)](#)

[Western Dairyland EOC, Inc. \(Eau Claire\)](#)

[Fox Valley Technical College – DJ Bordini Center \(Appleton\)](#)

[Racine County Economic Development Corp. – Launch Box](#)

[Madison Enterprise Center](#)

[Food Enterprise & Economic Development \(FEED\) \(Madison\)](#)

[Wausau Region Chamber of Commerce](#)

www.wispro.org - info@wispro.org

Each State has a PTAC

www.dla.mil/HQ/SmallBusiness/PTAC.aspx

RESPONSIBILITIES of a CONTRACTOR

No purchase or award shall be made unless the contracting officer makes an affirmative determination of responsibility.

WHAT IS A RESPONSIBLE CONTRACTOR (FAR 9.104-1)

1. Adequate Finances
2. Compliance with Delivery Schedule
3. Satisfactory Performance Record (if none – then will not affect positively or negatively)
4. Satisfactory record of integrity and business ethics
5. Necessary organizational experience, accounting and operational controls and technical skills
6. Necessary production, construction and technical equipment and facilities
7. Be otherwise qualified to receive an award under applicable laws and regulations.

ALSO – words of ADVICE

- AFTER YOU RECEIVE YOUR CONTRACT - **READ YOUR CONTRACT**
- UNDERSTAND the referenced Federal Acquisition Regulations (FAR) and Supplements
- UNDERSTAND
 - Delivery schedules
 - How you will be paid
 - Performance requirements
 - Who can obligate the government
- If you DO NOT UNDERSTAND – contact WPI (or your local PTAC) or your CONTRACTING OFFICER
- If you CANNOT PERFORM – contact your CONTRACTING OFFICER

REGISTERING as a FEDERAL CONTRACTOR

- ALL Federal contractors **MUST BE** registered in **System for Award Management (SAM)** – www.sam.gov (with some exceptions including for purchases under micro purchase threshold of \$3,500 using a P-card)
- WHY
 - Contractors are paid through the SAM – **NO REGISTRATION – NO AWARD – NO \$\$\$MONEY\$\$\$**
 - **FREE MARKETING** to Federal agencies and other contractors searching for partners or subcontractors.
- **THERE IS NO COST TO REGISTER IN SAM!**

WHAT INFORMATION IS REQUIRED FOR REGISTRATION

- DUNS number - <http://fedgov.dnb.com/webform> (DUNS NUMBER is FREE)
- Banking information (is not public when viewing)
 - Account number
 - Institution name
- Tax information – EIN or SS
- Company name as it appears on your Federal Taxes – **EXACTLY (WHY – IRS Validation)**
- Information about your firm
 - Average number of employees for past 3 years
 - Average revenue for past 3 years
 - Year founded
 - Type of business organization
 - Socio-economic status (Small Business Programs)
- NAICS and PSC codes
 - NAICS: <http://www.census.gov/eos/www/naics/>
 - PSC: <http://www.outreachsystems.com/resources/tables/pscs/>
- Points of contact at your firm (at least 2)
- **VALID EMAIL ADDRESS**

SAM REGISTRATION PROCESS

- Start by setting up an **INDIVIDUAL** account (MUST HAVE AN ACTIVE EMAIL ADDRESS)
- Then proceed to REGISTER A **NEW ENTITY**
- SAM will do an external validation with **IRS** and **DLA CAGE CODE**

USER NAME PASSWORD [LOG IN](#)
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME SEARCH RECORDS DATA ACCESS GENERAL INFO HELP

CREATE USER ACCOUNT
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.
[Create User Account](#)

REGISTER/UPDATE ENTITY
You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.
[Register/Update Entity](#)
New! Use the SAM Status Tracker to: [Check Status](#)

SEARCH RECORDS
All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.
[Search Records](#)

[WHAT IS SAM?](#) [Need Help?](#)

MUST UPDATE ANNUALLY – recommend every 6 months

KEEP CONTACT INFORMATION CURRENT

With NO ISSUES – will take less than 10 days – often as little as 3 days

SAM REPS and CERTS

- **MUST complete REPRESENTATIONS and CERTIFICATIONS** – by completing you are attesting to accuracy and that you have read the provisions.
- This information will apply to any contract that is awarded
- All questions are based on FAR / DFAR clauses <http://farsite.hill.af.mil/>
- These will include:
 - Affirmative Action Compliance
 - Knowledge of Child Labor End Products
 - Biobased Product Certification
 - Felonies / back taxes
 - Debarment, suspension, ineligibility
 - Trade Agreements – Buy American
 - Other

THEN..... COMPLETE THE SMALL BUSINESS PART

- After the POC screen – you will be asked – if you are a SMALL BUSINESS
- To register / update your profile in the US SBA SUPPLEMENTAL PAGES - DSBS – **VERY IMPORTANT**
- This data will become your Dynamic Small Business Search profile - <http://dsbs.sba.gov/>
 - Searched by Federal Agencies and Prime Contractors for sources
 - Searched by businesses to locate partners or do some market research

Skip Navigation Accessibility Options
 Mobile View Print Exit Help
 SBA DSBS DSBS Quick Market Search TM OnLine

Location of Profile

States: Searching within a State:
 (Requires exactly one state from the State list at left.)

Congressional District: [Help](#)
 County: Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment
 Metropolitan Statistical Area [Help](#)
 SBA Servicing Office [Help](#)
 Zip Code or Zip Code Initial Fragment

Government Certifications

[8\(a\) Certified or 8\(a\) Joint Venture:](#)

Required (Active Certifications only)
 Required (Active Certifications and Previously Certified)
 Required (Previously Certified only)
 Not Required

[Small Disadvantaged Business:](#)

Required (Active Certifications only)
 Required (Active Certifications and Previously Certified)
 Required (Previously Certified only)
 Not Required

[HUBZone Certification:](#)

Required (Active Certifications only)
 Required (Active Certifications and Previously Certified)
 Required (Previously Certified only)
 Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBS Public Web Services](#).
 For more information, see also [SBA Certifications](#) in the search help page.

Ownership and Self-Certifications

Any Minority Owned:
 Any Native American Owned:
 Tribally Owned
 Alaskan Native Corp (ANC) Owned
 Native Hawaiian Org (NHO) Owned

Last modified: 07/13/2004 12:00:00 AM

CAN ALSO SEARCH BY:

- Keywords
- NAICS Codes
- Type of Business
- Quality Level
- GSA Schedule
- Size (employee count / revenue)
- CC Acceptance
- Export Capability
- Bonding Capacity

SHOULD / MUST include:

- Capabilities narrative (default search result – **NO CONTENT – NO INTEREST**)
- WEBSITE
- Business email address

Table Listing, where

the profile location is in: Wisconsin;
 because criteria include SBA certification(s), profile statuses are expanded;
 the profile's status can be Active or Inactive;
 the profile may have expired in SAM;
 the business is not necessarily registered in SAM (no CAGE code issued yet);
 the business is not necessarily small;
 the firm is currently SDB-certified;
 and randomized by original start time of search: 2016-02-05 10:09:51 AM.

Data validation took 0.01 seconds. The count and search queries took 2.01 seconds and 2.75 seconds, respectively.

Displaying profiles 1 - 25 (of 35 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	Superior Equipment And Supply, Co.	SAMINA MAHMOOD	4970 S Brust Ave Saint Francis, WI 53235-5322	Superior is a 8(a)certified, women & minority owned small business with a GSA contract. We specialize in kitchen & refrigeration equipment for commercial & institutional kitchens. Our customers rely on us to offer the lowest price with flexible options.
2	GBS, LLC	DENISE M BURGER	1108 STEPHENSON LN WAUNAKEE, WI 53597-2282	Escrow Closing, Title, Mortgage Related Services,
3	TEPA EC LLC	WENDEL P. TORRES	394 WILLIAMS DOWNE STE I DELAFIELD, WI 53118-2322	Tepa EC offers design-build, vertical and horizontal construction, construction management, construction quality control, engineering, environmental and remediation services.
4	B M R DESIGN GROUP INC	LUIS BARBOSA	503 W LINCOLN AVE MILWAUKEE, WI 53207-1133	Full-service architectural firm specializing in architectural and structural design, feasibility studies, interior space planning, preliminary design, preparation of construction documents, construction administration and historical restoration
5	GENOME INTERNATIONAL CORPORATION	KAVIN N/A SENAPATHY	8000 EXCELSIOR DR STE 200 MADISON, WI 53717-1973	Software project development using microsoft, IBM and Oracle platforms, Help desk, backoffice. Business process modeling, process re-engineering, implementation of SAP, Peoplesoft, Siebel and Data warehousing applications
6	Midwestern Roofing And Construction, Inc.	TRAVIS Haire	7384 N 60th St Milwaukee, WI 53223-4602	Offering services in roofing, sheet metal, drywall, carpentry, siding, waterproofing, concrete and general construction.
7	CREATIVE MARKETING RESOURCES, INC.	David Bowles	500 W BROWN DEER RD STE 102 MILWAUKEE, WI 53217-1618	Full Services Public Relations and Advertising Firm. In house graphic arts department and project managers that specialize in Government Relations.
8	J THOMPSON & ASSOCIATES LLC	JOHN Thompson	207 E BUFFALO ST STE 553 MILWAUKEE, WI 53202-5775	
9	GREAT LAKES POWER VAC, LLC	GRETA SMITH	W228 N2792 DUPLAINVILLE RD UNIT H WAUKESHA, WI 53186-1004	We are an experienced environmental services company providing reliable and cost-effective services for many industries and environmental professionals.
10	SATURN PARTNERS, INC	CAROLE Crawford	9155 LAKE SHORE DR PLEASANT PRAIRIE, WI 53158-4812	Network Security Auditing, including policy development, disaster recovery/incident response planning and IT Vulnerability Testing
11	Oneida Total Integrated Enterprises, LLC OTIE	Cynthia Shaw	1033 N MAYFAIR RD STE 200 MILWAUKEE, WI 53226-3442	With almost 200 employees nationwide, OTIE provides full-service environmental and traditional construction; natural/cultural resources investigation and environmental planning; infrastructure engineering and homeland security/emergency response.
12	EMERALD SYSTEMS, INC.	Richard Benjamin	30335 W MINVERVA DAM RD DANBURY, WI 54830-4420	Development of Internet-based software applications for government(Federal, State, Local)and private industry - also to provide support and service for web-based software for real time information sharing
13	O-Tech Solutions LLC	CURTIS R DANFORTH	2701 Larsen Road Green Bay, WI 54303-4863	A Native American, 8(a), HubZone, Small Disadvantaged Business (SDB) company that specializes in Designing, Building, and Servicing Wireless Networks, Video Surveillance, and other Information Technology projects

LOCATING OPPORTUNITIES – www.fbo.gov

The screenshot shows the homepage of the Federal Business Opportunities (FBO) website. At the top, there is a navigation bar with the following tabs: Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area is divided into several sections:

- Search Section:** A search bar with the text "Search more than 23,700* active federal opportunities." Below this are several dropdown menus for "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). There are also input fields for "Keyword / Solicitation #" and "Agency". A "Search" button is located below the input fields. A note states: "Additional criteria and multiple selections are available on the [advanced search form](#). * Notices posted within the last 90 days."
- RECOVERY Section:** A section titled "RECOVERY" with the subtext "Locate actions funded by the American Recovery and Reinvestment Act." It includes two buttons: "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS".
- FBO RECOVERY REPORTS Section:** A section titled "FBO RECOVERY REPORTS" with two links: "Click here for Opportunities" and "Click here for Awards".
- SMALL BUSINESS EVENTS Section:** A section titled "SMALL BUSINESS EVENTS" with the text "Learn more about the Small Business Central Event Listing or [search now](#) for events." and a "SEARCH SMALL BUSINESS EVENTS" button.
- VENDOR COLLABORATION Section:** A section titled "VENDOR COLLABORATION" with the text "FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#)." and a "VENDOR COLLABORATION" button.

Below the search section, there are three important notices:

- ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.
- Security Information:** For an important notice about recent cybersecurity incidents that may impact Federal employees and contractors, please visit www.opm.gov and <http://www.archives.gov/isoo/notices/>.
- Important Password Update:** Users and Interfacing Systems must reset their passwords as required every 90 days or the account will be disabled IAW GSA IT Security Policy, (CIO P 2100.1). Registered users will receive an email notification to remind them of this requirement. If your account has been disabled, contact the Federal Service Desk.

LOCATING OPPORTUNITIES

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main heading is "Opportunities" with a "RETURN TO OPPORTUNITIES" link. Below this, there are tabs for Opportunities List, Advanced Search, Search Results (selected), and Archives. A warning message states: "Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results." Below the warning, there are "Refine Results" and "Clear Search" buttons. The search results are displayed in a table with columns: Opportunity, Agency/Office/Location, Type / Set-aside, and Posted On. The results are sorted by "Posted On (Desc.)" and showing 20 per page. The first four results are listed below.

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
Z--695-16-115, FY 16 Safety and TJC Corrections VA69D16B0449 Z -- Maintenance, repair, and alteration of real property	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Presolicitation / Service-Disabled Veteran-Owned Small Business	Feb 04, 2016
Z--Project 695-13-122, 111 Repair Expansion Tank and HVAC Piping VA69D16B0220 Z -- Maintenance, repair, and alteration of real property	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation (Modified) / Service-Disabled Veteran-Owned Small Business	Feb 04, 2016
Commemorative Area Equipment Pads IDIQ W911SA-16-B-0006 Y -- Construction of structures and facilities	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Solicitation (Modified)	Feb 04, 2016
X -- U.S. GOVERNMENT SEEKS EXPRESSIONS OF INTEREST TO LEASE APPROXIMATELY 22,500 24.750 RSF (Yielding 21.677 23.900 ANSI BOMA/USF) OF OFFICE AND WAREHOUSE SPACE IN SCOTT, WI GS-05P-LWI19452	General Services Administration Public Buildings Service (PBS) Office of Customer Solutions, Treasury Client	Presolicitation / Competitive 8(a)	Feb 04, 2016

February 5, 2016

LOCATING OPPORTUNITIES

The screenshot shows the FedBizOpps.gov website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers to Login or Register, and Vendors to Login or Register, along with an Accessibility icon.

The main content area features a U.S. Army logo and the title 'Commemorative Area Equipment Pads IDIQ'. Below the title, the following information is provided:

- Solicitation Number: W911SA-16-B-0006
- Agency: Department of the Army
- Office: Army Contracting Command, MICC
- Location: MICC - Fort McCoy (RC - North)

There are three tabs: 'Notice Details' (selected), 'Packages', and 'Interested Vendors List'. To the right of these tabs are 'Print' and 'Link' icons.

On the left side, there is a 'Complete View' section with a timeline of updates:

- Original Synopsis**: Nov 25, 2015 4:04 pm
- Changed**: Jan 05, 2016 3:13 pm
- Changed**: Jan 13, 2016 8:55 am
- Changed**: Jan 26, 2016 11:41 am
- Changed**: Feb 04, 2016 3:58 pm

In the center, there are two buttons: 'Return To Opportunities List' and 'Watch This Opportunity'. Below these is a button 'Add Me To Interested Vendors'.

The main text area contains the following details:

- Solicitation Number:** W911SA-16-B-0006
- Notice Type:** Solicitation
- Synopsis:** Added: Nov 25, 2015 4:04 pm. The Mission and Installation Contracting Command Center, Fort McCoy, Wisconsin has a requirement to construct new or repair existing equipment pads in the commemorative area in Fort McCoy, WI. Work to be performed under this firm, fixed price indefinite delivery, indefinite quantity (IDIQ) type contract will be within the North American Industry Classification System (NAICS) Code 238190 with a small business size standard of \$15 million.
- This will be a requirements contract. Project magnitude is over \$500,000 and 1,000,000.
- Period of Performance will be a one year base plus two option years.
- Parties interested in the solicitation should access the web page (fbo.gov) for the future issuance of the solicitation, associated documents, and solicitation amendments; contractors will not be directly notified of solicitation amendments.

On the right side, there is an 'ALL FILES' section with a list of documents:

- Solicitation 1**: Jan 05, 2016. Includes links for 'W911SA-16-B-0006_Fin...', 'W911SA-16-B-0006_Att...', 'W911SA-16-B-0006_Att...', 'W911SA-16-B-0006_Att...', 'W911SA-16-B-0006_Att...', and 'W911SA-16-B-0006_Att...'.
- Site Visit Sign in Sheet**: Jan 13, 2016. Includes link 'W911SA-16-B-0006_Sit...'.
- Amendment 1**: Jan 26, 2016. Includes link 'W911SA-16-B-0006_Ame...'.
- Abstract of Offers**: Feb 04, 2016. Includes link 'W911SA-16-B-0006_Abs...'.

At the bottom right, there is a 'GENERAL INFORMATION' section:

- Notice Type:** Solicitation
- Original Posted Date:** November 25, 2015

LOCATING OPPORTUNITIES Defense Logistics Agency – DLA www.dibbs.bsm.dla.mil

DEFENSE LOGISTICS AGENCY
ENTERPRISE BUSINESS SOLUTIONS
DLA INTERNET BID BOARD SYSTEM

Home Solicitations RFQs RFP/IFB/Non-Quotable RFQs Tech Data Downloads Awards

Navigation: Navigation/Documents - - - - - go Database

Notice: · DLA Land and Maritime TKO Seminar March 23 and 24 » [Read Notice](#)

Please read notices posted on the [Notices page](#).

Location: **Home**

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA. **Register**

- **Help**
 - [On-Line Help](#)
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
 - [Contact Us](#)
- **Solicitations**
 - [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
 - [Requests for Proposal \(RFP \) / Invitation For Bid \(IFB\)](#)
 - Other DLA Opportunities
 - [Federal Business Opportunities \(FedBizOpps\)](#)
- **References**
 - [Global Search](#)
 - [DLA Master Solicitation for Automated Simplified Acquisitions](#)
 - [Regulation Extracts used for DIBBS quoting](#)
 - [Virtual Library](#)
- **Vendor Registration**
 - [Vendor Registration](#)
 - [Registration Guidelines](#)
 - [DLA Small Business Programs](#)
- **Awards**
 - [Awards](#)
 - [Subsistence Market Ready Orders](#)
 - [Post Award Request \(PAR\)](#)
 - Allows vendors to submit post award requests.
 - Other DLA Awards
 - [Federal Business Opportunities \(FedBizOpps\)](#)
- **Technical Data**
 - [DLA Collaboration Folders \(cFolders\)](#)
 - [DLA Packaging](#)
 - [Defense and Federal Specifications and Standards via ASSIST Quick Search](#)
 - [Military Engineering Data Asset Locator System \(MEDALS\)](#)

SBIR – STTR – www.sbir.gov

The screenshot shows the SBIR-STTR website homepage. At the top left is the logo for SBIR-STTR America's Seed Fund™, powered by SBA. To the right are links for Login/Register, Contact Us, and Search. Below the header is a navigation menu with links for HOME, ABOUT, FUNDING, AWARDS, NEWS, EVENTS, and RESOURCES. The main content area features a large blue arrow pointing right with the text 'FIND FUNDING'. Below this is a search bar with the placeholder text 'Search Open Funding Topics' and a 'Search' button. To the left of the search bar are three stacked buttons: 'FIND FUNDING', 'SUCCESS STORIES', and 'GET THE 411'. The background of the main content area is a close-up of a hand pointing at a screen. Below the main content area are three smaller images: a woman in a blue shirt working at a desk, a group of scientists in a lab, and a hand using a computer mouse. Below each image is a text label: 'LEARN ABOUT', 'I'M A(AN)...', and 'I WANT TO...'.

WPI BidMatching Service – NO COST

Sites searched:

- 42 International Sites
- 45 federal sites
- 2,011 state and local sites

Your State's PTAC would have a similar service.

Wisconsin Procurement Institute Thursday January 28, 2016

[Company](#) [Awards](#) [Bid Matching](#) [Surveys](#) [Email Center](#)

Client: W10934 Wisconsin Awards - Aina

Select a Day to Review

Attn: Cookies must be enabled to ensure full functionality.

Sign up for WPIs NEWSLETTER <http://www.wispro.org/newsletter-signup/>

Make sure your SAM registration is current and if you are a small business, that your DSBS is complete. Need help? Contact us at 414-270-3600.

We are planning a VIRTUAL WEBINAR TRAINING SERIES - details will be posted to www.wispro.org in January.

2016 WEBINAR SERIES schedule updated at www.wispro.org

March 9 - 10 2016 **SAME SMALL BUSINESS EXPO** - Northbrook, IL - Save the Date! Attend and learn about programs and opportunities related to Critical Infrastructure.

May 12 2016 - **4th Annual Department of Veterans Affairs Small Business Conference** - Milwaukee

June 15 - 16 2016 - **10th Annual VOLK FIELD Small Business Conference** - Camp Douglas

Records 1 thru 25 out of 25

RFQ Date	FBO	DLA	Other Fed	Web	Intnl	Local	NonFed	Awards	
2016-01-27	164	0	0	7	1	0	22	0	View List All
2016-01-26	112	0	0	2	2	0	13	0	View List All
2016-01-25	148	1	0	5	11	0	22	0	View List All
2016-01-22	147	0	0	9	4	0	9	0	View List All
2016-01-21	150	0	0	8	2	0	6	0	View List All
2016-01-20	136	2	0	4	1	0	25	0	View List All
2016-01-19	17	0	0	0	0	0	7	0	View List All



MIDWEST SMALL BUSINESS

EXPO 2016

March 9 – 10, 2016

Northbrook, IL

Hosted by the

Chicago and Lake Michigan Posts

**SAVE
THE
DATE!**

WATCH for updates on the
SAME 2016 Website <https://sites.google.com/a/wispro.org/same2016/>
LAKE MICHIGAN POST WEBSITE <http://www.same-lakemichigan.org/>
CHICAGO POST WEBSITE <http://www.same-chicago.org/>
OR contact Marc Violante at marcv@wispro.org

OTHER EVENTS and TRAINING –

www.wispro.org

- **Webinar Series** – various contracting topics scheduled now through June including:
 - Evening virtual FAR training starting February 24
 - Flow-down Clauses
 - Protests
 - Intellectual Property
 - Technology Funding
- February 25 2016 – [Forest Products Lab and Northern Research Station Industry Day](#) – Madison
- April 26 – 28 2016 – [Wisconsin Federal Contracting Forum](#) – Washington DC

OTHER EVENTS and TRAINING –

www.wispro.org

- May 12 2016 - [4th Annual Department of Veterans Affairs Small Business Conference](#) – Milwaukee
- June 15 - 16 2016 - [10th Annual VOLK FIELD Small Business Conference](#) - Camp Douglas

QUESTIONS?



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