




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: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS

November 8, 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!

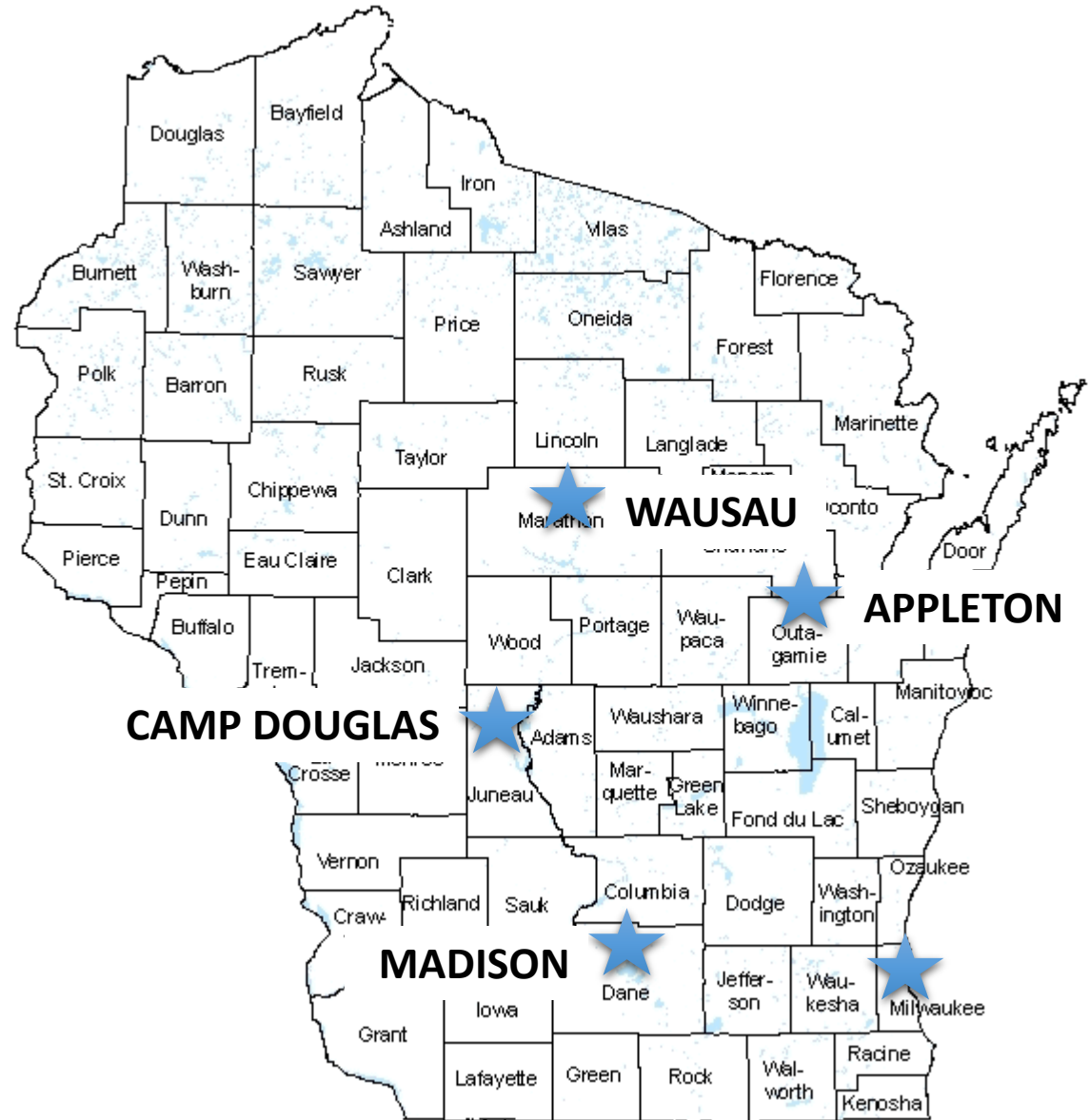
ABOUT WPI

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*



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SERVICES

ABOUT

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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

ACQUISITION HOUR LIVE WEBINAR SERIES

- **CYBERSECURITY WEBINARS**
- November 15, 2017 – **Compliance with NEW DOD Regulations on Safeguarding Covered Defense Information – a Legal Perspective** – [CLICK HERE](#) for additional information
- November 29, 2017 – **Cyber Security and Technology** – [CLICK HERE](#) for additional information – presented by George Chavez
- December 6, 2017 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

ACQUISITION HOUR LIVE WEBINAR SERIES

- 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 15, 2017 – **Compliance with NEW DOD Regulations on Safeguarding Covered Defense Information – a Legal Perspective** – [CLICK HERE](#) for additional information
- 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)
- November 29, 2017 – **Overview of CPARS** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- November 29, 2017 – **Cyber Security and Technology** – [CLICK HERE](#) for additional information – presented by George Chavez

ACQUISITION HOUR LIVE WEBINAR SERIES

- December 5, 2017 – **The SBA 8(a) Certification Program** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, Lead Business Opportunity Specialist, US Small Business Administration (SBA)
- December 6, 2017 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- December 12, 2017 – **Intellectual Property for Government Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Laura J. Grebe, Attorney, Husch Blackwell LLP

UPCOMING EVENTS

Learning New Roles: Additive Manufacturing is Impacting the Aerospace Sector

– November 15, 2017 - Appleton, WI

UPCOMING EVENTS

Pre-Marketplace Series: Money, Markets and Margins (M3) – Increasing Your Profitability, Networks and Net Worth

November 14, 2017 – Waukesha, WI

November 15, 2017 – Racine, WI

November 16, 2017 – Ashland, WI

November 30, 2017 – Wauwatosa, WI

December 6, 2017 – Green Bay, WI

UPCOMING EVENTS



MARKETPLACE 2017 – Governor’s Conference on Minority Business Development – December 13 – 14, 2017 – Milwaukee, WI



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Marc Violante | Director Federal Market Strategies

Wisconsin Procurement Institute (WPI)

marcv@wispro.org 414-270-3600

Benjamin Blanc, CFCM, CPPS | Government Contract Specialist

Benjaminb@wispro.org 414-270-3600

**10437 Innovation Drive, Suite 320
Milwaukee, WI 53226**