



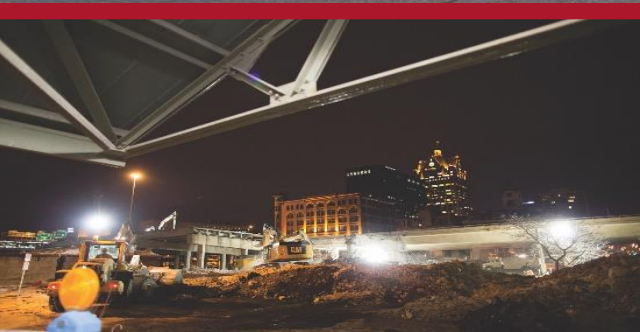
A Procurement Technical Assistance Center (PTAC)

SELLING PRODUCTS AND SERVICES TO THE FEDERAL PRIME CONTRACTORS APPLETON, WI November 2, 2017



WPI Wisconsin Procurement Institute

A Procurement Technical Assistance Center (PTAC)



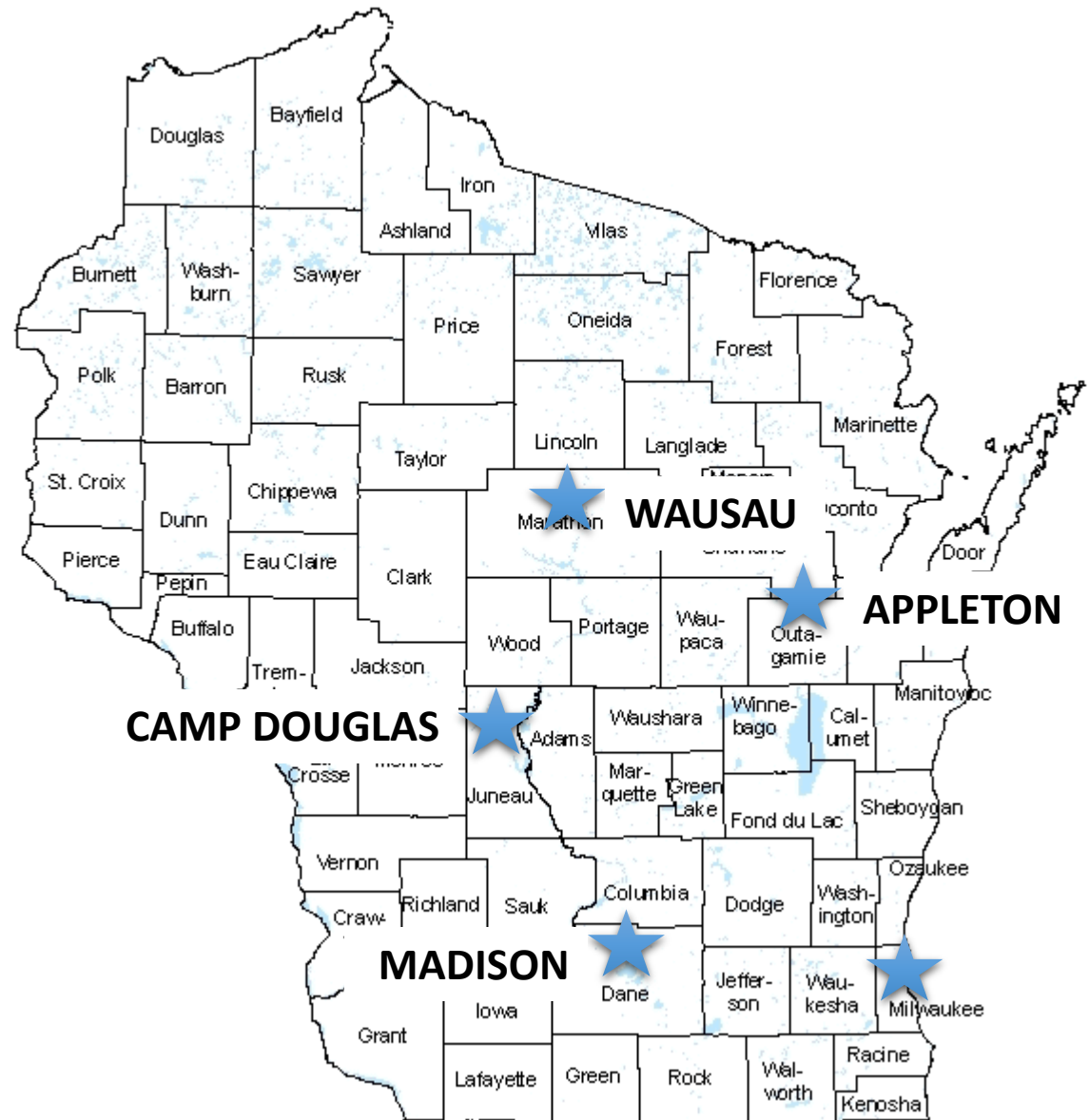
ABOUT WPI SUPPORTING THE MISSION

Celebrating 30 years of
serving Wisconsin businesses!

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*





UPCOM

OCTOBER 4:
ACQUISITIO
SUBCONTR.

OCTOBER 4:
SELLING PR
GOVERNME
AIRCRAFT A
APPLETON.

OCTOBER 11
PRE-MARKE
MARGINS (M
NETWORKS
FITCHBURG

OCTOBER 12
PRE-MARKE
MARGINS (M
NETWORKS
BOWLER »

OCTOBER 17
ACQUISITIO
INVOICING I

CURREI

www.wispro.org

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

SIGN UP

HAVE A
TO HELI

One of our s
questions.

GET HI

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

LETS GET STARTED

- In this session we will focus on:
 - What does a Federal prime look for in a subcontractor
 - How to locate Federal prime contractors
 - Visibility to the prime contractors
 - Competition



WHAT DOES A FEDERAL PRIME LOOK FOR IN A SUBCONTRACTOR

- Ability to operate to requirements of the Federal Acquisition Regulations (FAR) and Defense Federal Acquisition Regulations (DFAR)
- On time delivery
- Ability to manage supply chain
- Import / export compliance
- Security Systems and Clearances
- Strong financials, leadership and long term viability

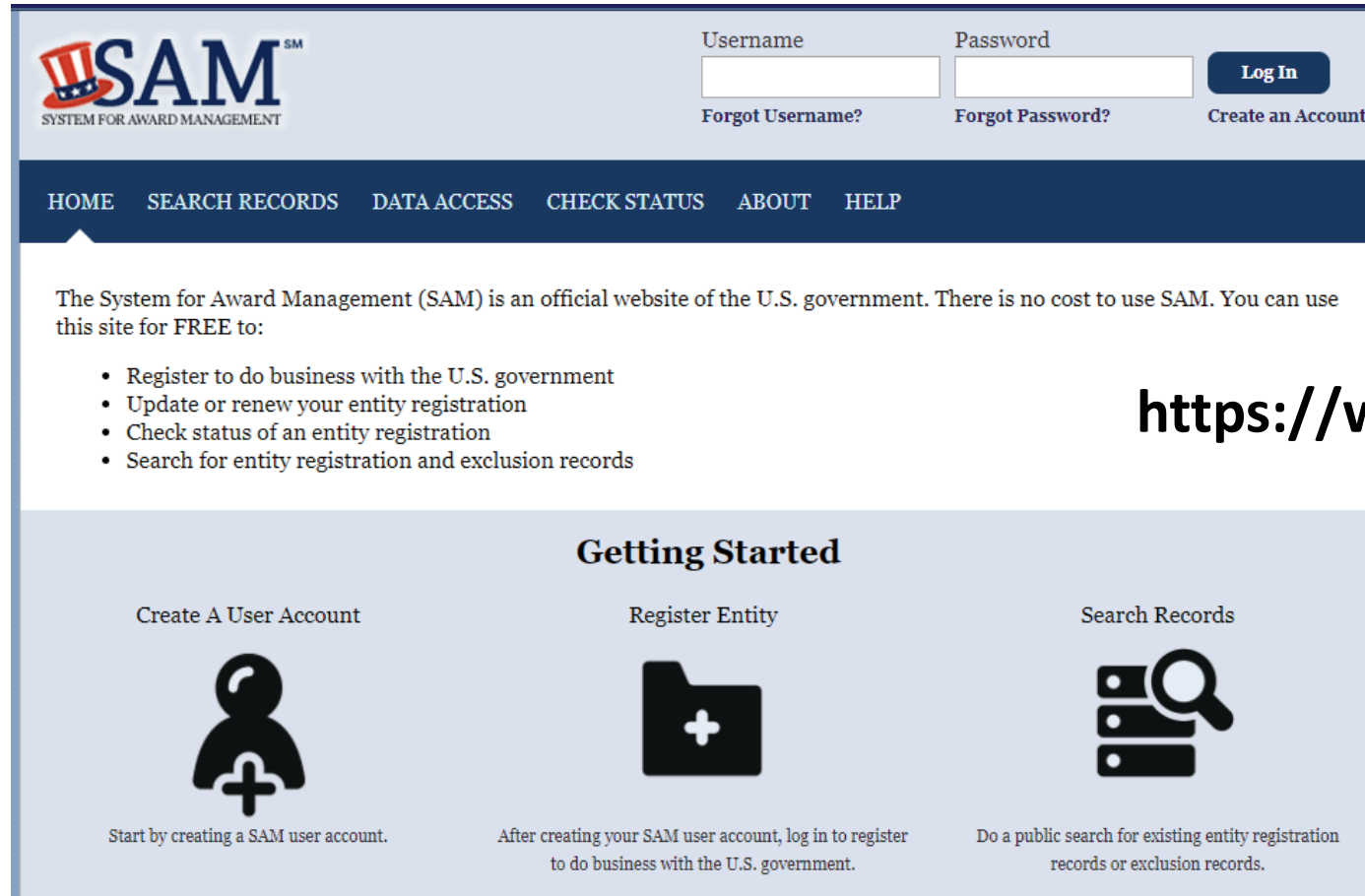
WHAT DOES A FEDERAL PRIME LOOK FOR IN A SUBCONTRACTOR

- **QUALITY – HOLDING actual certification**
 - Aerospace Standard (AS91XX)
 - AS 9100 – Manufacturers
 - AS 9110 – Maintenance
 - AS 9120 – Distributors
 - International Organization for Standardization (ISO)
 - ISO 9001 – Quality Management Systems
 - ISO/International Electro-technical Commission (ISO/IEC)
 - ISO/IEC 12207
 - Capability Maturity Model Integration (CMMI)
 - Mature practices, essential elements for effective process integration and continuous improvement
 - Nadcap – Special Process Certifications

WHAT DOES A FEDERAL PRIME LOOK FOR IN A SUBCONTRACTOR

- Small business status and/or certified under Federal (in some cases Corporate) small business programs
 - Small <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards/table-small-business-size-standards> Updated Oct 2017
 - Small Disadvantaged Business (some Minority)
 - Woman Owned Business
 - Service Disabled Veteran Owned Business (in some cases Veteran Owned Business)
 - Historically Underutilized Business Zone (HUBZone)

WHAT DOES A FEDERAL PRIME LOOK FOR IN A SUBCONTRACTOR



The screenshot shows the SAM website interface. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are login fields for 'Username' and 'Password', a 'Log In' button, and links for 'Forgot Username?' and 'Create an Account'. Below this is a dark blue navigation bar with links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, HELP. The main content area features a paragraph: 'The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:' followed by a bulleted list: 'Register to do business with the U.S. government', 'Update or renew your entity registration', 'Check status of an entity registration', and 'Search for entity registration and exclusion records'. To the right of this list is the URL 'https://www.sam.gov'. Below the text is a 'Getting Started' section with three columns: 'Create A User Account' with a person icon and the text 'Start by creating a SAM user account.', 'Register Entity' with a folder icon and the text 'After creating your SAM user account, log in to register to do business with the U.S. government.', and 'Search Records' with a magnifying glass icon and the text 'Do a public search for existing entity registration records or exclusion records.'

<https://www.sam.gov>

HOW TO LOCATE FEDERAL CONTRACTORS

United States Census Bureau

You are here: [Census.gov](#) > [Business & Industry](#) > [NAICS](#) > [NAICS Search/Tools](#)

North American Industry Classification

[Main](#) [History](#) [Development Partners](#) [Federal Register Notices](#) [NAPCS](#) [FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Reference Files

- 2017 NAICS
- 2012 NAICS

2017 NAICS

The following table provides detailed information on the structure

Sector	Description
11	Agriculture, Forestry, Fishing and Hunting
21	Mining, Quarrying, and Oil and Gas Extraction
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

<https://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2017>

ACQUISITION.GOV

simplified acquisition threshold

[Advanced Search](#)

[Home](#) [Federal Acquisition Regulation \(FAR\)](#) [Supplemental Regulations](#) [Acquisition Systems](#) [Archives](#) [CAC](#)

Home » [Product and Service Code Manual](#)

Product and Service Code Manual

Welcome to the product and service code manual page. We are providing the current version that became effective on 1 October 2015. The new PSC manual is available in multiple formats.

Attachment	Size
PSC Manual - Final - 9 August 2015.pdf	2.62 MB
PSC Manual- FY2016_Oct 1, 2015 (FINAL) (30 July 2015).docx	812.18 KB
PSC_data_Oct 01 2015 FY2016 FINAL (30 July 2015) Revised 9_25_17.xls	1.16 MB

https://www.acquisition.gov/PSC_Manual

HOW TO LOCATE FEDERAL CONTRACTORS

The screenshot shows the FedBizOpps.gov website interface. At the top, there is a navigation bar with 'My FBO', 'My Profile', 'Opportunities', and 'Agencies'. Below this, a user is logged in as 'Aina Vilumsons'. The main content area displays a solicitation for 'Overhaul Booster Assemblies for HC-130 H/J Aircraft' from the United States Coast Guard. The solicitation number is 70Z03818IH0000003. Below the solicitation details, there are tabs for 'Notice Details', 'Packages', and 'Interested Vendors List'. A search bar is present with the text 'Keywords:' and a 'Search' button. Below the search bar, it indicates 'Items 1-2 of 2'. A table lists two contractors:

Last Name	First Name	Contractor	Business Types	NAICS Codes
Alsip	William	TACTAIR FLUID CONTROLS, INC. 4806 W TAFT RD LIVERPOOL, NY 130884810 USA Email: walsip@tactair.com Phone: 3154513928	For-Profit Organization, Manufacturer of Goods	332912, 336413, 488190
Ferrer	Joe	AIRWAY AEROSPACE INC 2150 NW 95TH AVENUE DORAL, FL 331722338 USA Email: joeferrer@airwayaerospace.com Phone: 305-684-6666	Self-Certified Small Disadvantaged Business, For-Profit Organization, Hispanic American Owned, Contracts and Grants, S Corporation	332710, 332721, 332811, 332999, 336413, 488190, 811219

Below the table, it indicates 'Items 1-2 of 2' and there is an 'Add Me To Interested Vendors' button.

HOW TO LOCATE FEDERAL CONTRACTORS

The screenshot shows the U.S. Department of Defense website's 'Contracts' page. The URL is <https://www.defense.gov/News/Contracts/>. The page features a navigation menu with links for 'HOME', 'ABOUT', 'LEADERS', 'NEWS', 'PHOTOS', 'VIDEOS', and 'SPE'. Below the navigation is the U.S. Department of Defense logo and a search bar labeled 'Search Defense'. The main content area displays a list of contracts for October 2017, with a pagination control showing pages 1 through 28. A 'Search Contracts' sidebar is visible on the right, including a search input field, a 'Search' button, a dropdown menu set to 'Recent', and a 'Subscribe Now' button with the text 'to receive Contracts'. Below the subscribe button is an 'Archive' section listing months and the number of contracts: October 2017 (21), September 2017 (20), August 2017 (23), July 2017 (20), and June 2017 (22).

<https://www.defense.gov/News/Contracts/>

U.S. DEPARTMENT OF DEFENSE

HOME > NEWS > CONTRACTS

CONTRACTS

Contracts valued at \$7 million or more are announced each business day at 5 p.m. Go to DoD News for more information and for links to other news items.

1 2 3 4 5 6 7 8 9 10 ... 28

Contracts For Oct. 31, 2017

Contracts For Oct. 30, 2017

Contracts For Oct. 27, 2017

Contracts For Oct. 26, 2017

Contracts For Oct. 25, 2017

Contracts For Oct. 24, 2017

Contracts For Oct. 23, 2017

Contracts For Oct. 22, 2017

Search Contracts

Search

Recent

Subscribe Now
to receive Contracts

Archive

- October 2017 (21)
- September 2017 (20)
- August 2017 (23)
- July 2017 (20)
- June 2017 (22)

HOW TO LOCATE FEDERAL CONTRACTORS

DefenseNews HOME AIR & SPACE LAND NAVAL POLICY CONGRESS REGIONS TV

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Top 100 for 2017

<http://people.defensenews.com/top-100/>

2017 Top 100

Click headers to sort

2017

Rank	Last Year's Rank	Company	Leadership	Country	2016 Defense Revenue* (in millions)	2015 Defense Revenue* (in millions)	% Defense Revenue Change	2016 Total Revenue* (in millions)	Revenue From Defense
1	1	Lockheed Martin ¹	Marilyn Hewson, Chairman, President and CEO	U.S.	\$43,468.00	\$40,596.00	7%	\$47,248.00	92%
2	2	Boeing	Dennis Muilenburg, President and CEO	U.S.	\$29,500.00	\$30,388.00	-3%	\$94,571.00	31%
3	3	BAE Systems ²	Charles Woodburn, CEO	U.K.	\$23,621.84	\$25,278.08	-7%	\$25,867.20	91%
4	4	Raytheon Company ¹	Thomas Kennedy, Chairman and CEO	U.S.	\$22,384.17	\$21,619.71	4%	\$24,069.00	93%
5	6	Northrop Grumman ³	Wes Bush, Chairman, President and CEO	U.S.	\$20,200.00	\$17,600.00	15%	\$24,508.00	82%
6	5	General Dynamics	Phebe Novakovic, Chairman and CEO	U.S.	\$19,696.00	\$19,148.00	3%	\$31,353.00	63%

HOW TO LOCATE FEDERAL CONTRACTORS

https://www.fpds.gov

Type one or more keywords
336413 CONTRACT_FIS

Federal Procurement Data System - Next Generation

» Home » Newsroom » **Reports** » Status » Worksite » Archives » Training

Login

Log-In:
 Password:

» Forgot Your Password?
 » Security and Privacy
 » Contact Help Desk
 » You must click here for very Important D&B Information

Registration

» Register
 » Who Should Register?

FAQs

» FPDS-NG
 » ezSearch
 » ATOM Feed

NOTE: You must click on the link for very important D&B information https://www.fpds.gov/help/DnB.htm.

Federal Procurement Report

The Federal Procurement Report data can be used for geographical analysis of the impact of the congressional and presidential initiatives in small business. The data is also a reliable basis for measuring and assessing acquisition policy and management improvement.

- Fiscal Year 1981 - 2002
- Fiscal Year 2003
- Fiscal Year 2004
- Fiscal Year 2005
- Fiscal Year 2006
- Fiscal Year 2007

Top 100 Contractors Report

The top 100 contractors Report contains an individual report across federal reports by Department.

- Fiscal Year 2016 **NEW**
- Fiscal Year 2015
- Fiscal Year 2014 v3
- Fiscal Year 2013
- Fiscal Year 2012

Contracts | **ICD** | **Recovery**

Top 10: Department Full Name

- DEPT OF DEFENSE (83885)
- HOMELAND SECURITY, DEPARTMENT OF (4195)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (158)
- TRANSPORTATION, DEPARTMENT OF (51)
- INTERIOR, DEPARTMENT OF THE (35)
- AGRICULTURE, DEPARTMENT OF (27)
- GENERAL SERVICES ADMINISTRATION (28)
- STATE, DEPARTMENT OF (25)
- JUSTICE, DEPARTMENT OF (8)
- COMMERCE, DEPARTMENT OF (3)

Top 10: Contracting Agency Name

- DEFENSE LOGISTICS AGENCY (69788)
- DEPT OF THE NAVY (8114)
- DEPT OF THE AIR FORCE (4280)
- U.S. COAST GUARD (3839)
- DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA) (1974)
- DEPT OF THE ARMY (1390)
- U.S. CUSTOMS AND BORDER PROTECTION (341)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (158)
- U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) (117)
- FEDERAL AVIATION ADMINISTRATION (51)

Top 10: Vendor Full Name

- HAMILTON SUNDSTRAND CORPORATION (7747)
- BOEING COMPANY, THE (8491)
- SIKORSKY AIRCRAFT CORPORATION (4045)
- SUPPLYCORE INC. (3258)
- HONEYWELL INTERNATIONAL INC. (2816)
- PARKER-HANNIFIN CORPORATION (2588)
- LOCKHEED MARTIN CORPORATION (2502)
- NORTHROP GRUMMAN SYSTEMS CORPORATION (2220)
- MARTIN-BAKER AMERICA, INC. (1317)
- GE AVIATION SYSTEMS LLC (841)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#):	0001 (0)
Vendor Name:	INDUSTRIAL
Date Signed:	February 03,
Referenced IDV:	H9224117D00
NAICS (Code):	OTHER AIRC (336413)
Vendor City:	VAN NUYS
Vendor State:	CA
Global Vendor Name:	INDUSTRIAL

Award ID (Mod#):	0001 (0)
Vendor Name:	UNITECH CO
Date Signed:	December 05
Referenced IDV:	H9224117D00
NAICS (Code):	OTHER AIRC (336413)
Vendor City:	HAYDEN
Vendor State:	ID
Global Vendor Name:	UNITECH CO

Award ID (Mod#):	0001 (0)
Vendor Name:	ROCKWELL C
Date Signed:	July 28, 2017
Referenced IDV:	H9224117D00
NAICS (Code):	OTHER AIRC (336413)

HOW TO LOCATE FEDERAL CONTRACTORS

<https://www.usaspending.gov/Pages/Default.aspx>

The screenshot shows the USASpending.gov website. At the top left is the logo with the text "USASPENDING.gov" and a "BETA" badge. To the right of the logo is an "ATTENTION" notice: "ATTENTION: In the fall of 2017, we will release a new USASpending.gov. The new site will continue to provide as well as include data on agency expenditures. For more information, visit beta.usaspending.gov. Please give us feedback that you want incorporated into the new site by emailing our [Community](#)." Below the logo and notice is a navigation menu with buttons for "HOME", "ABOUT", "WHERE IS THE MONEY GOING", "REFERENCES", "DOWNLOAD CENTER", and "CONTACT US".

WHAT IS USASPENDING.GOV?
USAspending.gov is the publicly accessible, searchable website mandated by the Federal Acquisition Accounting and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. [Learn More...](#)

OVERVIEW OF AWARDS - FY 2018
The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.

Award Type	Relative Amount
Contracts	Large orange bar
Grants	Small green bar
Other Financial Assistance*	Small purple bar

*See explanation in [Glossary](#) [Text View of Overview of Awards](#)

AWARDS BY STATE
Roll over map to see awards by state. The map shows California (CA) in dark blue, with Washington (WA), Oregon (OR), New York (NY), and Alaska (AK) in light blue.

HOW TO LOCATE FEDERAL CONTRACTORS – FY2017 – NOT COMPLETE

THE BOEING COMPANY	\$4,642,786,851.57	Washington
SIKORSKY AIRCRAFT CORPORATION	\$1,974,921,085.62	Connecticut
BELL BOEING JOINT PROJECT OFFICE	\$1,955,496,780.63	Texas
LOCKHEED MARTIN CORPORATION	\$1,077,476,715.79	Georgia
NORTHROP GRUMMAN SYSTEMS CORPORATION	\$883,358,533.94	Florida
BOEING COMPANY, THE	\$607,425,539.67	Missouri
THE BOEING COMPANY	\$570,278,257.97	Pennsylvania
BELL HELICOPTER TEXTRON INC.	\$569,632,316.43	Texas
NORTHROP GRUMMAN SYSTEMS CORPORATION	\$281,976,322.22	California
SIERRA NEVADA CORPORATION	\$204,593,871.08	Nevada
BOEING COMPANY, THE	\$194,237,586.52	Arizona
NORTHROP GRUMMAN SYSTEMS CORPORATION	\$191,015,101.13	Illinois
AAI CORPORATION	\$170,033,508.38	Maryland
LOCKHEED MARTIN INTEGRATED SYSTEMS, INC	\$157,405,942.54	Georgia
NORTHROP GRUMMAN SYSTEMS CORPORATION	\$128,801,249.77	California
L 3 COMMUNICATIONS INTEGRATED SYSTEMS LIM	\$121,744,747.52	Texas
AIRBUS HELICOPTERS, INC.	\$99,283,532.36	Texas
BOEING COMPANY, THE	\$81,725,994.87	California
LOCKHEED MARTIN CORPORATION	\$63,704,853.91	New York
BOEING COMPANY, THE	\$59,844,888.28	Oklahoma
BOEING COMPANY, THE	\$56,641,473.29	Florida
BOEING COMPANY, THE	\$50,910,681.08	California
HAWKER BEECHCRAFT DEFENSE COMPANY, LLC	\$44,256,978.40	Kansas
GENERAL ATOMICS AERONAUTICAL S	\$31,147,353.90	California

VISIBILITY TO PRIME CONTRACTORS

- ATTEND and/or PARTICIPATE in TRADE GROUPS / DEFENSE or FEDERAL events or conference – become part of the culture
- REGISTER in SAM and DYNAMIC SMALL BUSINESS database
- REGISTER on their SUPPLY CHAIN PORTALS
- Prepare and have available a CAPABILITIES STATEMENT
- Develop relationships

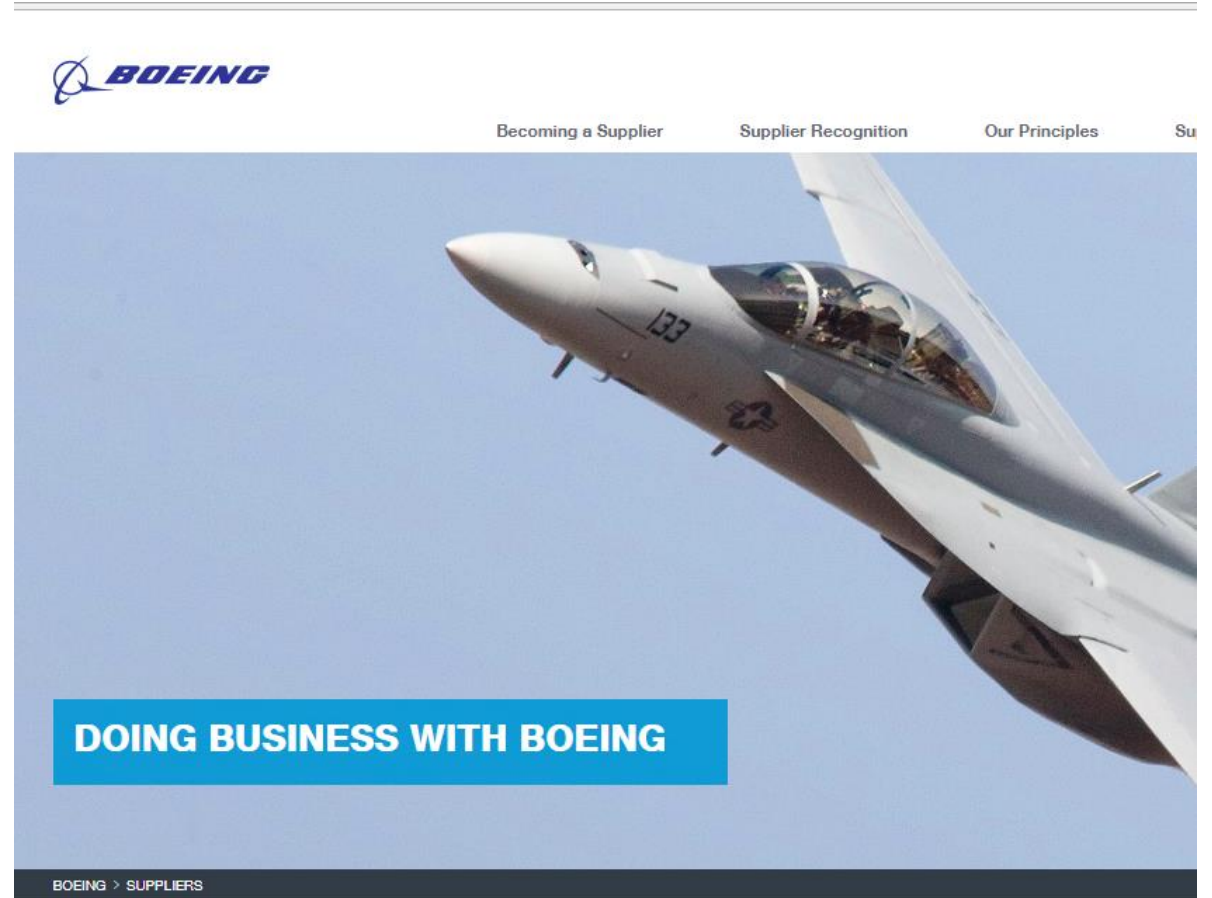
VISIBILITY TO PRIME CONTRACTORS

The screenshot shows the Lockheed Martin website's 'Supply Chain Management' page. The top navigation bar includes 'LOCKHEED MARTIN' and links for 'INVESTORS', 'MEDIA', 'SUPPLIERS', and 'EMPLOY'. A secondary navigation bar lists 'WHO WE ARE', 'WHAT WE DO', 'NEWS & EVENTS', 'INNOVATION', and 'CAREERS'. The main content area features a large image of aircraft and a 'Supply Chain Management' heading with social media sharing options (Like 0, Tweet, G+, Share 0). A left-hand navigation menu lists various categories including 'AERONAUTICS', 'Community Relations', 'Aeronautics Sustainment', 'Laboratories', 'Supply Chain Management' (with sub-items like 'Doing Business', 'Engineering', 'F-35 Fighter Production System', etc.), 'Demonstration Centers', 'Customer Support Center', 'Buellton Advanced Materials', 'Locations', and 'Skunk Works®'. Below the main image, an 'Announcements' section contains the text: 'All of the information you need is now accessible from the menus on the left-hand side of the screen.'

<https://www.lockheedmartin.com/us/aeronautics/materialmanagement.html>

VISIBILITY TO PRIME CONTRACTORS

<http://www.boeingsuppliers.com/>



Welcome

Since The Boeing Company's inception over 100 years ago, the partnership between Boeing and its suppliers has been a key to our success. In today's global economy, the relationships we forge with suppliers are key to our team's agility, in

VISIBILITY TO PRIME CONTRACTORS

<http://www.northropgrumman.com/Suppliers/Pages/default.aspx>

THE VALUE OF PERFORMANCE.
Suppliers - OASIS

OASIS Home | Doing Business with Northrop Grumman | Announcements | Shipping, Receiving, and Logistics | GSDP | Tools | Contracting Data | Technical Support

LATEST NEWS | Philippe Cousteau Jr.'s EarthEcho International and the Northrop Grumman Foundation Bring Real World Science and Exploration t...

Announcements [View All](#)

- NG to Acquire Orbital ATK 09/18/2017 09/18/2017
- Cyber Security FAQs and Basic Safeguarding Controls 09/06/2017
- Defense Industry Initiative Small Business Toolkit 09/01/2017
- Updated Cybersecurity Resources for Suppliers 07/26/2017
- ITT Cannon Stop Shipment Notices 06/30/2017
- AS Supplier Letter – Reminder - GIDEP Membership Requirement 05/25/2017

Supplier Standards of Business Conduct

Available Languages

OASIS Online Automated Supplier Information System

Welcome to OASIS, Northrop Grumman's online supplier portal. The OASIS Supplier Portal is an extension of our commitment to building long-term, mutually beneficial relationships with our suppliers, and serves as a communication and collaboration hub to obtain important, necessary information to insure your success as a supplier with Northrop Grumman.

We value your feedback.

- Doing Business with Northrop Grumman**
Information on how to introduce your company to Northrop Grumman Corporation as well as how to get secure access to OASIS
- Shipping/Transportation/Logistics**
Important resources for delivering product to Northrop Grumman Corporation
- Tools**
Access points to Northrop Grumman's on line Supply Chain tools. (Note, secure authentication required for most applications)
- Global Supplier Diversity Program (GSDP)**
Learn about Northrop Grumman Corporation's diversity programs and opportunities
- Terms and Conditions**
Access to Northrop Grumman sector PO terms and conditions
- Contracting Data**
Access important documentation relevant to your contracts with Northrop Grumman Corporation

VISIBILITY TO PRIME CONTRACTORS



<https://aadsummit.com/>

2017 FEATURED ATTENDEES



Over the past 12 years, Tinker and the Primes has developed a reputation for attracting hundreds of aerospace, defense and government contracting businesses and organizations.

Tinker and the Primes provides information, education, and access to business opportunities.

Previous Tinker and the Primes events have included many favorite features:

- "Defense Day" — features briefings from Tinker Air Force Base, other Oklahoma Defense Installations, as well as Department of Defense and Federal Organizations.
- Supplier Search interviews organized by the OKSBDC.
- Opportunities to tour Building 9001 and Building 3001 at Tinker Air Force Base.
- A chance to hear from several OEMs, Primes, and various government agencies.
- Networking opportunities throughout the event.
- Informational Workshops for companies regarding government contracting.

PREMIER TITLE SPONSOR
NORTHROP GRUMMAN

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RBC MRO SERVICES

PRIME SPONSORS

<http://midwestcityok.net/tinkerandtheprimes/>

ABOUT

13th Annual Conference:
 August 14-16, 2018

Tinker and the Primes is a production of the Midwest City Chamber of Commerce and Rose State College with the assistance of Tinker Air Force base, our advisors, and Community Partner, the City of Midwest City.

VENUE

Sheraton Midwest City Hotel
 at the Reed Conference Center

5700 Will Rogers Road
 Midwest City, OK 73110

The Sheraton Midwest City Hotel at the Reed Conference Center is located across I-40 from Tinker Air Force Base.

ATTIRE

Civilian: Business/Business Casual
 Military: Uniform of the Day

COMPETITION

- **KNOW WHO YOU ARE COMPETING WITH**
 - Your strengths and your weaknesses
 - Capabilities
 - Past performance - reputation
 - Pricing / value
- **UNDERSTAND** that many of these contracts have a **VERY LONG** life cycle
 - Need to get in front of it – after a project is awarded – it is usually too late
 - Patience
- **Lookup in SAM or DSBS**
- **PARTNERING**



WISCONSIN ECONOMIC DEVELOPMENT CORPORATION

MARKETPLACE WISCONSIN

Governor's Conference on Minority Business Development
Welcoming minority, woman and veteran-owned businesses
December 13 - 14, 2017

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REGISTER NOW

REGISTRATION NOW OPEN
REGISTER NOW
DECEMBER 13 - 14, 2017
POTAWATOMI HOTEL & CONFERENCE CENTER
MILWAUKEE, WISCONSIN

<https://join.inwisconsin.com/ehome/273379/homepage/>



WISCONSIN PROCUREMENT INSTITUTE
A Procurement Technical Assistance Center (PTAC)

EVENT CALENDAR FEDERAL GOVERNMENT STATE & LOCAL GOVERNMENT OTHER GOVERNMENT & GRANTS SUCCESS & AWARDS

SELLING PRODUCTS AND SERVICES TO DEPARTMENT OF DEFENSE PRIME CONTRACTORS – GETTING STARTED WITH A FOCUS ON AIRCRAFT AND AEROSPACE SUPPLIERS – PART TWO

UPCOMING EVENTS

NOVEMBER 1 2017
ACQUISITION HOUR - FLOW-DOWN CLAIM MANAGEMENT AND RESPONSIBILITIES | CONTRACTORS

NOVEMBER 2 2017
SELLING PRODUCTS AND SERVICES TO OF DEFENSE PRIME CONTRACTORS - G STARTED WITH A FOCUS ON AIRCRAFT AEROSPACE SUPPLIERS – PART TWO APPLETON, WI »

NOVEMBER 7 2017
ACQUISITION HOUR – THE CONTRACTOR SYSTEM REVIEW (CPSR) SERIES PART 1

NOVEMBER 8 2017
ACQUISITION HOUR: CYBER SECURITY AND PROSPECTIVE DOD CONTRACTOR SUBCONTRACTORS

NOVEMBER 14 2017
ACQUISITION HOUR – THE CONTRACTOR SYSTEM REVIEW (CPSR) SERIES PART 2

CURRENT OPPORTUNITIES

<https://www.wispro.org/>

CONTACT INFORMATION

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Fox Valley Technical College - DJ Bordini Center - Appleton, WI

Aina Vilumsons | CEO

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