

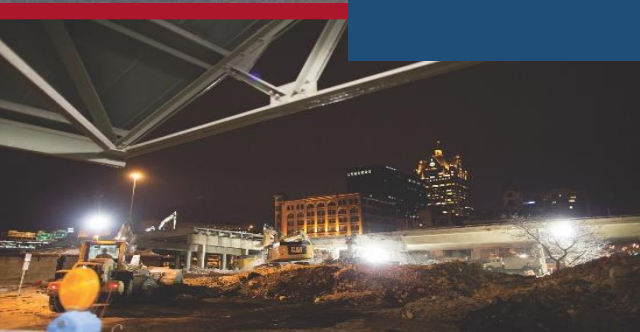


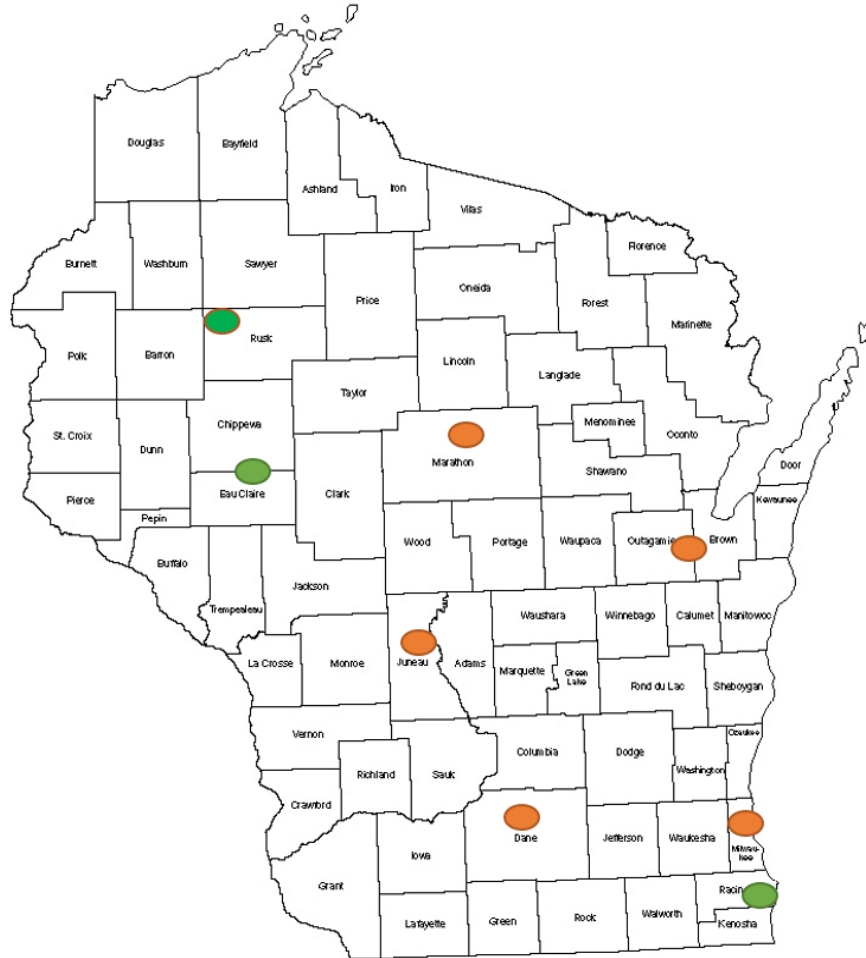
A Procurement Technical
Assistance Center (PTAC)

A large 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.

WHAT IT TAKES TO WIN – A DISCUSSION WITH SUCCESSFUL GSA SCHEDULE CONTRACTORS

October 26, 2016





LOCATIONS:

- **Primary office – Milwaukee** - Technology Innovation Center
- **Staffed Satellite offices**
 - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
 - Camp Douglas** (Juneau County Economic Development Corporation)
 - Wausau** (Wausau Regional Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action

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UPCOMING EVENTS

JULY 13 2016

ACQUISITION HOUR: MARKET RESEARCH – USING THE
FEDERAL PROCUREMENT DATA SYSTEMS (FPDS) –
PART 1

JULY 20 2016

DOING BUSINESS WITH THE NATIONAL PARK SERVICE
MUNISING, MI »

JULY 27 2016

ACQUISITION HOUR: MARKET RESEARCH – USING THE
FEDERAL PROCUREMENT DATA SYSTEMS (FPDS) –
PART 2

AUGUST 3 2016

HOW TO DO BUSINESS WITH THE DEPARTMENT OF
VETERANS AFFAIRS
IRON MOUNTAIN, MI »

AUGUST 4 2016

HOW TO DO BUSINESS WITH THE DEPARTMENT OF
VETERANS AFFAIRS
GREEN BAY, WISCONSIN »

CURRENT OPPORTUNITIES (3)

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 QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your
questions.

GET HELP



In Fiscal Year 2015, close to \$33 Billion sales went through GSA Schedule contracts.

At the same time 60% of schedule contractors had no sales.

What is a GSA Schedule?



- The Federal Supply Schedule (FSS) program also known as the GSA Schedules Program or the Multiple Award Schedule (MAS) Program offers speed, selection, flexibility, transparency, efficiency, value, and procurement management.
- Schedules are Indefinite Delivery, Indefinite Quantity (IDIQ) contracts providing an indefinite quantity of supplies and services at stated prices during a fixed period of time.

What is a GSA Schedule?



- **GSA schedule contracts offers direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing.**



Contract Holder

Resources:



- GSA eLibrary: <http://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- GSA Advantage!: <https://www.gsaadvantage.gov/advantage/main/elib.do?pg=home&src=elib>
- GSA eBuy: https://www.gsaadvantage.gov/advantage/ebuy/start_page.do?app=ebuy&source=elibrary
- GSA Vendor Support Center: <https://vsc.gsa.gov/>
- GSA Reverse Auctions: <https://reverseauctions.gsa.gov/>
- Wisconsin Procurement Institute - Phone: 414-270-3600 www.wispro.org

Upcoming Events

- **Acquisition Hour Live Webinar Series** – Various Tuesdays, Wednesdays, and Thursdays
- **Winning Approach to Contract Award: Preparation, Lead Generation, Follow-Up and Closing the Deal**
 - 10-27-2016 – Green Bay, WI 11-3-2016 – Milwaukee, WI
- **Post-Election Federal Market Insights – Where's the Money** – November 15, 2017 – Milwaukee, WI
- **What it Takes to Win – Opportunities with the Department of Defense for Small Business Manufacturers** – November 17, 2016 - Milwaukee, WI
- **Federal Agency Briefings with GSA, EPA, NAVFAC, USACE & US SBA – Hosted by the Lake Michigan and Chicago SAME Posts** – November 3, 2017 – Highland Park, IL
- **Marketplace 2016** – December 13 – 14, 2016 - Milwaukee, WI
- **End of Year Federal Contractor Update** – January 17, 2017 – Milwaukee, WI
- **Society of American Military Engineers (SAME) Midwest Small Business Expo** – March 29 - 30, 2017 – Northbrook, IL
- **Wisconsin Federal Contracting Forum** – April 25 – 27, 2017 – Washington, DC

For Assistance or Additional Information - Contact

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