



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.

For Manufacturers: Becoming a Supplier to the Military and Their Prime Contractors

May 5, 2016 - Eau Claire, WI





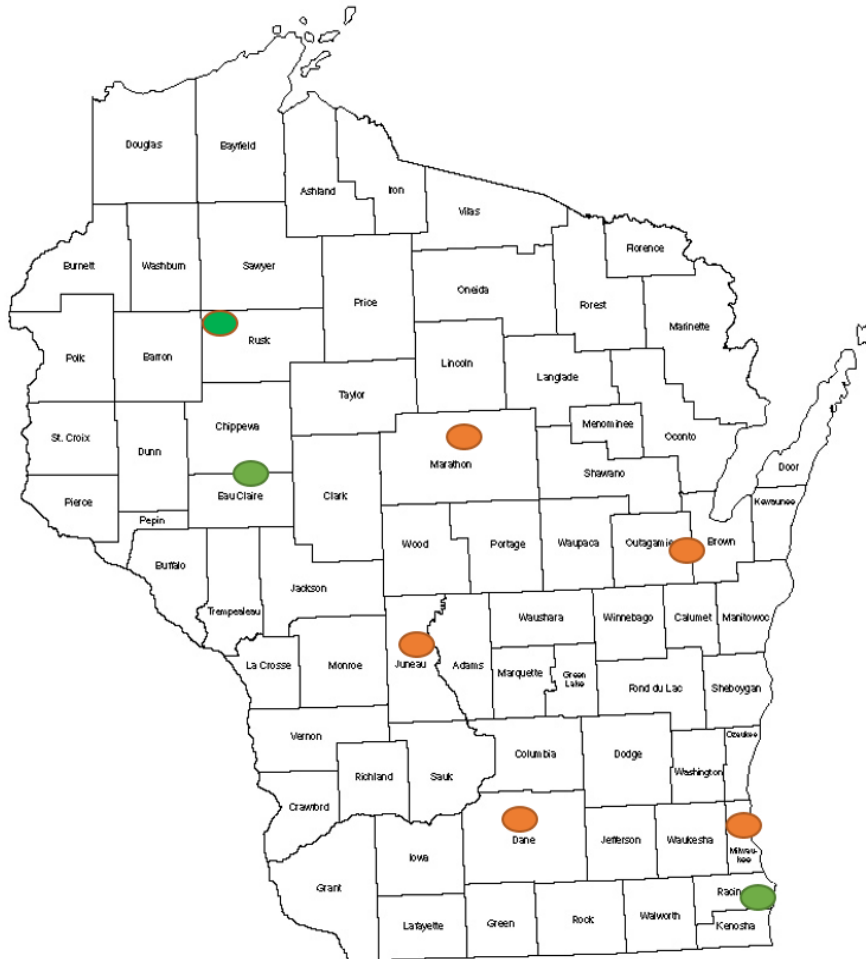
WPI MISSION

Assist businesses in creating, development and growing their sales, revenue and jobs through Federal, state and local government contracts.



ABOUT WPI

Supporting the Mission



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

TRAINING EVENTS

- Annual Volk Field Small Business Conference
- Prime Contractor Group meetings
- Annual VA VISN 12 Small Business Conference
- SAME Small Business Expo
- Washington DC Federal Contractor Summit
- Marketplace – Governor’s Conference
- Federal Contractor Updates
- Acquisition Hour Webinar Series
- Small Business Contractor Series

WPI ASSETS

- Experienced staff
- Statewide outreach and assistance
- Relationships with Government agencies (Federal, State, Local)
- Relationships with current contractors – large and small (Wisconsin and nationally)
- Access to technical resources and expertise
- Access to market intelligence
- Understanding of process, regulations and market

WPI SERVICES

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities - Bid and proposal review and Submission Assistance
- 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
- 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
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

GOVERNMENT MANUFACTURING CONFERENCE - SUPPORTING THE FEDERAL DEFENSE SUPPLY CHAIN - MAY 19 - GREEN BAY, WI

www.wispro.org

UPCOMING EVENTS

MAY 3 2018
INTERSECWI 2018
CAMP DOUGLAS, WI »

MAY 4 2018
MADISON NIGHT IN MILWAUKEE
MILWAUKEE, WI »

MAY 5 2018
FOR MANUFACTURERS: BECOMING A SUPPLIER TO THE MILITARY AND THEIR PRIME CONTRACTORS
EAU CLAIRE, WI »

MAY 10 2018
ACQUISITION HOUR - THE GROWING NEED FOR FEDERAL CONTRACTORS TO IMPROVE THEIR COMPANY'S OVERALL CYBER-IQ

MAY 11 2018
ACQUISITION HOUR - IMPLEMENTING SMALL BUSINESS SUBCONTRACTING PLAN AT YOUR COMPANY
WEBINAR »

CURRENT OPPORTUNITIES (7)

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

AGENDA

- Overview of the Market
- How the Federal Government Buys
- Readiness, Capability and Capacity
- How to Locate and Qualify Opportunities
- What you **MUST KNOW** as a Defense Contractor
- Step by-step guide to **GETTING STARTED**
- What it takes to **WIN**





- OVERVIEW OF THE MARKET

WHO IS BUYING

WHO IS SELLING

WHAT IS BEING PURCHASED

WHERE IS THE MONEY GOING



WHO IS BUYING - ALL

Top Spending by Agency

FY 2015 ...

Code	Agency	Spending YTD
1700	NAVY	\$ 72,741,705,020
2100	ARMY	\$ 54,085,935,231
5700	AIR FORCE	\$ 45,582,295,018
9700	DEFENSE	\$ 27,931,223,189
97AS	DEFENSE LOGISTICS AGENCY (DLA)	\$ 27,864,800,355
8900	ENERGY	\$ 25,033,317,333
7500	HEALTH AND HUMAN SERVICES	\$ 21,262,026,243
3600	VETERANS AFFAIRS	\$ 19,317,276,816
8000	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 16,931,346,683
7000	HOMELAND SECURITY	\$ 13,754,703,422

WHO IS BUYING – STATE OF WISCONSIN

	2011	2012	2013	2014	2015	2016 (to date)	FY2011 - 2015
2100 - ARMY	\$4,895,484,682	\$1,214,482,066	\$1,848,410,113	\$758,519,836	\$1,053,420,683	\$60,124,469	
1700 - NAVY	\$580,058,448	\$427,235,006	\$135,293,860	\$272,521,919	\$279,523,787	\$88,175,884	
3600 - VETERANS AFFAIRS	\$264,484,295	\$264,640,945	\$310,806,062	\$347,478,251	\$256,935,013	\$146,228,642	
97AS - DEFENSE LOGISTICS AGENCY (DLA)	\$369,399,571	\$318,822,997	\$178,027,119	\$213,490,871	\$205,863,343	\$46,201,881	
7500 - HEALTH AND HUMAN SERVICES	\$109,585,762	\$107,887,106	\$168,380,391	\$198,326,509	\$195,476,323	\$54,422,405	
9700 - DEFENSE	\$288,667,695	\$256,324,655	\$284,405,607	\$340,084,076	\$185,190,253	\$71,018,805	
1200 - AGRICULTURE	\$160,301,040	\$160,259,904	\$118,903,174	\$111,630,175	\$130,702,480	\$52,545,698	
9100 - EDUCATION	\$61,672,694	\$103,226,045	\$125,445,899	\$185,051,248	\$120,598,684	\$60,946,603	
1500 - JUSTICE	\$80,274,766	\$126,272,236	\$96,552,641	\$69,736,635	\$75,786,086	\$68,876,359	
5700 - AIR FORCE	\$48,172,898	\$59,862,644	\$25,342,018	\$72,205,021	\$37,235,472	\$9,528,373	
1400 - INTERIOR	\$18,882,886	\$23,413,085	\$22,869,755	\$18,922,109	\$29,324,354	\$9,460,936	
8000 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$11,207,843	\$21,393,351	\$20,031,998	\$32,807,032	\$22,429,672	\$15,005,989	
6800 - ENVIRONMENTAL PROTECTION AGENCY	\$12,776,238	\$7,591,726	\$56,622,024	\$18,992,813	\$21,820,902	\$4,533,695	
7000 - HOMELAND SECURITY	\$63,346,574	\$127,128,833	\$31,919,390	\$34,930,468	\$20,775,062	\$12,058,995	
96CE - US ARMY CORPS OF ENGINEERS - Civil programs	\$24,311,157	\$39,077,105	\$17,381,667	\$60,225,355	\$18,235,130	\$690,138	
2800 - SOCIAL SECURITY ADMINISTRATION	\$2,508,638	\$14,202,890	\$14,234,046	\$12,513,214	\$12,443,345	\$497,503	
6900 - TRANSPORTATION	\$5,897,901	\$7,649,481	\$15,131,651	\$12,545,694	\$9,686,516	\$18,222,599	
4700 - GENERAL SERVICES ADMINISTRATION	\$43,176,373	\$26,006,513	\$26,411,028	\$33,350,949	\$9,163,546	\$3,817,424	
1900 - STATE	\$3,302,840	\$4,646,760	\$3,839,485	\$4,203,818	\$6,065,937	\$1,178,771	

WHO IS SELLING – STATE OF WISCONSIN BUSINESSES

STATE PROFILE: WISCONSIN

Wisconsin ▼ Fiscal Year 2015 ▼ [Go](#)

CONTRACTS DATA

Total Contract Funds Awarded - FY 2015
\$2,846,213,134

Total Number of Contract [Transactions](#) - FY 2015
43,734

Total Contract Funds to SubAwardees - FY 2015
\$201,716,940

Total Contract [Transactions](#) to SubAwardees - FY 2015
444

TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$1,035,492,895
2. OSHKOSH CORPORATION	\$176,385,456
3. LOGISTICS HEALTH, INC.	\$142,017,383
4. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$139,683,951
5. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$120,262,195

[Text View and More Details on All Prime Recipients](#)

TOP CONTRACTOR SUB-AWARDEES

1. DERCO AEROSPACE, INC.	\$66,729,995
2. WISCONSIN ORDNANCE WORKS, LTD.	\$40,610,826
3. EXTREME ENGINEERING SOLUTIONS, INC	\$17,747,669
4. WALKER STAINLESS EQUIPMENT CO INC	\$14,039,777
5. WABASH NATIONAL CORPORATION	\$10,139,839

[Text View and More Details on All Contractor Sub-Awardees](#)

WHAT IS BEING PURCHASED – STATE OF WISCONSIN BUSINESSES

		2016 (To Date)		2015		2014		2013		2012		2011	
336212	Truck Trailer Manufacturing	\$8,769,001	1.20%	\$867,534,293	32.00%	\$296,584,275	10.50%	\$1,485,614,636	42.00%	\$261,794,034	8.00%	\$3,389,802,102	48.00%
541711	Research and Development in Biotechnology	\$1,811,170	25.00%	\$139,383,907	5.14%	\$2,610,636	0.90%	\$21,526,763	0.60%	\$1,452,647	0.40%	\$7,489,773	0.10%
522390	Other Activities Related to Credit Intermediation	\$60,776,909	8.30%	\$120,241,260	4.44%	\$183,805,738	6.50%	\$124,083,534	3.52%	\$101,706,429	3.00%	\$61,300,000	0.86%
334517	Irradiation Apparatus Manufacturing	\$59,681,218	8.18%	\$119,173,926	4.40%	\$166,162,525	5.90%	\$108,671,169	3.10%	\$77,006,437	0.23%	\$49,602,200	0.70%
621111	Offices of Physicians (except Mental Health Specialists)	\$18,998,320	2.60%	\$97,774,233	3.60%	\$238,875,699	8.50%	\$259,624,772	7.40%	\$265,113,518	7.91%	\$217,769,092	0.37%
524292	Third Party Administration of Insurance and Pension Funds	\$69,564,292	9.50%	\$78,558,843	2.90%	\$104,220,448	3.70%	\$90,624,651	2.80%	\$51,545,329	1.54%	\$95,884,189	1.35%
333120	Construction Machinery Manufacturing	\$7,589,564	1.04%	\$76,682,071	2.80%	\$22,794,008	0.80%	\$9,919,818	0.30%	\$40,824,541	1.22%	\$28,239,217	0.40%
524114	Direct Health and Medical Insurance Carriers	\$44,859,050	6.15%	\$73,935,129	2.70%	\$137,489,214	4.90%	\$129,494,960	3.70%	\$79,493,713	2.37%	\$50,678,580	0.70%
722310	Food Service Contractors	\$42,382,122	5.81%	\$68,043,907	2.50%	\$77,851,185	2.80%	\$28,794,175	0.80%	\$66,148,240	1.98%	\$69,045,840	0.97%
541330	Engineering Services	\$19,545,190	2.68%	\$61,885,099	2.30%	\$84,502,134	3.00%	\$56,769,138	1.60%	\$45,122,015	1.35%	\$46,891,957	0.66%
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$17,433,388	2.39%	\$59,851,651	2.20%	\$105,131,865	3.70%	\$96,297,525	2.70%	\$484,388,901	14.40%	\$890,079,048	12.54%
336120	Heavy Duty Truck Manufacturing	\$8,044,686	1.10%	\$40,749,334	1.50%	\$61,581,358	2.20%	\$26,126,714	0.70%	\$88,852,411	2.65%	\$3,863,070	0.50%
236220	Commercial and Institutional Building Construction	\$22,530,527	3.09%	\$36,658,634	1.40%	\$70,408,879	2.50%	\$64,964,767	1.80%	\$67,314,169	2.01%	\$104,557,842	1.47%
333618	Other Engine Equipment Manufacturing	\$12,558,709	1.72%	\$36,232,817	1.30%	\$26,444,531	0.90%	\$14,634,586	0.40%	\$17,254,737	0.51%	\$15,527,960	0.20%
311611	Animal (except Poultry) Slaughtering	\$12,707,344	1.74%	\$35,842,467	1.30%	\$28,942,255	1.00%	\$25,014,511	0.70%	\$43,397,523	1.29%	\$40,459,844	0.57%



HOW THE FEDERAL GOVERNMENT BUYS

UNDERSTAND THAT

- There **MUST** be a need
- There **MUST** be money to pay for the product or service
- YOU **MUST** be COMPETITIVE
- YOU **MUST** MAKE MONEY
- YOU **MUST** have the CAPABILITIES, CAPACITY and RESOURCES to support the requirement

UNDERSTAND THAT

- Micro Purchases: threshold \$3,500
- Simplified Acquisition: threshold \$150,000
- Small Business set-asides: Must have at least 2 qualified offerors before the set-aside can occur
- Competitive buy: Know the price you can live with
- (managerial discretionary discount, Reverse Auction)
 - unlikely to have a formal negotiation
- Sole Source buy: you may have to submit cost data & negotiate
- Sole Source, Non-Commercial Buys have **many** more FAR Clauses & if over \$750,00 are subject to audit before and after award.



READINESS, CAPABILITIES
AND CAPACITY
ARE YOU READY TO BE A
FEDERAL PRIME OR
SUBCONTRACTOR

CAPABILITIES

1. Quote – Bid
2. Administer contracts / awards
3. Manage your supply chain
4. Appropriate quality level
5. Business Management Process (ERP etc...)
6. Accounting system that can identify, segregate and analyze
7. Appropriate certification – technical expertise and talent
8. Understanding of DoD process, requirements and concepts
9. Electronic-capabilities vs. paper



CAPABILITIES – LEVERAGING SMALL BUSINESS PROGRAMS

Federal Goals:

- 23 percent of prime contracts for small businesses;
- 5 percent of prime and subcontracts for women-owned small businesses;
- 5 percent of prime contracts and subcontracts for Small Disadvantaged Businesses;
- 3 percent of prime contracts and subcontracts for HUBZone small businesses;
- 3 percent of prime and subcontracts for service-disabled veteran-owned small businesses.

CAPABILITIES – LEVERAGING SMALL BUSINESS PROGRAMS

SMALL BUSINESS PROGRAMS AND THE PRIME CONTRACTOR

**a. Small Business Subcontracting
Plans**

b. \$700,000 for manufacturing

CAPACITY – CRITICAL TO YOUR SUCCESS

- 1. Financial resources**
- 2. Trained labor force**
- 3. Solid supply chain**
- 4. Facilities**
- 5. Contingency Plan**





LOCATING OPPORTUNITIES

FEDERAL AGENCIES

FEDERAL PRIME CONTRACTORS

TEAMING AND PARTNERING

FEDERAL AGENCIES

DIBBS: <https://www.dibbs.bsm.dla.mil/>

The screenshot shows the DLA Internet Bid Board System (DIBBS) website. At the top, there is a navigation bar with the following links: Home, Solicitations, RFQs, RFP/IFB/Non-Quotable RFQs, Tech Data, Downloads, and Awards. Below the navigation bar is a search bar with the text "Database Search: Choose Search" and a "GO" button. A "Notice" section is visible, stating: "Connect and Learn with our Training, Knowledge and Opportunities (TKO) Webinars! > [Read Notice](#)" and "The Combat and Wheeled Vehicle Industry Outreach Forum to be hosted by DLA Land and Maritime on Thursday October 23, 2014 has been canceled. Information about future forums will be forthcoming. > [Read Notice](#)". Below the notice, there is a link to "Please read notices posted on the [Notices page](#)." The location is set to "Home". In the top right corner, there is a "LOGGED OFF" status and a timestamp "[273] 9/30/2014 2:40:29 PM". The main content area is titled "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." To the right of this text is a "Registered User Log In" button with a key icon. Below the main content area, there are four sections: "Help" with links for "On-Line Help" (Frequently Asked Questions ~ FAQ, DIBBS On-Line Quoting Help, Batch Quoting Help) and "Contact Us"; "Vendor Registration" with links for "Vendor Registration", "Registration Guidelines", and "DLA Small Business Programs"; "Solicitations" with links for "Requests for Quotation (RFQ)", "Batch Quoting", and "Submitted Quote Searching"; and "Awards" with links for "Awards" and "Subsistence Market Ready Orders".

FEDERAL AGENCIES

Joint Certification Program:

<http://www.dlis.dla.mil/JCP/>

<http://www.dlis.dla.mil/jcp/>

Defense Logistics Information Service
"A Defense Logistics Agency Activity"

Questions?
Ask Phyllis, Our Virtual Rep!

Joint Certification Program (JCP)

[DLIS Home](#) | [Products](#) | [Services](#) | [Programs](#) | [Cataloging](#) | [Log Tools](#) | [Supplier](#) | [Training](#) | [Library](#)

- JCP Home
- Search
- Provinces
- FAQs
- Disclaimers
- **Links**
- **Documents**
- Government Industry Data Mart (GIDM)

United States / Canada
Joint Certification Program

Welcome to the Defense Logistics Information Service (DLIS) lookup service of the U.S./Canada Joint Certification Program System via the World Wide Web. DLIS is the only source for the administration and functionality of the Certification process.

The data contained herein is for informational purposes only. If your company is listed with incorrect or incomplete data, please contact us at once at the e-mail addresses shown at the end of this paragraph for instructions on how to update the information. If your company has a Certification Number which is not reflected herein, please e-mail us for confirmation of that code at jcp-admin@dlia.mil.



GUIDELINES FOR SYSTEMS USAGE:

- The data contained herein is government owned information, and as such may not be reused or marketed for commercial use
- Searches are free; however, DLIS reserves the right to restrict access if unreasonable use of the system is made.
- Check out the [FAQs](#) area for basic information regarding U.S./Canada Joint Certification Program.

Start your [Search](#)


FEDERAL AGENCIES

NECO: <https://www.neco.navy.mil/>



Navy Electronic Commerce Online

This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482).




Vendors should register with NECO to Submit Bids and receive Daily Procurement Opportunities. NECO Registration requires a valid CAGE Code, which can be obtained from the [SAM](#) System. Vendors may complete their online Reqs and Certs on the [SAM](#) System. See our [Vendor Guide](#). Contact Info: 800-503-6326 (8am-5pm ET) or [NECO Support](#)

REGISTER WITH NECO

MODIFY REGISTRATION

SEARCH SYNOPSIS

 RECOVERY SYNOPSIS

BUSINESS OPPORTUNITIES






SUBMIT A BID

FAQ

SUBMIT FEEDBACK

ASSOCIATED LINKS

HOME | REGISTER | SYNOPSIS | BUSINESS OPPORTUNITIES | SUBMIT BID | FEEDBACK



FAQ | Links | Classification Codes | Abbreviations | Numbered Notes | Classes

FEDERAL AGENCIES

FBO – www.FBO.gov



Training Videos
Guides
FAQs

The screenshot shows the FedBizOpps.gov website interface. At the top, there is a navigation bar with the following tabs: Getting Started, General Info, Opportunities, Agencies, and Privacy. The 'Getting Started' tab is circled in red. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main content area features a U.S. Army logo and a contract notice for '59--Subject: Wiring Harness, Bran. Direct your requests and communications ATTN: CCAM-AL-L, Michael Haywood, Contracting Officer, via email: Michael.haywood1@us.army.mil or FAX 256-955-9237. No telephone requests will be accepted'. The notice includes the Solicitation Number (W31P4Q10R0123), Agency (Department of the Army), Office (Army Contracting Command), and Location (AMCOM Contracting Center - Missile (AMCOM-CC)). Below the notice, there are tabs for Notice Details, Packages, and Interested Vendors List. On the right side, there are links for Print and Link. At the bottom, there is a section for 'ALL FILES' with a link for 'Amendment 1' dated Apr 13, 2010, and a link for 'See Solicitation'.

Federal regulations require that contracting officers publicize proposed contract actions expected to exceed \$25,000 through the on-line Government point of entry, [FedBizOpps](http://www.FedBizOpps)

256-955-9237. No telephone requests will be accepted. PRON:
D10T5007, NSN:5995-01-388-9126, P/N: 13376390, Quantity: 18 each
minimum/ 68 each maximum 5 year Indefinite Delivery/Indefinite Quantity

March 30, 2010
Posted Date:
May 11, 2010

FEDERAL AGENCIES

WPI FREE BIDMATCHING

Client Last Viewed RFQ's on 2014-06-04

Bid Count Reports

Records 1 thru 13 out of 13

Company Profile

<u>RFQ Date</u>	<u>FBO</u>	<u>DLA</u>	<u>Other Fed</u>	<u>Web</u>	<u>Intnl</u>	<u>Local</u>	<u>NonFed</u>	<u>Awards</u>	
2014-10-10	2	0	0	3	0	0	0	0	List_All
2014-10-08	1	0	0	0	0	0	0	0	List_All
2014-10-07	2	0	0	0	0	0	0	0	List_All
2014-10-03	1	0	3	1	0	0	0	0	List_All
2014-10-02	0	0	6	0	0	0	0	0	List_All
2014-10-01	0	0	7	0	0	0	0	0	List_All
2014-09-30	0	0	0	2	0	0	0	0	List_All
2014-09-25	0	0	0	1	0	0	0	0	List_All
2014-09-22	2	0	0	0	0	0	0	0	List_All
2014-09-18	2	0	0	0	0	0	0	0	List_All
2014-09-17	2	0	0	0	0	0	0	0	List_All
2014-09-15	10	0	0	0	0	0	0	0	List_All
2014-09-11	2	0	0	0	0	0	0	0	List_All

PRIME CONTRACTORS

Let's go to www.USASPENDING.gov

- **Some guidance**

- Look up MANUFACTURERS with FEDERAL AWARDS
- Identify MANUFACTURERS by NAICS codes – 31,32,33
 - Let's go to <http://www.census.gov/cgi-bin/sssd/naics/naicsrch> - here you can search for other NAICS
 - Identify other attributes in USASPENDING search that could narrow your search – location, agency.....
 - Export your search to a CVS file (look at in EXCEL)– this will give you the ability to see detail including number of contracts, dollar value, subcontracting plan requirement, contracting agency and much more

Federal Prime Contractors

<http://osn.oshkoshcorp.com/>

The screenshot shows the Oshkosh Supplier Network website. The main header features the Oshkosh logo and the text "Our Vision: To develop a world-class procurement and supply chain organization providing the best in logistics, quality, NPD and competitiveness to the Oshkosh family of companies on a global basis." Below this is a navigation bar with links for "Index", "Links", "Support Center", and "Supplier Quality Manual and Forms".

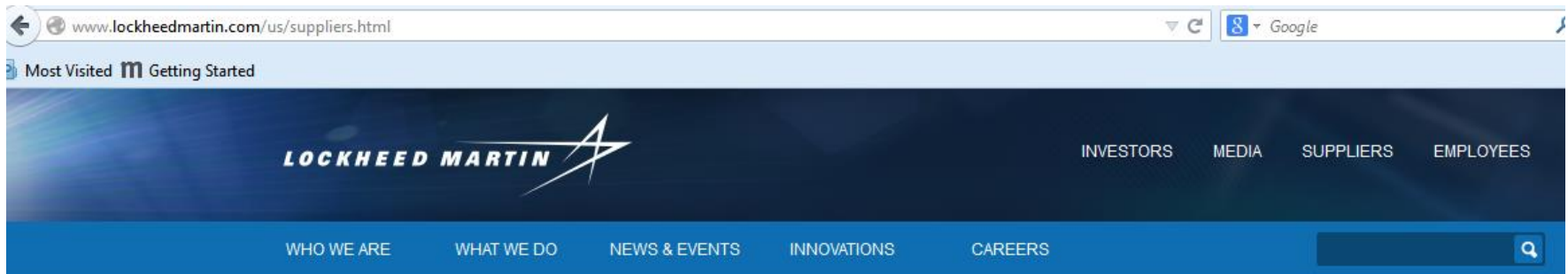
On the left side, there is an "About Us" section with links to "Core Values", "Supplier Profile", "Supplier Standards Guide", "Supplier Quality Manual", "Conflict Minerals Communication", "Supplier Diversity Program", "Oshkosh Logistics", "Oshkosh Trademark Policy", "Oshkosh Corporate Website", and "Archived Supplier Portal". There is also a "Login Here" section with links for "Login" and "Training".

The main content area is titled "Supplier Standards Guide" and includes the Oshkosh logo, four images of Oshkosh vehicles (a truck, a truck, a truck, and a truck), and a "Table of Contents" section. The table of contents is revised as of 08-20-14 and includes a note: "* ALL SECTIONS OF YOUR MANUAL SHOULD BE UPDATED WITH THE REVISION LISTED IN THE CURRENT REVISION COLUMN." The table of contents is as follows:

Section	Title	Current Revision
PO Notes	PO Notes Per the Note Reference on the purchase order, this section references the contract, contract number, DPAS priority rating and technical drawing furnished against a Purchase Order, as well as applicable Supplier Standards Guide sections incorporated by reference.	08-20-14
A	SUPPLIER QUALITY MANUAL This section provides information on certification requirements and how you will be rated as a supplier.	See OSN

Federal Prime Contractors

<http://www.lockheedmartin.com/us/suppliers.html>



Home → Suppliers

SUPPLIERS

Business Unit Procurement
Information

Doing Business with Lockheed
Martin

Cyber Security

Ethics

Sustainable Supply Chain
Management

REACH

Resources

Prompt Payments

Suppliers



Federal Prime Contractors

<http://sensing.honeywell.com/suppliers>

www.honeywellsportal.com//suppliers

Most Visited **m** Getting Started

Honeywell | Sensing and Control Supplier Microsite

→ Honeywell.com → Sensing & Control → Test & Measurement

Search the Entire Sensing & Control Supplier Site

sensing.honeywell.com/suppliers Search

Home Product Portfolio Contact

Welcome to the Honeywell Sensing and Control Global Supply Management Microsite.

S&C Global Supply Management

- > Code of Business Conduct
- > S&C Oracle iSupplier Portal
- > S&C Terms & Conditions
- > Logistics Routing Guide
- > STEP Manual
- > Corrective Action (e-Cats)
- > Vendor Scorecard

Welcome

Welcome to the Honeywell Sensing and Control (S&C) Global Supply Management page. This site is your portal to guidelines and detailed information for working closely with us. You will find links to our Code of Conduct, Purchase Order T&C's, Logistics, Quality and other aspects of our integrated Supply Chain relationship that may apply to an order you have received from Honeywell S&C.

We plan to expand this page to include a password protected interface to your account where you will have access to our supplier scorecard summarizing important monthly metrics such as On-Time delivery, PPM and other critical performance data. By sharing information in a more convenient

Federal Prime Contractors

<https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>

The screenshot shows a web browser window with the URL <https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>. The browser's address bar shows the URL and a search engine icon for Google. Below the address bar is a navigation bar with the text "Most Visited" and "Getting Started". The main header features the "FINCANTIERI - Suppliers" logo on the left, and "home" and "ita" links on the right. A sidebar on the left contains a "Company" section with links for "About the system", "What we buy", and "Registration". The main content area displays the text "Welcome to FINCANTIERI e-procurement system" above a large image of water splashing. The text "The sea ahead" is overlaid on the image, with "Fincantieri" faintly visible in the background. In the bottom left corner, there is a login form with fields for "Enter username" and "password", and a "go" button.

TEAMING & PARTNERING

- **Private contract between two or more parties**
- **Prime/Sub Contractor Team**
- **Alliance with one Prime Contractor & one or more Subcontractors**
- **Joint Venture Team**
- **Partnership of two or more businesses that applies to contract opportunity collectively**



WHAT YOU NEED TO KNOW
AS A DEFENSE
MANUFACTURER
PRE AND POST AWARD
**KNOW YOUR
RESPONSIBILITIES**

BASIC CONCEPTS

- 1. Locating specifications/ standards/drawings**
- 2. Unique packaging requirement**
- 3. On Time Delivery**
- 4. Buy American Act**
- 5. Specialty Metals**
- 6. Counterfeit Parts**
- 7. Understanding your contract requirements**
- 8. Truthful Cost of Pricing Data**
- 9. Subcontracting Plans**
- 10. Commercial vs Non Commercial**
- 11. Flow-down Clauses**
- 12. Defense Contract Management Agency (DCMA)**
- 13. Defense Contract Audit Agency (DCAA)**

BASIC CONCEPTS

Locating specifications/standards/drawings

- ASTM <http://www.astm.org/>
- ANSI <http://www.ansi.org/>
- DOD Specifications and Standards
<http://quicksearch.dla.mil/>
- Defense Standardization Program
http://www.dsp.dla.mil/APP_UI/SpecsAndStandards.aspx?action=content&accounttype=displaySpecs&contentid=40

BASIC CONCEPTS

Unique packaging requirement

1. Military preservation and packaging ([MIL-STD-2073-1E](#))
2. Commercial packaging ([ASTM D 3951](#))
3. Special Packaging Instructions or Supplemental Packaging
4. Hazardous Materials item as defined in the Code of Federal Regulations, Title 49
5. Marking and labeling ([MIL-STD-129P](#))
6. Military Shipping Labels (VSM –Vendor Shipment Module)
7. Special markings such as shelf life, project codes, and expedited handling codes RFID [DFARS Clause 252.211-7006](#) (Feb 2007)
8. Palletization clauses
9. Treatment of Wood Packaging Material (WPM)
10. Other contract Section D packaging clauses

BASIC CONCEPTS

BUY AMERICAN ACT

The purpose of the Buy American Act is to provide preferential treatment for domestic sources of unmanufactured articles, manufactured goods, and construction material for public use unless a specific exemption applies.

Requires the federal government to purchase domestic supplies for use in the United States, if:

The supply contract exceeds the micro-purchase threshold; or

The supply portion of a contract for services that involves the furnishing of supplies exceeds the micro-purchase threshold. In determining what are domestic goods, the place of mining, production, or manufacture is controlling.

BASIC CONCEPTS

ON TIME DELIVERY

- Government Tracks Performance – Can effect rating & award of new contracts
- Modification Request **prior** to contract due date
- Consideration – (Monetary, Expedited contracts with same contracting agency)
- Contract Cancellation

BASIC CONCEPTS

BUY AMERICAN ACT

Domestic end product” means—

- (1) An unmanufactured end product mined or produced in the United States;
- (2) An end product manufactured in the United States, if—
 - (i) The cost of its components mined, produced, or manufactured in the United States exceeds 50 percent of the cost of all its components.
 - (ii) The end product is a COTS item.

BASIC CONCEPTS

BUY AMERICAN ACT

FAR 52.225-2

The offeror certifies that each end product, except those listed in paragraph (b) of this provision, is a domestic end product and that for other than COTS items, the offeror has considered components of unknown origin to have been mined, produced, or manufactured outside the United States. The offeror shall list as foreign end products those end products manufactured in the United States that do not qualify as domestic end products, *i.e.*, an end product that is not a COTS item and does not meet the component test in paragraph (2) of the definition of “domestic end product.” The terms “commercially available off-the-shelf (COTS) item,” “component,” “domestic end product,” “end product,” “foreign end product,” and “United States” are defined in the clause of this solicitation entitled “Buy American—Supplies.”

(b) Foreign End Products:

Line Item No.:

Country of Origin:

BASIC CONCEPTS

SPECIALTY METALS

- **Berry Amendment**
 - Requires the Department of Defense to give preference in procurement to domestically produced, manufactured, or home-grown products, most notably food, clothing, fabrics and specialty metals
- **Qualifying Countries**
- **Exceptions**

BASIC CONCEPTS

COUNTERFEIT PARTS

- Must be from an approved source
- Traceability
- Government does do sample inspections

BASIC CONCEPTS

COUNTERFEIT PARTS

Prosecutions Highlight Bid To Clean Up Defense Supply Chain

Mon, 10/12/2015 - 2:54pm by Michael Melia, The Associated Press

When Peter Picone sold counterfeit electronic parts from China and Hong Kong for use in U.S. Navy submarines, the U.S. Justice Department says, he knew their failure could have "catastrophic" consequences.

He was sentenced last week to more than three years in prison in one of the first convictions under a new law that aims to help curb the growing problem of counterfeit parts entering the supply stream for U.S. military contractors.

It's a problem that occupies federal investigators particularly in states like Connecticut with many defense contractors. In addition to the case involving integrated circuits for the submarine built at Groton-based Electric Boat, a man is awaiting sentencing for supplying unapproved computer chips for military helicopters built by Stratford-based Sikorsky Aircraft Corp.



BASIC CONCEPTS

Understanding your contract requirements

Part I	The Schedule
	A Solicitation/Contract Form
	B Supplies or Services & Prices or Costs
	C Specification/SOW/SOO/ORD
	D Packaging & Marking
	E Inspection & Acceptance
	F Deliveries or Performance
	G Contract Administration Data
	H Special Contract Requirements
Part II	Contract Clauses
	I Contract Clauses
Part III	List of Documents, Exhibits, & Other Attachments
	J List of Attachments
Part IV	Representations & Instructions
	K Representations, Certifications, & Other Statements
	L Instructions, Conditions, & Notices to Offerors or Quoters
	M Evaluation Factors for Award

BASIC CONCEPTS

Truthful Cost of Pricing Data - 41 U.S. Code Chapter 35

Federal Law whose purpose is to protect the Government from defective pricing

TINA: If the contract value is \$750,000.00 or greater you will have to certify your cost and Pricing data. Contractor certifies that cost data is current, accurate & complete to a date prior to contract award.

Cost data is factual & verifiable

Includes data used to determine estimated future costs or projections

If the contract value is less than \$750,000.00 you may still have to submit cost data.

What factors support your price: Material costs, rate of production, learning curve, packaging and freight requirements, rates and profit?

BASIC CONCEPTS

Subcontracting Plans: Obligation for the prime to subcontract part of its DOD contracts to SMALL BUSINESS

Subcontracting plans are required for:

- **Contracts and Modifications > \$700K (\$1.5M construction) AND subcontract opportunities exist**
- **Multi-year contracts / contracts with options**
 - **Cumulative value of base contract & all options**
 - **SEPARATE goals for base & each option**
- **Individual plans approved prior to contract award –explanation required on why you did not meet mandated goals**

BASIC CONCEPTS

Subcontracting Plans

Contractor Semi-Annual Reporting

Required at the contract level with explanation of why you did not meet a goal in your plan

Government tracking at the Company level (overall goals)

BASIC CONCEPTS

Commercial vs Non-Commercial

Commercial Contract:

Commercial contract have less administrative burden than non-commercial contracts

- **Best Price Support – Commercial Invoice**
- **May still need to support your price but certified cost and pricing data will not be required (other than cost & pricing data)**
- **Not an Auditable contract**
- **Must sell to the government at same or less than existing customers**
 - **Exception: providing additional services**
- **Few required clauses**

BASIC CONCEPTS

Commercial vs Non-Commercial

- Non Commercial Contract:
- FAR Part 15
- Sole Source / Competitive
- Many required clauses

BASIC CONCEPTS

Flow Down Clauses

Mandatory Clauses

Generally two categories

- Socio-Economic policies**
- Clauses intended to provide oversight of use of federal funds**

Incorporating terms and conditions of prime contract (between prime contractor and government) into lower tier agreements

Reason for Flow Down Clauses

- Privity of contract is only between government and prime
- Flow down enables government control over lower tier subcontractors
- Subcontractors assume same responsibilities as the prime

BASIC CONCEPTS

Defense Contract Management Agency (DCMA)

- **Delegated by the Buying Command to DCMA**
 - **Quality/Capabilities: Does the contractor have the capabilities to do the work?**
 - **Price/Cost: How did the contractor arrive at the proposed price?**
 - **Support labor hours**
 - **Rates**
 - **Profit**
 - **Material costs**
 - **Allowable vs. non-allowable costs**
 - **Property Management System**
 - **Post Award Contract Enforcement (inspection, 1st Article Test, etc)**
 - **Small Business Program Review (SBA is asked to participate)**

BASIC CONCEPTS


Defense Contract Audit Agency (DCAA)

- **FAR Part 15 Contracts over \$10M**
- **Truth In Negotiation Act/ assist audits**



STEP BY STEP GUIDE TO GETTING STARTED

REGISTER AS A CONTRACTOR – SAM.GOV



USER NAME PASSWORD [LOG IN](#)

[Forgot Username?](#) [Forgot Password?](#)

[Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [GENERAL INFO](#) [HELP](#)

Search Records

Looking for entity registration records or entity exclusion records in SAM?

- * Use **Quick Search** if you know an entity's Business Name, DUNS number or CAGE code.
- * Use **Advanced Search** to structure your search using multiple categories and criteria.

Are you a Federal government employee?

- * Create a SAM user account with your government e-mail address and log into SAM before searching to see FOUO information and registrants who chose to opt out of the public search.

Conducting small business-focused market research?

- * In addition to what is contained in SAM, small businesses may supplement information about themselves in the SBA's [Dynamic Small Business Search](#).

QUICK SEARCH: Use one of the search bars below.

Enter your specific search term
(Example of search term includes the entity's name, etc.)

DUNS Number Search: Enter DUNS number ONLY

CAGE Code Search: Enter CAGE code ONLY

[SEARCH](#) [Need Help?](#)

ADVANCED SEARCH: Use specific criteria in multiple categories to structure your search.

[ADVANCED SEARCH – ENTITY](#)

[ADVANCED SEARCH – EXCLUSION](#)

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

REGISTER AS A CONTRACTOR – DYNAMIC SMALL BUSINESS SEARCH



<http://dsbs.sba.gov/>

All form field

Phone numb
Address I

This is generally a self-certifying database. The SBA does not make any representation as Disadvantaged Business status. The SBA strongly recommends that contracting officers di

Location of Profile

States: (any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

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

Congressional District: [Help](#)

County: [Lookup](#) [Help](#)

[\(How to make multiple selections.\)](#)

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

HUBZone Certification:

- 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

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).

For more information, see also [SBA Certifications](#) in the search help page.

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

IDENTIFYING YOUR NAICS AND PSC CODES

<https://www.census.gov/eos/www/naics/>

The screenshot shows the U.S. Census Bureau website. At the top, there is a search bar and navigation links for "U.S. Department of Commerce | Blogs | Index A-Z | Glossary | FAQ". Below this is a menu with categories: "Topics (Population, Economy)", "Geography (Maps, Geographic Data)", "Library (Infographics, Publications)", "Data (Tools, Developers)", "About the Bureau (Research, Surveys)", and "Newsroom (News, Events, Blogs)". A breadcrumb trail reads "You are here: [Census.gov](#) > [Business & Industry](#) > NAICS". The main heading is "North American Industry Classification System". Below the heading are several tabs: "Main", "History", "Development Partners", "Federal Register Notices", "NAICS", and "FAQs".

NAICS Search:

Enter keyword or 2-6 digit code

2012 NAICS Search

Enter keyword or 2-6 digit code

2007 NAICS Search

Enter keyword or 2-6 digit code

2002 NAICS Search

Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools.

The official 2012 U.S. NAICS Manual includes definitions for each industry, background information, tables showing changes between 2007 and 2012, and a comprehensive index. The official 2012 U.S. NAICS Manual is available in print and on CD-ROM from the National Technical Information Service (NTIS) at (800) 553-6847 or (703) 605-6000, or through the [NTIS](#) Web site. Previous versions of the NAICS Manual are available.

Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

PSC CODES

<http://support.outreachsystems.com/resources/tables/pscs/>



Product Service Codes (PSCs)

- A - Research and Development
- B - Special Studies and Analyses - Not R&D
- C - Architect and Engineering - Construction
- D - Automatic Data Processing and Telecommunication
- E - Purchase of Structures and Facilities
- F - Natural Resources and Conservation
- G - Social Services
- H - Quality Control, Testing, and Inspection
- J - Maintenance, Repair, and Rebuilding of Equipment
- K - Modification of Equipment
- L - Technical Representative
- M - Operation of Government Owned Facilities
- N - Installation of Equipment

Select a category to the left to see its expanded product supply codes.

Or, search our tables for any supply codes that


Google Custom Search

What are product service codes? Also referred to as...

MARKET RESEARCH - PROXITY

The screenshot shows a web browser window with the address bar displaying www.proximity-ec.com/MainMenu.aspx. The browser's address bar also shows a search engine icon and the text "Google". Below the address bar, there are two tabs: "Most Visited" and "Getting Started". The main content area features a central vertical column of buttons: "Research All Open Solicitations", "Just My Opportunities", "Just My Folders", "My 90 Day Window", "My Government RoadMap", "Just My Contracting Officers", and "All Government Contractors (SAM)". To the left of this column is a section titled "Parts/Products" with buttons for "Machine Shops Opportunities", "Search by NSN/NIIN", "Drawings", "NSN Market Analysis 3 years", "NSN Forecasting", "DLA Prime Contractors", "Commercial Part Number to NSN", "APL/AEL Historical", and "Mil-Spec or Non-Govt. Standards". To the right is a section titled "Research" with buttons for "Expiring Contracts through 2019", "Find Contracting Officers", "Award History", "Teaming/SubContractor Data", "Prime Contractors By NAICS", "Agency Profile", "Business to Business Marketing", "Federal and State Institutions", and "State, City, and County RoadMap".

MARKET RESEARCH - USASPENDING.GOV



Search Data by Keyword Search Site

Enter Keyword

[Advanced Data Search](#)

HOME
ABOUT
WHERE IS THE MONEY GOING
REFERENCES
DOWNLOAD CENTER
CONTACT US

WHAT IS USASPENDING.GOV?

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

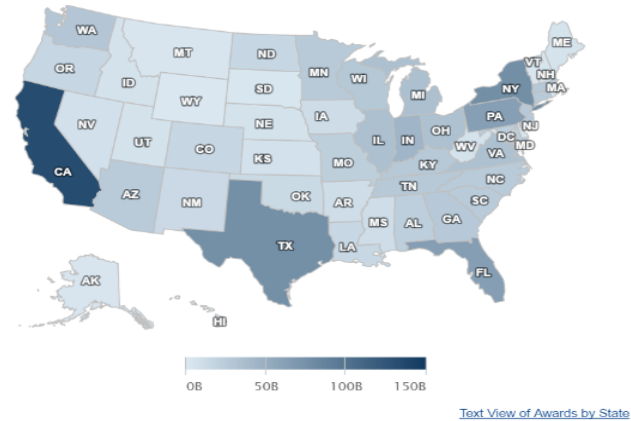
OVERVIEW OF AWARDS - FY 2016

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.



AWARDS BY STATE - FY 2016

Roll over map to see data. Click on state for more details



SHORTCUTS

- [FAQs](#)
- [Data Archives](#)
- [About the Data](#)
- [Download Center](#)
- [Contact Us](#)

SEARCH FOR A RECIPIENT

Recipient Name

See Awards in Your Neighborhood

ZIP

SPENDING MAP



MARKET RESEARCH –

<https://www.fpds.gov/>

Federal Procurement Data System - Next Generation

» [Home](#) » [Newsroom](#) » [Reports](#) » [Status](#) » [Worksite](#) » [Archives](#) » [Training](#) » [Help](#)

Login

Log-In:

Password:

Log In

- » [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

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

NIA - Operations in Iraq and Syria

A new National Interest Action value 'Operations in Iraq and Syria' has been added to track the relief contracts.

For Web Portal users the value 'Operations in Iraq and Syria' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'O14S' when creating/updating documents through Business Services.

National Interest Action value 'Operations in Iraq and Syria' is valid from 09/14/2014 to 09/30/2015.

Contracts reported against 'Operations in Iraq and Syria' are available in the National Interest Action report starting Tuesday 10/07/2014.

FY 2012 Small Business Goaling Report

FY 2012 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

[Click here](#) for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

NIA - Oklahoma Tornado and Storm 2013

A new National Interest Action value 'Oklahoma Tornado and Storm 2013' has been added to track the relief contracts.

For Web Portal users the value 'Oklahoma Tornado and Storm 2013' is available for selection in the National Interest Action field dropdown. The Contract

Top Required Reports

- » [Recovery Report](#)
- » [Hurricane Sandy](#)
- » [Hurricane Irene](#)
- » [Pacific Earthquake](#)
- » [Hurricane Earl F](#)
- » [Gulf Oil Spill Re](#)
- » [Haiti Earthquake](#)
- » [Hurricane Katrin](#)
- » [Hurricane Rita F](#)
- » [Other Hurricane](#)
- » [Oklahoma Tornado Report](#)

Latest Information

- » [NIA - Operation Assistance](#)
- » [Software Release](#)
- » [Upcoming Release](#)
- » [Data Management](#)
- » [Small Business](#)

SET UP BID MATCHING and OPPORTUNITY REGISTRATIONS

- Usually not much time to respond – MUST be ready
- Focus on what you could really do
- Consider looking at bids for items that could include your capabilities

REGISTER IN PRIME CONTRACTOR PORTALS –

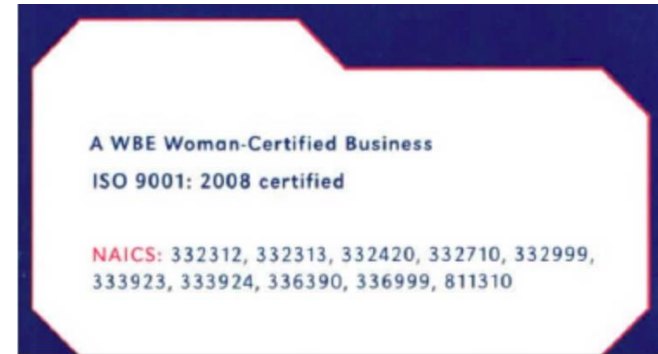
- Down select from market research
- Contact WPI for list of top large primes
- Understand and indicate your size and small business designations
- Answer all questions – if you do not understand what they are asking - ask

PREPARING MARKETING MATERIALS

- Business Card
- Capabilities Statement
- Website
- “Pitch”

MARKETING MATERIALS – YOUR BUSINESS CARD

- Business cards
 - Example: Aurora Manufacturing
 - **CLEARLY** state what your business DOES
 - NAICS
 - CAGE
 - Website
 - Phone #
 - Email



MARKETING MATERIALS – YOUR CAPABILITIES STATEMENT

- No more than one page (front and back if need be)
- May need to customize for range of potential customers
- Shows what is important to the person / agency you are trying to sell to – HOW DO YOU KNOW THIS – market research or ASK
- Keep it **Simple** and **Easy** to read
- Includes contact information and website link
- What is important? Depends on if you are in manufacturing, technology, construction.....
 - Past related work
 - Graphics showing capability
 - Certifications, designations, codes, classifications, important training and other relevant information
- **It should look GOOD** – easy to look at, answers basic questions about your business AND uses good grammar and good spelling

MARKETING MATERIALS – YOUR CAPABILITIES STATEMENT



KL Engineering
[A] Better Experience

Capability Statement

Kim M. Lobdell, PE • President
klobdell@klengineering.com
608.663.1218 - Voice / 608.444.0073 - Cell
5950 Seminole Centre Court, Suite 200
Madison, WI 53711 • 608.663.1226 - Fax
www.klengineering.com

Transportation Design

Construction Management

Planning & Feasibility Studies

Environmental Analyses

Traffic Signal & Lighting Design

Survey & GIS



Who We Are

KL Engineering is a woman-owned small business, providing professional services built around a core specialization in transportation engineering and an unwavering customer service ethic. Maintaining excellent communication, being flexible and responsive, and delivering a quality product on schedule and within budget are trademarks of our organization and how we provide our clients [A] Better Experience.

What We Can Do For You • United States Forest Service

KL Engineering can assist the Forest Service on opportunities that include roads, bridges and sitework. While we are primarily a design firm, our Construction Management Services can be a good match for many Forest Service projects. We can act as the Owner's Representative on your construction projects, managing a team that helps make sure the contractor delivers to the owner's expectations. Realizing that every action we take can affect the environment and future generations, we work with a great respect for the ecosystem around us. From stormwater drainage to disposal of construction waste, we always keep our environmental impact top of mind.



What Makes Us Different

EXPERIENCE: 90% of our work over 23 years has been for federal projects through WisDOT contracts.

KNOWLEDGE: We understand specific processes and procedures required for governmental contracts.

SATISFACTION: We gather client feedback on a regular basis and put the results into action.

RELIABILITY: We are known for delivering cost effective, low maintenance, high quality and timely services.

CREDENTIALS: We are a **Woman Owned Small Business (WOSB) & DBE Certified by WisDOT.**

WINNING: We produce award winning designs and project work.

Company Details:

• In Business Since 1991 (23 years)	DUNS: 804316727
• 3 Offices in Wisconsin: Madison, Green Bay & Menomonie	Cage: 3Q8P1
	NAICS Codes:
• 47 Employees: 31 Civil Engineers, 2 Environmental Specialists, 2 Surveyors, 7 Engineering Technicians, 5 Administration	541330, 541340, 541370, 541611, 541620 & 237310



Engineering

• Proudly Serving Wisconsin, Minnesota, Michigan, Indiana & Illinois •

MARKETING MATERIALS – YOUR CAPABILITIES STATEMENT



MAGNUM™
POWER PRODUCTS LLC
215 Power Drive Berlin, WI 54923
(908) 928-6768 www.m-p-llc.com

FEDERAL CAPABILITIES STATEMENT

Contract Information

Duns: 199623596
Cage Code: GSIJAS

GSA Contract Numbers:
Schedule 55 - G807F0211M
Schedule 84 - G807F0213W

GSA Schedule 66
SIN: 383-10 Portable Light Towers
SIN: 383-2 Portable, Standby, Generators

GSA Schedule 84
SIN: 465-11 Fire Extinguishing/Suppressing Products, Retardant, Foams, and Equipment

NAICS Codes
335312: Motor and Generator Manufacturing
333122: Commercial, Industrial and Institutional Electric Lighting Fixture Manufacturing
333120: Construction Machinery Manufacturing
335125: Other Lighting Equipment Manufacturing

FSC Codes
6115: Generator & Generator Sets, Electrical
6230: Electric Portable and Hand Lighting Equipment
6240: Electric Lamp
6210: Indoor and Outdoor Electric Lamps

Ordering Information

Jim Roberts
International and Government Sales Manager
Phone: (920) 361-4442 x232
Fax: (920) 361-2214
Cell: (920) 216-1292
jroberts@m-p-llc.com

Stephanie Glocke
International and Government Sales
Phone: (920) 361-4442 x219
Fax: (920) 361-2214
sglocke@m-p-llc.com

 **Contract Holder**

Since our founding in 1988, we've built a reputation for keeping the customer on the forefront of everything we do. When you work with us you interact with real people who get to know your needs and take a personal stake in your success. Customer Service is not just a department at Magnum, it's our way of doing business.

As a GSA Contract holder, Magnum always offers the most competitive pricing to government agencies. Pricing under our GSA schedule is equal to that of our most favored customers.

Our Commitment to Sustainability
The U.S. Government has come to rely on the quality, performance and endurance of Magnum light towers and generators to provide the power and light sources needed in critical situations, both here in the States, as well as abroad. Along with quality, Magnum Power Products has a philosophy of maintaining high inventory levels, to enable our rapid response in emergency situations. Magnum light towers and generators have been used in recovery efforts at The Pentagon, Ground Zero, the Oklahoma City Federal Building and in relief efforts led by FEMA in the wake of hurricanes Hugo, Andrew and Katrina.

Products Offered

- Mobile Generators	- Mobile Light Towers
- Mobile Trash Pumps	- Mobile Water Trailers
- Diaphragm Pumps	- Mobile Light, Water & Power

Key Differentiators

- US designed and assembled products
- Award winning product innovations; patented
- Strong community commitment and involvement
- Maintains leadership by engaging innovation in the development of new products
- Experienced considerable and consistent growth since our founding
- Company focus is on mobile products

Federal Agency Past Performance
US Army, Navy, Air Force, Marines, Coast Guard, Border Patrol, National Guard, Army Corp of Engineers, Bureau of Land Management, Department of Energy, Department of Fire Services, Department of Veterans Affairs Medical Center, National Park Services, Department of Homeland Security, Federal Bureau of Prisons, US Department of Interior, Department of Defense, USDA Forest Service, FAA, DLA, NASA, US Capitol Police

GSA Disaster Recovery & Cooperative Purchasing Program Participant
The GSA Disaster Recovery Purchasing Program for Schedule 84 & 55. This program gives state and local governments the ability to purchase products and services to recover from major natural disasters, terrorism, nuclear, biological, chemical, or radiological attacks. The Cooperative Purchasing Program for schedule 84 allows eligible entities to purchase from Cooperative Purchasing approved vendors, at any time, for any reason, using any funds available.





INDUSTRY LEADING MANUFACTURER OF MOBILE POWER EQUIPMENT








MARKETING MATERIALS – YOUR WEBSITE

- Yes you should have one – **WHY** – so you can be found and found out about
- It can be simple
- Yes there is a cost to design, build and update – plan well and don't go on the “cheap”
- Consider separating Government – the important parts may be very different
- Same rules as capabilities statement apply

MARKETING MATERIALS – YOUR WEBSITE

The screenshot displays the TAPCO website interface. At the top left, the UPI Manufacturing logo is visible, followed by a navigation menu with links for Military & Commercial Capabilities, About Us, Media, Contact Us, Partners, Facilities, and Employment Opportunities. Below this are social media icons for Facebook, Twitter, LinkedIn, Instagram, and YouTube. The main content area features several images: a collection of mechanical parts, a night view of a city with lights, and a close-up of a mechanical component. A large banner on the right reads "Empowered by God". The TAPCO logo and tagline "TRAFFIC & PARKING CONTROL CO., INC. The business of safety since 1956" are prominently displayed. A search bar and a "GO" button are located to the right of the logo. Below the logo is a horizontal navigation menu with links for HOME, ONLINE STORE, SOLUTIONS, DIVISIONS, ABOUT, CONTRACTS, CONTACT, and CAREERS. A phone number "1-800-236-0112" is also present. On the left side, there is a sidebar with a "TAPCO FEDERAL" logo and a list of links: Federal Departments, Federal Contracts, Federal Resources, and Shop Federal Products. A "Contact our team" section includes the phone number "Call 1-800-236-0112 (8am-5pm CST)" and a "Contact our team" button. At the bottom left, there is a "Contracts & Agreements" section with an image of a document. On the right side, there is a "Military Signage" section with a background image of military vehicles and signs. The text in this section reads: "Military Signage. TAPCO is amongst the nations largest sign manufacturers & we specialize in customized military signing. All signs are TAPCO made in Milwaukee, WI according to Federal Specifications." Below this text is a "Learn more" button. At the bottom right, there is a paragraph of text: "We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products. TAPCO is a complete supplier of traffic & parking goods for the GSA Advantage buyers. TAPCO prides itself on customer service & your complete satisfaction is guaranteed. Please call 1-800-236-0112 or email us with any questions."

MARKETING MATERIALS – OTHER VISIBILITY

- Press releases – news articles
- Facebook, LinkedIn, other social media
- Awards
- Participation in industry – government events, conferences, training
- Presentations and education – you are the expert
- Be a mentor to others
- Other

MARKETING MATERIALS – YOUR ELEVATOR PITCH

- 1 minute pitch – elevator pitch – KEEP IT TIGHT AND DO YOUR HOMEWORK
 - Know what the buyer's company does and how you would fit
 - Know what is important to the buyer
 - Who you are
 - What you do
 - Have you done any work with the government before
 - What makes you special
 - Keep it business
- 5 minute pitch – should include a visual of some kind then ADD
 - WHAT CAN YOU DO FOR THEM
 - A bit of history
 - Capacity
 - Past work
 - What makes you special – management team, design capabilities, relationships.....
 - Other as appropriate
- 15 minute pitch – more visual
 - Mission – vision
 - Increased specifics depending on what is being sold
 - Other

DOD OFFICE OF SMALL BUSINESS PROGRAMS

<http://www.acq.osd.mil/osbp/sb/guide.shtml>

U.S. Department of Defense
Office of Small Business Programs

Home | About | *for Small Businesses* | *for Small Business Professionals* | *for Government* | DoD Small Business Offices

Home » Small Business and the DoD

Small Business

- Doing Business with the DoD
- Programs
- Initiatives
- Opportunities
- Training
- Outreach Events
- FAQs

[Dynamic Small Business Search](#)

Small Business and the DoD

If you are a small business owner or business developer and would like to know how you can work with the Department of Defense, this is where you should start. Here you will find links to information on the "Basics" of contracting with the DoD, details on programs and other initiatives overseen by the DoD and other federal agencies and numerous resources that will help you find opportunities to support the Warfighter.

[Doing Business with the DoD](#)

This is the "how-to" section of working with the DoD. Information includes guides on marketing to the DoD, government contracting basics, subcontracting fundamentals, procurement forecasts, how to contact and work with DoD Small Business Professionals and other opportunities.

[Programs](#)

Detailed on these pages are the three programs that the Department of Defense Office of Small Business Programs oversees:

- [Mentor Protégé Program](#): Encourages major contractors to develop the technical and business capabilities of small disadvantaged businesses
- [SBIR/STTR](#): Harnesses the innovative talents and entrepreneurial energies of our nation's small technology companies
- [Indian Incentive Program](#): Provides a rebate back to prime contractors on the total



WHAT IT TAKES TO WIN YOUR COMPETITIVE EDGE

COMPETITIVE EDGE

1. Pricing
2. Unique capabilities
3. Knowledge of competitors and qualified suppliers
4. Advance knowledge of requirements
5. Reputation – past performance
6. Understanding and following the “process”
7. Solid marketing and business development /
Networking –
 - a. Business cards
 - b. Capabilities statement (one page)
 - c. Website
 - d. Sales pitch

P.S. Clear, to the point, accurate and honest

GOVERNMENT MANUFACTURING CONFERENCE – SUPPORTING THE FEDERAL DEFENSE SUPPLY CHAIN

MAY 19, 2016 GREEN BAY, WI

Start Date	May 19, 2016
End Date	May 19, 2016
Facility	The Meadows
Address	850 Kepler Drive, Green Bay, WI 54311
Contact Info	Jean Polka jeanp@wispro.org 920-285-4442
Details	Read More Information
Register Online	Register for Event

The Federal Government and its Prime contractors purchase billions of dollars of parts, components, processes, assemblies and finished products in support of our countries defense, security and operations. At this conference, we will take a look at current and upcoming opportunities, requirements and challenges facing current and developing Federal suppliers.

Topics will include:

- Critical challenges facing suppliers
- The cyber threat
- Regulations – changes and priorities
- Develop strategic partnerships and networks

Attendees will also learn how to:

- Prepare their business for the federal supply chain
- Locate and bid on Federal opportunities
- Evaluate their company's readiness as a supplier
- Understand and meet the expectations of a prime contractor

Presentations by:

- Oshkosh Defense
- Fincantieri Marinette Marine
- Spacesaver Corporation
- DRS Power & Control Technologies, Inc.
- American Pride Industrial Equipment & Services
- Wisconsin Procurement Institute
- And more!

To view an AGENDA for this event, please [CLICK HERE](#).



REGISTER

National Contract Management
Association (NCMA) – Wisconsin Chapter

National Defense Industrial Association
(NDIA) – Great Lakes Chapter

U.S. Small Business Administration

Northwest Michigan PTAC

Wisconsin Procurement Institute

WWW.WISPRO.ORG

NATIONAL CONTRACT MANAGEMENT ASSOCIATION NATIONAL EDUCATION SEMINAR: SUBCONTRACT MANAGEMENT FROM A TO Z

JUNE 2, 2016 LAKE GENEVA, WI

Start Date	June 2, 2016
End Date	June 2, 2016
Time	Registration & Breakfast 7:30 am - 8:00 am Program: 8:00 am - 4:30 pm
Facility	Grand Geneva Hotel
Address	7036 Grand Geneva Way Lake Geneva, WI
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Register Online	Register for Event

NCMA – Wisconsin is pleased to have the author of “Subcontract Management A-Z”, Mr. Jim Kirlin, joining us to present this important topic for Contractors. Mr. Kirlin brings his wealth of knowledge of contracts and supply chain experience gained working from both the federal government and the contractor sides of contracting

This is a one-day National Education Seminar (NES) that presents subcontract management in the U.S. federal government environment. Subcontract management under a government prime contract is a hybrid between the company’s commercial subcontracting requirements and the federal government’s subcontracting requirements. This seminar is unique in its focus on the topics that make subcontract management different under a prime government contract.

Registration for this event will include a copy of the Subcontract Management from A to Z book, a workbook and the presentation materials. A continental breakfast and lunch will also be served.



REGISTER

National Contract Management Association (NCMA) – Wisconsin Chapter

Wisconsin Procurement Institute (WPI)



10TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE

JUNE 15, 2016 CAMP DOUGLAS, WI

Start Date	June 15, 2016
End Date	June 16, 2016
Facility	Volk Field Air National Guard Base
Address	Volk Field Air National Guard Base 100 Independence Drive, Building 475 Camp Douglas, WI 54618
Contact Info	David Olson davido@wispro.org 608-427-2455
Register Online	Register for Event

Registration now Open!

Please [CLICK HERE](#) for more information.

Please [CLICK HERE](#) to view a working agenda.



REGISTER

Volk Field Air National Guard Base

Bentley World Packaging, Ltd.

Wisconsin Economic Development Corporation (WEDC)

Juneau County Economic Development Corporation (JCEDC)

First American Capital Corporation (FACC) /American Indian Chamber of Commerce (AICCW)

Indianhead Community Action Agency

Native Diversification Network PTAC (NDN-PTAC)

Northwest Michigan PTAC

UW-Stout Manufacturing Outreach Center

Western Dairyland

Wisconsin Procurement Institute (WPI)

WPI CONTACTS

- Jean Polka– jeanp@wispro.org

FVTC - DJ Bordini Center

5 Systems Drive, Suite 201, Appleton, WI 54914

Cell: 920-285-4442

- Ken Kotloski – kenk@wispro.org

FVTC - DJ Bordini Center

5 Systems Drive, Suite 201, Appleton, WI 54914

Cell: 920-840-4699