

# Increase Your Customer Base by Working with the GOVERNMENT and PRIME CONTRACTORS

Presented by

Wisconsin Procurement Institute (WPI)

Whitewater, WI

January 28, 2016





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

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

**WPI Offices located at:**

**Milwaukee County Research Park**

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

**Juneau County Economic Development Corp.**

122 Main St - Camp Douglas, WI 54618

608-427-2455 FAX: 608-427-2086

**Western Dairyland EOC, Inc.**

418 Wisconsin St. - Eau Claire WI 54703

608-427-2455 FAX: 608-427-2086

**Fox Valley Technical College – DJ Bordini Center**

5 Systems Drive – Appleton WI 54912

920-840-3771 FAX: 414-270-3610

**Racine County Economic Development Corporation – Launch Box**

141 Main Street, Suite 2, Racine, WI 53403

414-270-3600 FAX: 414-270-3610

**Madison Enterprise Center**

100 S. Baldwin St., Madison, WI 53703

608-444-0047 FAX: 414-270-3610

**Food Enterprise & Economic Development (FEED)**

1219 N. Sherman Ave., Madison, WI 53704

608-444-0047 FAX: 414-270-3610

**Wausau Region Chamber of Commerce**

200 Washington Street, Wausau, WI 54403

920-456-9990 FAX: 414-270-3610

**[www.wispro.org](http://www.wispro.org) - [info@wispro.org](mailto:info@wispro.org)**

**CLICK HERE TO VIEW WPI'S  
CURRENT NEWSLETTER**



## UPCOMING EVENTS

OCTOBER 22 2015  
INTERSECWI (INTERNET SECURITY) 2015 -  
(PROTECT YOUR ORGANIZATION, YOURSELF, AND  
YOUR FAMILY FROM CYBER RISKS AND  
LIABILITIES NOW!)  
CAMP DOUGLAS »

OCTOBER 28 2015  
DOING BUSINESS WITH USDA FARM SERVICE  
AGENCY – LEARN FROM FSA DATCP & SBA OF  
AVAILABLE FINANCING AND PROGRAMS TO HELP  
YOUR FARM OR FOOD BUSINESS GROW -  
MONROE  
MONROE »

OCTOBER 29 2015  
SMALL BUSINESS ACADEMY  
MILWAUKEE »

OCTOBER 29 2015  
DOING BUSINESS WITH USDA FARM SERVICE  
AGENCY – LEARN FROM FSA DATCP & SBA OF  
AVAILABLE FINANCING AND PROGRAMS TO HELP  
YOUR FARM OR FOOD BUSINESS GROW -  
MILWAUKEE  
MILWAUKEE »

OCTOBER 29 2015  
MARKETPLACE 2015 DAY ONE  
MILWAUKEE »

## CURRENT OPPORTUNITIES (10)

### 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

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[GET STARTED](#)

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[GET HELP](#)

## 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 and Assistance, 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

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Wisconsin Procurement Institute  
10437 Innovation Dr., Suite 320  
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[www.wispro.org](http://www.wispro.org)  
Executive Director – Aina Vilumsons  
[info@wispro.org](mailto:info@wispro.org)



# What you will learn:

- An overview of the market
- Benefits of being small and the Federal small business programs
- Getting started
- Positioning your business
- Preparing to meet potential customers
- Locating business opportunities
- Responding to these opportunities



# OVERVIEW OF THE MARKET

# BASIC PRINCIPALS

- 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

# QUALITIES OF SUCCESSFUL CONTRACTORS

- Formal business processes – accounting, HR, project management.....
- Solid banking, accounting and legal relationships
- Government is one of multiple customers
- Good quality – good safety record – good past performance
- Ability to increase capacity if needed
- On time delivery – project completion
- Resources to support entering, developing and maintaining market
- Knowledge of small business programs, regulations and process

# An Overview of the Market – National/WI

Fiscal Year	Contracts
2016	\$47,568,150,853
2015	\$437,185,620,200
2014	\$445,672,430,378
2013	\$463,318,990,937
2012	\$519,315,165,965
2011	\$539,948,936,194
2010	\$540,116,023,533
2009	\$540,760,508,594
2008	\$541,243,039,190

## Total Contract Funds Awarded - FY 2015

**\$2,823,268,359**

## Total Contract Funds to SubAwardees - FY 2015

**\$186,552,039**

## TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$1,028,349,914
2. OSHKOSH CORPORATION	\$173,757,972
3. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$142,020,440
4. LOGISTICS HEALTH, INC.	\$142,017,383
5. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$120,262,195

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

About 2.678 Federal contractors in WI

<b>WISCONSIN FEDERAL PROCUREMENT DOLLARS</b>							
<b>Agencies</b>	<b>2016</b>		<b>2015 PRELIM</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>2100 - ARMY</b>	\$0		\$1,033,081,310	\$758,519,836	\$1,848,410,113	\$1,214,482,066	\$4,895,484,682
<b>1700 - NAVY</b>	\$0		\$276,717,784	\$272,521,919	\$135,293,860	\$427,235,006	\$580,058,448
<b>3600 - VETERANS AFFAIRS</b>	\$63,519,320		\$256,935,013	\$347,478,251	\$310,806,062	\$264,640,945	\$264,484,295
<b>7500 - HEALTH AND HUMAN SERVICES</b>	\$3,837,841		\$195,476,323	\$198,326,509	\$168,380,391	\$107,887,106	\$109,585,762
<b>9700 - DEFENSE</b>	\$0		\$187,749,744	\$340,084,076	\$284,405,607	\$256,324,655	\$288,667,695
<b>97AS - DEFENSE LOGISTICS AGENCY (DLA)</b>	\$0		\$165,649,042	\$213,490,871	\$178,027,119	\$318,822,997	\$369,399,571
<b>1200 - AGRICULTURE</b>	\$10,621,391		\$130,702,480	\$111,630,175	\$118,903,174	\$160,259,904	\$160,301,040
<b>9100 - EDUCATION</b>	\$866,311		\$120,598,684	\$185,051,248	\$125,445,899	\$103,226,045	\$61,672,694
<b>1500 - JUSTICE</b>	\$22,663,376		\$75,786,086	\$69,736,635	\$96,552,641	\$126,272,236	\$80,274,766
<b>5700 - AIR FORCE</b>	\$0		\$35,733,876	\$72,205,021	\$25,342,018	\$59,862,644	\$48,172,898
<b>1400 - INTERIOR</b>	\$5,879,140		\$29,324,354	\$18,922,109	\$22,869,755	\$23,413,085	\$18,882,886
<b>8000 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION</b>	\$1,772,830		\$22,429,672	\$32,807,032	\$20,031,998	\$21,393,351	\$11,207,843
<b>6800 - ENVIRONMENTAL PROTECTION AGENCY</b>	\$939,227		\$21,820,902	\$18,992,813	\$56,622,024	\$7,591,726	\$12,776,238
<b>7000 - HOMELAND SECURITY</b>	\$2,718,286		\$20,775,062	\$34,930,468	\$31,919,390	\$127,128,833	\$63,346,574
<b>96CE - US ARMY CORPS OF ENGINEERS - Civil programs</b>	\$0		\$18,157,748	\$60,225,355	\$17,381,667	\$39,077,105	\$24,311,157
<b>2800 - SOCIAL SECURITY ADMINISTRATION</b>	(\$64,634)		\$12,443,345	\$12,513,214	\$14,234,046	\$14,202,890	\$2,508,638
<b>GRAND TOTALS:</b>	<b>\$116,472,713</b>		<b>\$2,648,087,315</b>	<b>\$2,816,570,346</b>	<b>\$3,524,634,909</b>	<b>\$3,353,527,864</b>	<b>\$7,086,818,565</b>

# TOP 10 NEW WI contractors FY2015 (Prelim)

Contractor	City	# Transactions	Amount	
BAY VALLEY FOODS, LLC	GREEN BAY	4	\$2,853,054	Food
IOWA WASTE SYSTEMS, INC	MADISON	4	\$2,314,565	Waste Management
PEORIA IL VA 2009 LLC	FOND DU LAC	1	\$1,870,203	Property Leasing (VA)
ABLE ACCESS TRANSPORTATION LLC	MILWAUKEE	3	\$515,522	Transport
HOAGLUND ENTERPRISES, INC.	RACINE	3	\$500,000	Appraisals
TINGLE JR, TALMADGE RAY	GREEN BAY	4	\$453,800	Expert Witness
AGRI-LAND FEED&SUPPLY INC	BLOOMINGTON	2	\$307,573	Construction
INVIVOSCIENCES, INC.	MADISON	4	\$303,990	R&D / Bio HHS
POINTCARE GENOMICS CORP	MADISON	1	\$299,961	R&D / HHS
CELLECTAR BIOSCIENCES, INC.	MADISON	1	\$292,715	R&D / HHS



## Last Years Largest First-time Federal Contractor - WELDALL

Retired astronaut Dr. Don Thomas and representatives from NASA took a tour of Weldall Manufacturing Inc. to get an up-close look at the structures built there.

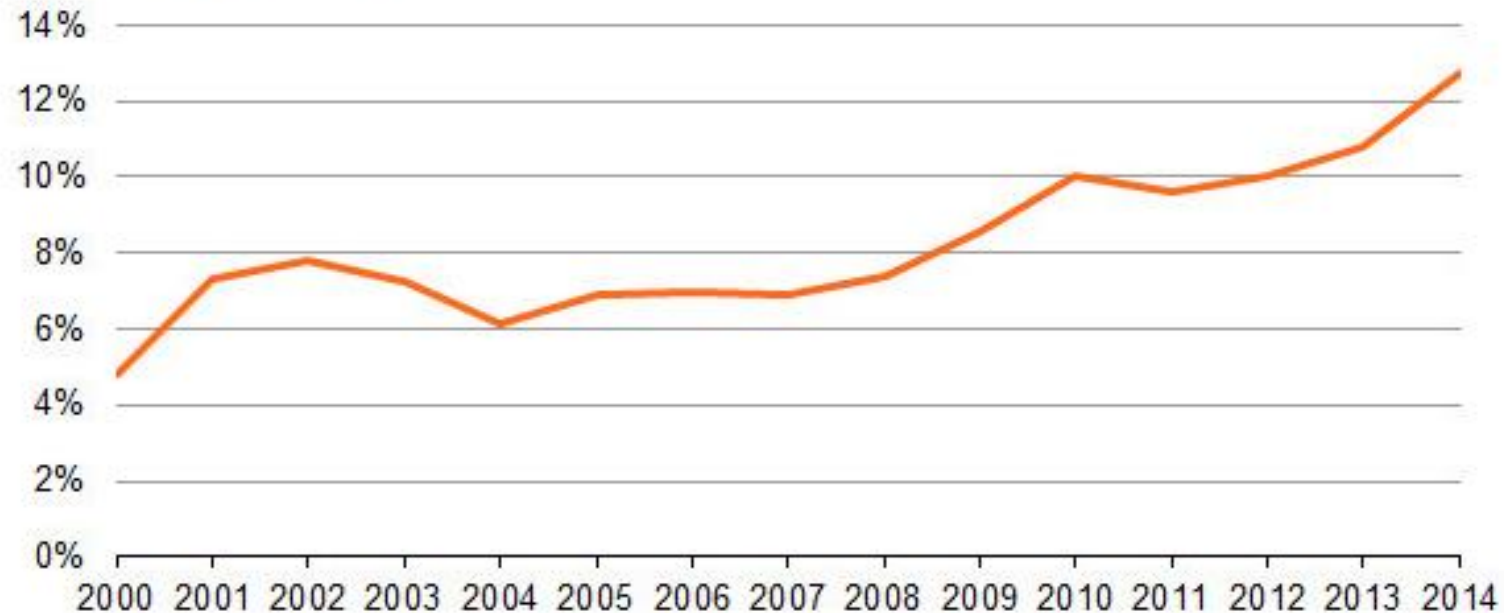
Weldall built special test equipment for NASA's exploration of deep space, including how to get humans to Mars. Dec 9, 2015

<http://www.wisn.com/news/retired-astronaut-visits-waukesha-manufacturing-company/36883582>



## SB Set-Aside Share of Total Procurement Hits 15-Year High

The small-business set-aside share of total federal procurement spending approached 13 percent in fiscal 2014.



Note: All years are fiscal years. Calculations measure all contract dollars coded both as set-aside and as small-business. A small share of set-asides listed as awarded to large/other firms is excluded.

Source: Bloomberg Government prime contracts data



# **BENEFITS OF BEING SMALL AND THE FEDERAL SMALL BUSINESS PROGRAMS**

# CERTIFICATION PROGRAMS



*SBA CERTIFICATIONS*  
*OTHER CERTIFICATIONS*



# SBA CERTIFICATIONS

- 8(a) Business Development Program
  - Mentor/Protégé
  - Joint Venture

13 CFR § 124

- HUB Zone Program

13 CFR § 126

# 8(a) Business Development Program

## SBA Certification

- Assists eligible socially and economically disadvantaged small businesses
- Provides business development and contract assistance
- SBA certification required
- All 8(a) firms are SDBs, but not all SDBs are 8(a) certified

# 8(a) Business Development Program

## Program Benefits -- SBA Certification

- Certified firms can receive sole-source contracts
  - up to \$4 million for goods and services
  - up to \$6.5 million for manufacturing
- Joint ventures and teaming
- Mentor-Protégé Program

# 8(a) Business Development Program

## Program Eligibility -- SBA Certification

- Meet small business size standards
- In business for more than two years
- Unconditionally owned and controlled (at least 51%) by one or more socially AND economically disadvantaged individuals who are US citizens

# Mentor/Protégé Program

- The purpose of the Mentor/Protégé program is to enhance the capabilities of 8(a) BD participants and to improve their ability to successfully compete for federal government contracts.

# Mentor/Protégé Program

## Program Benefits

- Mentors may provide the following forms of assistance to Protégés:
- Technical and management assistance
- Financial assistance, including equity investments and/or loans
- Subcontracting support
- Assistance in performing prime contracts through joint venture arrangements

# Joint Venture

## Definition

### **Definition:**

An agreement between an eligible 8(a) participant and one or more other business concerns to establish a new legal entity solely for the purpose of performing a specific 8(a) contract. The contract is then awarded to the Joint Venture entity rather than to one or more of the participants.

# Joint Venture

## When Permitted

- 8(a) firm lacks capacity to perform the contract independently
- Joint Venture agreement is fair and equitable
- Joint Venture will be of substantial benefit to the 8(a) firm
- 8(a) firm brings something of value to the Joint Venture other than the 8(a) certification

# Joint Ventures

## Areas of Capacity

- Adequate bonding
- Adequate financing
- Technical expertise
- Experience in similar requirements
- Access to specialized/required equipment
- Access to appropriate facilities
- Appropriate management
- Appropriate labor

# Joint Venture Size Requirements

- Size Counts:
  - Small business set-asides and 8(a) procurements
- Joint Venture must meet applicable size standard of the solicitation
- A large business cannot be a JV participant on a Small Business or 8(a) procurement
  - Exception: 8(a) Mentor/Protégé Program

# HUBZone Program

## SBA Certification

- Historically Underutilized Business Zone
- Contracting preference program designed to stimulate economic development and create jobs
- SBA certification required

# HUBZone Program

## Program Benefits

- 3% government-wide goal for contracts to be awarded to HUBZone certified firms
- Competitive and sole source contracts
- 10% price evaluation preference

# HUBZone Program

## Program Eligibility

- Meet small business size standards
- Owned and controlled by at least 51% of US citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be in a designated HUBZone
- At least 35% of the firm's employees must live in a HUBZone

Learn more...

[HUBZone Map](#)

# Women and Veterans Programs

- Woman Owned Small Business Program  
(WOSB & EDWOSB)

**FAR 19.15**

- Veteran Owned Small Business Programs  
(VOSB & SDVOSB)

**FAR 19.14**

# Women Owned Small Business Program (WOSB & EDWOSB)

- 5% Government-wide contracting goal
- 5% Government-wide subcontracting goal
- Newly implemented WOSB Program
  - Contract set asides and sole source authorized

**FAR 19.15**

# Women Owned Small Business Eligibility

- Self certification
  - WOSB or EDWOSB can self certify (changes coming soon)
  - Registration in SAM is required
  - Contracting officer may/will request additional documentation
  - All documents will be maintained in WOSB Program Repository
    - Review: <http://www.sba.gov/wosb>

## Third Party Certification

- May be certified by an authorized Third Party Certifier
- Existing 8(a) program certification may be eligible

# Women Owned Small Business Eligibility

- WOSB
  - 51% owned & controlled by one or more women who are US citizens
  - Ownership must be direct and not subject to limitations
  - Woman or women must manage day to day operations
- EDWOSB
  - Satisfy all conditions of WOSB
  - Personal net worth of less than \$750,000
  - Adjusted annual income of \$350,000 or less
  - Market value of all assets does not exceed \$6 million

# Veterans Programs (SDVOSB & VOSB)

- Veterans Entrepreneurship and Small Business Development Act defined VOSB & SDVOSB
- Established 3% government-wide prime and subcontracting goals for service disabled veteran owned small businesses
- Self-certification program
- Contract set aside and sole source

**Learn More...**

[Veterans Business Outreach Centers](#)

[Veteran Information Pages](#)

# Service Disabled Veteran Owned Small Business Eligibility

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDV must unconditionally own 51% of the SDVOSBC
- The SDVO must control the management and daily operations of the SDVOSBC
- The SDV must hold the highest officer position in the SDVOSBC

# VA – Veterans First Contracting Program

- Only VO and SDVOSB are eligible
- Sole source or competition
- Must be certified by the VA
- VO and SDVOSB must be certified in (<http://www.vetbiz.gov>) and listed in the VIP database (<http://www.vip.vetbiz.gov>)

VAAR 819.70

# Resources and Tools

- Federal Acquisition Regulations
  - <https://www.acquisition.gov/far>
- Acquisition Central
  - <https://www.acquisition.gov/>
- FAR Part 19 – Small Business Programs
  - <http://www.acquisition.gov/far>
- Code of Federal Regulations (13CFR)
  - <http://www.gpoaccess.gov/cfr/index.html>
- Federal Business Opportunities
  - <http://www.fbo.gov>
- SBA-Government Contracting
  - <http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>

# SBA – Wisconsin District Office

For more information on SBA's programs and services

Please contact:

Shane Mahaffy, Lead Business Opportunity Specialist

Telephone: 414-297-1455

Email: [Shane.Mahaffy@sba.gov](mailto:Shane.Mahaffy@sba.gov)

Or visit our office web site at [www.sba.gov/wi](http://www.sba.gov/wi)

# SBA - Wisconsin Offices

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## **Wisconsin District Office**

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

## **Wisconsin District Office**

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

# MORE BENEFITS of BEING SMALL and SMALL BUSINESS PROGRAMS

- Prime contractors that are large and have large contracts must have **SMALL BUSINESS SUBCONTRACTING PLANS**
  - **DOD LIST**  
<http://www.acq.osd.mil/osbp/docs/DoDPrimeContractorsJuly2015Final.xlsx>
  - **GSA LIST** <http://www.gsa.gov/portal/category/108219>
  - **SBA LIST** <https://www.sba.gov/subcontracting-directory>

# REGISTER ON THE PRIME CONTRACTOR PORTALS

**ONE SYSTEM. ONE TEAM. ONE OSHKOSH.**  
**OSHKOSH SUPPLIER NETWORK**

### 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.

Index | Links | Support Center | Supplier Quality Manual and Forms

About Us

- [Core Values](#)
- [Supplier Profile](#)
- [Interested in doing business with Oshkosh](#)
- [Supplier Standards Guide](#)
- [Supplier Quality Manual](#)
- [Supplier Communications](#)
- [Supplier Diversity Program](#)
- [Oshkosh Logistics](#)
- [Oshkosh Corporate Website](#)
- [Archived Supplier Portal](#)

Login Here

- [Login](#)
- [Training](#)

Welcome to the Oshkosh Corporation Supplier Portal

Featured Links and Articles

- [Charlie Szews, Trust Plays Big Role in Corporate Culture - English](#)
- [Charlie Szews, Trust Plays Big Role in Corporate Culture - Chinese](#)
- [Charlie Szews, Trust Plays Big Role in Corporate Culture - Spanish](#)

A Message from Greg Fredericksen

Value Chain Partners:

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

# OTHER EXAMPLES

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

LOCKHEED MARTIN

INVESTORS MEDIA SUPPLIERS EMPLOYE

WHO WE ARE WHAT WE DO NEWS & EVENTS INNOVATION CAREERS

Home → Suppliers

SUPPLIERS

Business Unit Procurement Information

Doing Business with Lockheed Martin

Cyber Security

Ethics

Sustainable Supply Chain Management

REACH

Resources

Prompt Payments

Supplier & Industry Initiatives

Terms and Conditions

Supplier News

Suppliers

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G+1 6 Share 26

LOCKHEED MARTIN  
**Supplier Wire**  
*Opening Doors to Opportunity and Innovation*

What We Buy

Think Small, Win Big  
Lockheed Martin Supplier Diversity

IMMEDIATE NEEDS BULLETIN BOARD  
Procurement Opportunities

# OTHER EXAMPLES



Investor Relations



<http://www.generaldynamics.com/suppliers>

BECOME A SUPPLIER   SUPPLY CHAIN EXCELLENCE   SUPPLIER DIVERSITY   SUPPLIER EVENTS   SUPPLIER

## Suppliers

Our suppliers play a critical role in our ability to deliver quality products and services to our customers. We are looking for s  
meet time, quality, cost and technical-performance requirements, and with a continuous focus on our customers' needs.

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# GETTING STARTED

# REGISTER AS A CONTRACTOR –

[WWW.SAM.GOV](http://WWW.SAM.GOV)

- FREE REGISTRATION

The screenshot shows the SAM.gov website interface. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are input fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below these is a 'Create an Account' link. A dark blue navigation bar contains links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area is divided into three columns: 'CREATE USER ACCOUNT' (with a 'Create User Account' button), 'REGISTER/UPDATE ENTITY' (with a 'Register/Update Entity' button and a 'New!' badge for 'Check Status'), and 'SEARCH RECORDS' (with a 'Search Records' button). At the bottom, there is a 'WHAT IS SAM?' section with a 'Need Help?' button and a paragraph explaining that SAM is the Official U.S. Government system for award management, free of charge for registration.

# CREATE PROFILE IN DSBS <http://dsbs.sba.gov/>

- Set up through [www.SAM.gov](http://www.SAM.gov)
- Available to all small businesses
- IMPORTANT – searched by Agencies and Primes for sources
- BE COMPLETE

The screenshot displays the DSBS website interface. At the top, there is a navigation bar with the SBA logo and links for "DSBS", "Quick Market Search", and "TM OnLine". Below this, a warning message states: "This is generally a self-certifying database. The SBA does not make any representational Development, HUBZone or Small Disadvantaged Business status. The SBA strongly awarding a contract." The main section is titled "Location of Profile" and contains a dropdown menu for "States" with options from "(any state)" to "CA - California". To the right, there are input fields for "Congressional District" and "County". Below these are fields for "Area Code or Phone Number Initial Fragment", "Metropolitan Statistical Area", "SBA Servicing Office", and "Zip Code or Zip Code Initial Fragment". The "Government Certifications" section includes radio buttons for "8(a) Certified or 8(a) Joint Venture" and "Small Disadvantaged Business", each with sub-options for "Required (Active Certifications only)" and "Required (Active Certifications and Previously Certified)". The footer includes the text "Last modified: 07/13/2004 12:00:00 AM" and a privacy policy link.

# WHAT YOU WILL NEED

- D&B number – FREE for this purpose
- Tax ID number
- NAICS CODES <http://www.census.gov/eos/www/naics/>
- Banking information
- Points of contact
- Current contact information
- ABOUT your business information
- Website



# POSITIONING YOUR BUSINESS

# MARKET RESEARCH – the PAST

- [www.usaspending.gov](http://www.usaspending.gov)
- <https://www.fpds.gov>

The screenshot shows the top portion of the USA SPENDING.GOV website. It features the USA SPENDING.GOV logo with the tagline "An official website of the U.S. Government". Below the logo is a navigation menu with links for HOME, ABOUT, WHERE IS THE MONEY GOING, REFERENCES, DOWNLOAD CENTER, and CONTACT US. To the right of the menu is a search bar. Below the navigation menu, there are two main sections: "WHAT IS USASPENDING.GOV?" which provides a brief overview of the site's purpose, and "AWARDS BY STATE - FY 2016" which includes a map of the United States and a prompt to "Roll over map to see data. Click on state for more details".

The screenshot displays the Federal Procurement Data System - Next Generation website. At the top, there is a logo with a stylized 'F' and 'D' and the text "Federal Procurement Data System - Next Generation". Below the logo is a navigation menu with links for Home, Newsroom, Reports, Status, Worksite, Archives, Training, and Help. The main content area is divided into three columns. The left column contains a "Login" section with fields for "Log-In:" and "Password:", a "Log In" button, and links for "Forgot Your Password?" and "Security and Privacy". The middle column features the "ezSearch" logo and a search box with the text "Google-like search to help you find federal contracts...". Below the search box is a note: "ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions)". The right column is titled "Top Requests" and lists several reports: "Recovery Report", "Recovery Data (Recipient-Reported, Cumulative Summary)", "Recovery Data (Recipient-Reported, FY2013Q4)", "Hurricane Sandy Report", and "Hurricane Irene Report". At the bottom of the page, there are two news items: "October is CYBER SECURITY AWARENESS month!" and "NIA - Operation Freedom's Sentinel (OFS)".

# MARKET RESEARCH – the FUTURE

- <https://www.acquisition.gov/?q=procurement-forecasts>

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations Acquisition Systems A

Home » Agency Recurring Procurement Forecasts

## Agency Recurring Procurement Forecasts

Home Page  
Select an Agency

Small Business  
Select an Agency

Business Opportunities  
Select an Agency

Procurement Forecast  
Select an Agency



# OTHER

- **TEAMING and PARTNERING**
  - Joint Ventures
  - Mentor Protégé
  - Teaming Agreements
  - Consortium type groups
- Develop and awareness of the marketplace



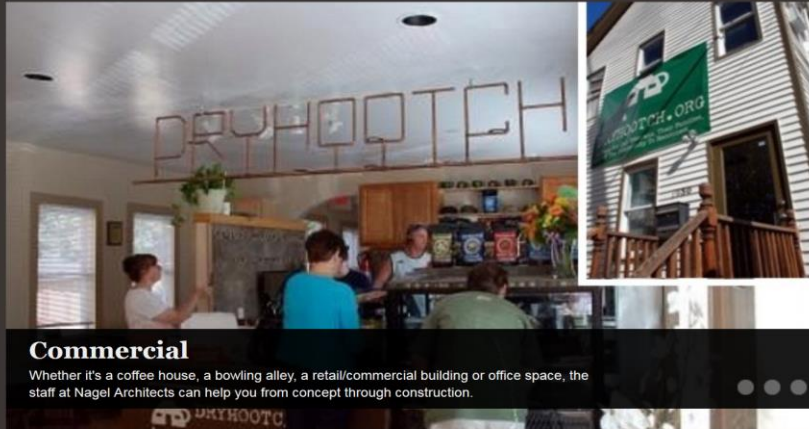
# **PREPARING TO MEET POTENTIAL CUSTOMERS**

# MUST HAVES

- Registration in SAM and DSBS
- CAPABILITIES STATEMENT
- BUSINESS CARD with Government Identity
- WEBSITE showing your capabilities, past performance and qualifications
- Sales pitch targeting a government / prime agency or business



- Home
- Projects
- Firm Profile
- Federal
- Initiatives
- Partnering
- Contact Us



### Commercial

Whether it's a coffee house, a bowling alley, a retail/commercial building or office space, the staff at Nagel Architects can help you from concept through construction.



- Home
- Projects
- Firm Profile
- Federal
- Initiatives
- Partnering
- Contact Us



## Partnering

### Relationships...

A true partnership requires both sides to have an investment, and an expected return. Nagel Architects has developed several strong partnerships over the years.



**Fuse Planning + Design** is a Joint Venture of **Facility Elements** and Nagel Architects. Fuse was created to pursue laboratory projects in the public sector and brings the specialized lab planning talents of Facility Elements' Eric Slifer and Steve Leonhardt together with the medical facility experience of Nagel Architects.



Nagel Architects continues to maintain a strong relationship with **IBC Engineering Services, Inc.**, an 8(a) certified Woman owned firm specializing in Mechanical, Electrical and Plumbing Engineering. Nagel Architects and IBC also have a joint venture company, Integrated Design Group, our partnership has led to successful projects for VA facilities across the state.



We have also established a relationship in the western part of the country. **Edifice Design and Engineering** is a Joint Venture with **SCL Consulting**, an engineering firm that focuses on Structural, Civil and Landscape Architecture. SCL Consulting has offices in Pheonix Arizona and Milwaukee Wisconsin, making them an ideal partner for projects in the southwestern region.



**Nagel-Reichl** is a joint venture with **Reichl Construction**. Currently this joint venture is responsible for the construction of a new Community Living Center at Clement J. Zablocki VA Medical Center in Milwaukee Wisconsin. This partnership brings the core strengths of N2 Construction and Reichl Construction together, creating an exemplary team that is ready for the largest construction projects.

**TAPCO**  
FEDERAL

Federal Departments ▶

Federal Contracts ▶

Federal Resources ▶

Shop Federal Products

Contact our team

Call 1-800-236-0112  
(8am-5pm CST)

Contact our team

Contracts & Agreements

Learn More ▶

USDA National Forest Service Sign Poster  
presented by  
**TAPCO**

**USDA Forest Service Sign Poster**

TAPCO is proud to announce our sign poster for the USDA Forest Service. This 24" by 36" poster includes all the most common Forest Service signs.

Shop Now

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.

### TAPCO Federal Features & Benefits

- Complete supplier of traffic & parking goods for GSA Advantage buyers
- Access to contract ordering information, terms and conditions and up-to-date pricing is available through [GSA Advantage!](#)



## KPH Government Construction

### KPH Government Construction

KPH Construction has a long history with local, state and federal government. We are cleared at the highest levels to immediately perform government construction and environmental work without delay for the General Services Administration (GSA), Veterans Administration (VA), Air National Guard, Small Business Administration (SBA), Federal Aviation Administration (FAA), Federal Bureau of Investigation (FBI), Secret Service, Central Intelligence Agency (CIA), the Department of Transportation (DOT), just to name a few.

KPH has been awarded several multi-task contracts:

- Indefinite Delivery/Indefinite Quantity (IDIQ) contract with the GSA for three zones in the state of Michigan
- Noise Management Program (NMP) for the area surrounding Milwaukee's Mitchell International Airport – an FAA-funded sound mitigation program to provide improvements to windows, doors, insulation, indoor air quality (IAQ), electrical and mechanical upgrades to 574 homes and multi-family properties
- Six-state Region 5 GSA contract for general contracting

#### General Contracting

KPH Construction is a licensed commercial general contractor, providing successful management and self-performed services

Type and hit enter to search

### GOVERNMENT TEAM



**Steve Madziarczyk** *Exec. Vice President, Construction*

[EMAIL >>](#)

### CONTACT US

[Sign up for our e-newsletter](#)

#### Wisconsin - Corporate

1237 West Bruce Street  
Milwaukee, WI 53204  
phone 414-647-1530



Energy Efficient Lighting for all applications



### Projects

Energy Tech Solutions, LLC has sold LED lighting lamps and fixtures in all 50 US States and 15 foreign countries. Here is a representation of the clients that we work with:

- American Family Flagship
- Baxter Healthcare
- Memorial Medical Center
- NASA
- USDA
- Orange County Convention Center
- CED
- WESCO
- HD Supply
- Cathedral of Faith
- CB Richard Ellis
- Lincoln Harris
- Graybar



# THE CAPABILITIES STATEMENT

- **Five key elements are included in a successful capability statement:**
  - ***1. Core competencies***
  - ***2. Past performance***
  - ***3. Differentiators***
  - ***4. Corporate data***
  - ***5. Contact information***
- A Capability Statement should also include your firm's name, logo, tag line and other branding elements. It should be free of long paragraphs but instead, should use short sentences and bulleted lists for quick review. We recommend that you customize your CAPE's for various market segments. You should not itemize or number your CAPE statement but should include ALL 5 elements.

# THE CAPABILITIES STATEMENT

## 1. *Core Competencies*

Begin this section with a short introduction statement relating the company's basic capabilities to the customer's specific needs utilizing bullet points. This is NOT everything a firm is capable of doing. Focus on what is important to your potential customer.

## 2. *Past Performance*

In this section you want to highlight your past experience. Include past customers (if they approve) for whom your business has done similar work. Focus on projects that will highlight the capabilities your potential customer will be looking for. Each listed reference should include: the organization name, location, project name or contract, month/year completed, a brief sentence describing work performed. **CRITICAL** – always ask permission to use this information from the past customer! **ALSO** – do not include any contact information or value of project. Also include if your projects or your work have received recognition.

# THE CAPABILITIES STATEMENT

## 3. *Differentiators*

- Why should I pick YOU?
- How is your company best suited for the needs of your potential customer?
- What is it about your product / services that make you stand above the rest?
- What is it about your people that give you the advantage over your competitors?
- Why are your products / services a better solution than the others that are available?
- Are you or your firm active members of business or philanthropic organizations or participate in community, STEM (Science, Technology, Engineering and Math), business or youth initiatives?

## 4. *Company Data*

Include one or two short sentences about your company. This is the section where you would include:

- *Socio-economic program certifications including - Federal, State, Local and Corporate - including 8(a), HUBZone, SDVOB, DBE, etc.*
- *NAICS / NIGP / PSC-FSC codes (all but limit to 12 or so) do not include code descriptions*
- *DUNS number / CAGE code (if you have one)*
- *Acceptance of Credit Cards for payment(if applicable)*
- *Current Federal GSA Schedule or IDIQ / long term contract / agreement number(s)*
- *State / Local long term contracts*

# THE CAPABILITIES STATEMENT

## **5. Contact Information**

Your contact information should include a specific person(s) in your organization that could be contacted if there is interest in following up with your organization.

- *Full name of organization (include if division of a parent company)*
  - *Individual contact and title*
  - *Address (physical location as listed in your DUNS profile, not a PO Box)*
  - *Telephone (main and cell)*
  - *Email(s) of individuals listed*
  - *Company web site*
- 
- ***We would suggest that you have someone review prior to FINAL***
  - ***DO NOT INCLUDE ANY REFERENCES OR DETAIL or other competitive information***

***CLARITY – MESSAGE – APPEARANCE – FOCUS***



## The Really Great Construction Company LLC

*Leaders in Energy Saving Building Renovation*

7523 North Concrete Avenue

Cement, WI 53222

414-222-0000

[www.reallygreat.com](http://www.reallygreat.com)

Joel Tallbuild, Project Manager, [j.tallbuild@rgcc.com](mailto:j.tallbuild@rgcc.com)

Since 1962, the Really Great Construction Company has been a leader in providing the best energy savings building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience in successfully teaming on Federal and State projects.**

### PAST PROJECTS

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MI)
- Federal Courthouses (IN)
- County Facility (MN)
- Military Base Housing (KY)

### CAPABILITIES

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

### The Really Great Construction Company LLC is

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program
- EPA Reclamation Program
- Quality Control Program
- Green qualified
- "TQM" Total Quality Management – USACE

### NAICS CODES

- 237130 Alternative Energy
- 238220 Boiler Installation
- 541330 Engineering Services

**Winner of the 2010 BEST  
ENERGY SAVING BUILDING  
RENOVATION IN THE  
COUNTY**

### FSC / PSC Codes

- Z -- Maintenance, repair, and alteration of real property



## Markets - Government

### Capability Statement

#### Ictect, Inc

2320 Renaissance Blvd # 226  
Sturtevant, WI 53177

[www.ictect.com](http://www.ictect.com)

Contact: Pradeep Jain  
President

Tel: 262.898.7277 x568

Mobile: 414.218.5612

Fax: 262.995.7346

Email: [Pradeep.Jain@ictect.com](mailto:Pradeep.Jain@ictect.com)

#### NAICS:

511210 Software Publisher

561410 Document Conversion

541512 System Design

541511 Custom Programming

518210 Data Processing

519130 Portals/Internet  
Publishing

541519 Other Computer Related  
Services

541611 Administrative  
Management and General  
Management Consulting Services

611710 Educational Support  
Services

#### Cage Code:

SZTMS

#### DUNS:

826099474

Small Business

#### GSA Contracts:

Schedule 70: [GS-35F-0346Y](#)

Schedule 36: [GS-03F-0045Y](#)

#### Patents:

US Patent 7,251,777



#### SUMMARY:

Ictect, Inc. specializes in developing Document Preparation solutions for Department of Defense and other Federal Agencies using a newly developed technology. Our solutions significantly reduce the cost of document preparation, updates and compliance with guidance (such as AF133-360 or DCAAM 5025.15), while maximizing the document security and currency. With our GSA contracts, we offer Document Architecture, Information Technology (Schedule 70) and Document Processing services (Schedule 36).

#### CAPABILITIES:

- Document preparation solutions
- Publications Management solutions
- Document conversion services (XML, SGML, etc.)
- Document processing services, including section 508 compliance
- ePUB and eBook creation services
- Unstructured information management
- Knowledge worker productivity solutions

#### PAST AND CURRENT CLIENTS:

- **United States Air Force:** Process public directives, policy documents, manuals and other materials
- **Defense Contract Audit Agency:** Publications Management
- **The Joint Commission on Accreditation of Healthcare Organizations:** Standards documents
- **The World Bank:** Streamlined process of managing process flow documents
- **The City University of New York:** Web-publishing of policy documents
- **General Growth Properties:** Automation of contract documents
- **Cushman and Wakefield:** Preparation of property appraisal documents
- **Nelnet Peterson's:** Streamlined publishing reference documents

#### DIFFERENTIATORS:

- Unique patented methodology allows for faster solution implementation
- Our technology allows for in-sourcing of complex tasks while reducing costs
- We have in-depth familiarity with DOD publication standards such as AF133-360 or DCAAM 5025.15.
- Easy to use product, based on Microsoft Word.
- We use highly automated XML process, thus giving your organization "Single Source of Truth" and "Multi-Channel Delivery".

### Links

News & Events

Case Studies

### Tags

Air Force CMS  
Content Architecture  
Conversion

Intelligent Content  
Publishing Word to XML

Training Word XML

Contact Us

# THE ELEVATOR PITCH

- LESS than 30 seconds
- Tight and to the point
- YOU CAN NOT DO EVERYTHING
- Start with what is most important – it is not your certification
- Practice
- **It is NOT about you – it is about your potential customer**
- **ADAPT**



# Continuing the Conversation

- **Initial 1 minute plus pitch – Start of a ONE ON ONE meeting**
  - 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 – REMEMBER YOU CANNOT DO IT ALL
  - Have you done any work with the government before
  - What makes you special – competitive edge
  - 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



# OTHER

- Press releases – news articles
- SOCIAL MEDIA - Facebook, LinkedIn, Twitter, Pinterest, other
- Awards
- Participation in trade, chamber, philanthropic organizations
- Presentations and education – you are the expert
- Be a mentor to others
- Take opportunities to talk about your business



# **LOCATING AND RESPONDING TO OPPORTUNITIES**

# FEDBIZOPPS – primary portal


The screenshot shows the FEDBIZOPPS.gov website. At the top, the logo reads "FEDBIZOPPS.GOV Federal Business Opportunities". Below the logo is a navigation menu with tabs for "Home", "Getting Started", "General Info", "Opportunities", and "Agencies". The main content area features a search bar with the text "Search more than 22,400\* active federal opportunities." Below this are several filter dropdowns: "Posted Date: Last 90 Days", "Set-Aside Code: Any", "Place of Performance: Any State or Territory", and "Type: Any". There are also input fields for "Keyword / Solicitation #" and "Agency:". A "Search" button is located below the filters. A note states: "Additional criteria and multiple selections are available on the [advanced search form](#). \* Notices posted within the last 90 days." To the right, a sidebar contains sections for "Locate actions Recovery a", "FBO REC", and "SMALL E".

**ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

# Opportunities

[RETURN TO OPPORTUNITIES](#)

- Opportunities List
- Advanced Search
- Search Results
- Archives

 Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results.

- Refine Results
- Clear Search

1 - 20 of 294

Sort By Posted On (Desc.) Showing 20 per page [1](#) | [2](#) | [3](#) | [4](#) | [5](#) | [6](#) | [7](#) » [\[15\]](#)

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 <a href="#">Rubber Mulch, Fort McCoy, WI</a> W911SA-16-T-0046 93 -- Nonmetallic fabricated materials	<b>Department of the Army</b> Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Solicitation (Modified) / Total Small Business	Jan 27, 2016
 <a href="#">Live Load Crane Modification</a> N32205-16-T-7234 20 -- Ship and marine equipment	<b>Department of the Navy</b> Military Sealift Command MSC Norfolk (N32205)	Combined Synopsis/Solicitation (Modified)	Jan 27, 2016
 <a href="#">73--Stoves and Refrigerators</a> W911SA-15-T-0103 73 -- Food preparation and serving equipment	<b>Department of the Army</b> Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Solicitation (Modified)	Jan 26, 2016
 <a href="#">Office Furniture</a> W912ES-16-T-0034 71 -- Furniture	<b>Department of the Army</b> U.S. Army Corps of Engineers USACE District, St. Paul	Combined Synopsis/Solicitation (Modified) / Total Small Business	Jan 26, 2016
 <a href="#">Commemorative Area Equipment Pads IDIQ</a> W911SA-16-B-0006 Y -- Construction of structures and facilities	<b>Department of the Army</b> Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Solicitation (Modified)	Jan 26, 2016
 <a href="#">Sources Sought for Operation of Milwaukee</a>	<b>Department of Labor</b>		

# DIBBS



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

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

ocation: **Home**

**The DLA Internet Bid Board System (DIBBS)** is a web view, and submit secure quotes on Requests For Quotation supply. DIBBS also allows users to search and view Reque other procurement information related to DLA.

<https://www.dibbs.bsm.dla.mil/default.aspx>

## Help

- [On-Line Help](#)
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- [Contact Us](#)

## Solicitations

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IF](#)

# SBIR / STTR

The screenshot shows the SBIR/STTR website homepage. At the top left is the logo for SBIR/STTR, America's Seed Fund, powered by SBA. To the right of the logo are icons for Login, Email, Social Media (Facebook, LinkedIn, Twitter), and a Search icon, followed by the SBA logo. Below the logo is a navigation menu with links for HOME, ABOUT, FUNDING, AWARDS, NEWS, EVENTS, and RESOURCES. The main content area features a large blue arrow pointing right with the text "FIND FUNDING". Below this is a search bar with the placeholder text "Search Open Funding Topics" and a "Search" button. To the left of the search bar are three buttons: "SUCCESS STORIES" and "GET THE 411". The background of the main content area is a close-up of a hand pointing at a screen. Below the main content area are three columns of content. The first column has a photo of a woman in a blue shirt working at a desk, with the text "LEARN ABOUT" and a sub-link "Overview". The second column has a photo of three people in lab coats looking at a tablet, with the text "I'M A(AN)...". The third column has a photo of a hand using a computer mouse, with the text "I WANT TO..." and the SBA logo and "START A SMALL BUSINESS" text.

# WPI BidMatching Service – NO COST

Sites searched:

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

Wisconsin Procurement Institute Thursday January 28, 2016

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

Client: W10934 Wisconsin Awards - Aina

Select a Day to Review

Attn: Cookies must be enabled to ensure full functionality.

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

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

We are planning a VIRTUAL WEBINAR TRAINING SERIES - details will be posted to [www.wispro.org](http://www.wispro.org) in January.

**2016 WEBINAR SERIES** schedule updated at [www.wispro.org](http://www.wispro.org)

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

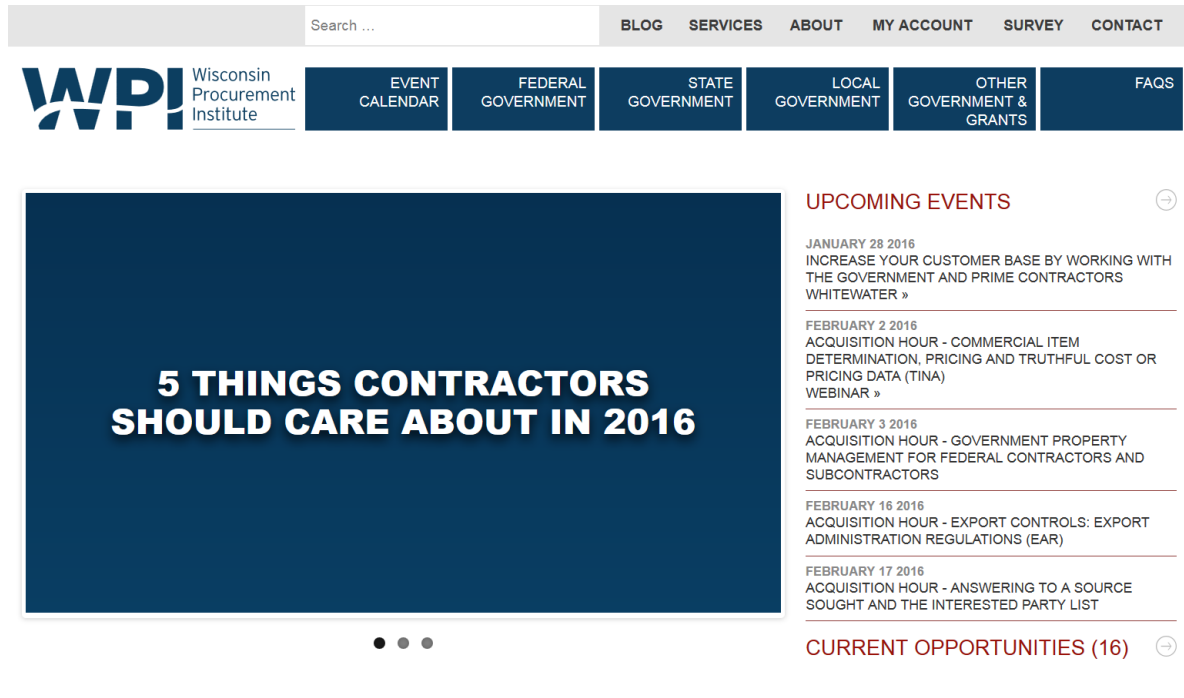
**May 12 2016** - 4th Annual Department of Veterans Affairs Small Business Conference - Milwaukee

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

Records 1 thru 25 out of 25

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

# WPI's WEBSITE



Search ...

BLOG SERVICES ABOUT MY ACCOUNT SURVEY CONTACT

**WPI** Wisconsin Procurement Institute

EVENT CALENDAR FEDERAL GOVERNMENT STATE GOVERNMENT LOCAL GOVERNMENT OTHER GOVERNMENT & GRANTS FAQs

## 5 THINGS CONTRACTORS SHOULD CARE ABOUT IN 2016

UPCOMING EVENTS

JANUARY 28 2016  
INCREASE YOUR CUSTOMER BASE BY WORKING WITH THE GOVERNMENT AND PRIME CONTRACTORS WHITEWATER »

FEBRUARY 2 2016  
ACQUISITION HOUR - COMMERCIAL ITEM DETERMINATION, PRICING AND TRUTHFUL COST OR PRICING DATA (TINA) WEBINAR »

FEBRUARY 3 2016  
ACQUISITION HOUR - GOVERNMENT PROPERTY MANAGEMENT FOR FEDERAL CONTRACTORS AND SUBCONTRACTORS

FEBRUARY 16 2016  
ACQUISITION HOUR - EXPORT CONTROLS: EXPORT ADMINISTRATION REGULATIONS (EAR)

FEBRUARY 17 2016  
ACQUISITION HOUR - ANSWERING TO A SOURCE SOUGHT AND THE INTERESTED PARTY LIST

CURRENT OPPORTUNITIES (16)

### 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



**MIDWEST SMALL BUSINESS**

**EXPO 2016**

**March 9 – 10, 2016**

**Northbrook, IL**

**Hosted by the**

**Chicago and Lake Michigan Posts**

**SAVE  
THE  
DATE!**

---

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

# OTHER EVENTS and TRAINING –

[www.wispro.org](http://www.wispro.org)

- **Webinar Series – various contracting topics scheduled now through June**
- **February 25 2016 – [Forest Products Lab and Northern Research Station Industry Day](#) – Madison**
- **April 26 – 28 2016 – [Wisconsin Federal Contracting Forum](#) – Washington DC**
- **May 12 2016 - [4th Annual Department of Veterans Affairs Small Business Conference](#) - Milwaukee**
- **June 15 - 16 2016 - [10th Annual VOLK FIELD Small Business Conference](#) - Camp Douglas**

# QUESTIONS?



**Aina Vilumsons, CFCM | Executive Director**  
**Wisconsin Procurement Institute (WPI)**  
***A Procurement Technical Assistance Center (PTAC)***  
10437 Innovation Drive | Suite 320 | Wauwatosa, WI 53226  
**Office:** [414/270-3600](tel:4142703600) | **Mobile:** [414/573-9953](tel:4145739953) |  
**Fax:** [414/270-3610](tel:4142703610) | **Website:** [www.wispro.org](http://www.wispro.org)  
**Email:** [ainav@wispro.org](mailto:ainav@wispro.org)