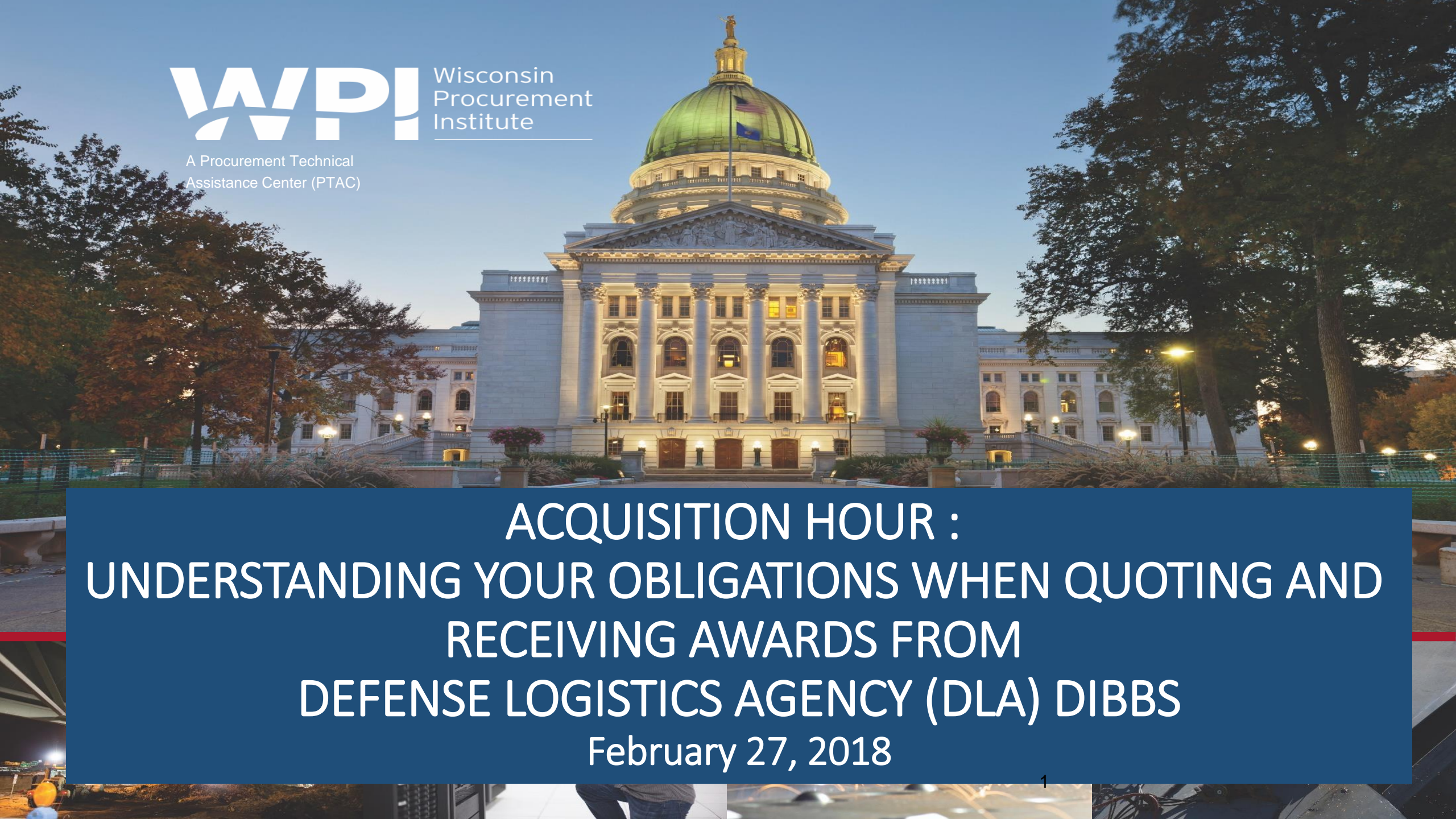




A Procurement Technical
Assistance Center (PTAC)

The background of the slide is 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 there are trees and streetlights visible in the foreground and background.

ACQUISITION HOUR : UNDERSTANDING YOUR OBLIGATIONS WHEN QUOTING AND RECEIVING AWARDS FROM DEFENSE LOGISTICS AGENCY (DLA) DIBBS

February 27, 2018

WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

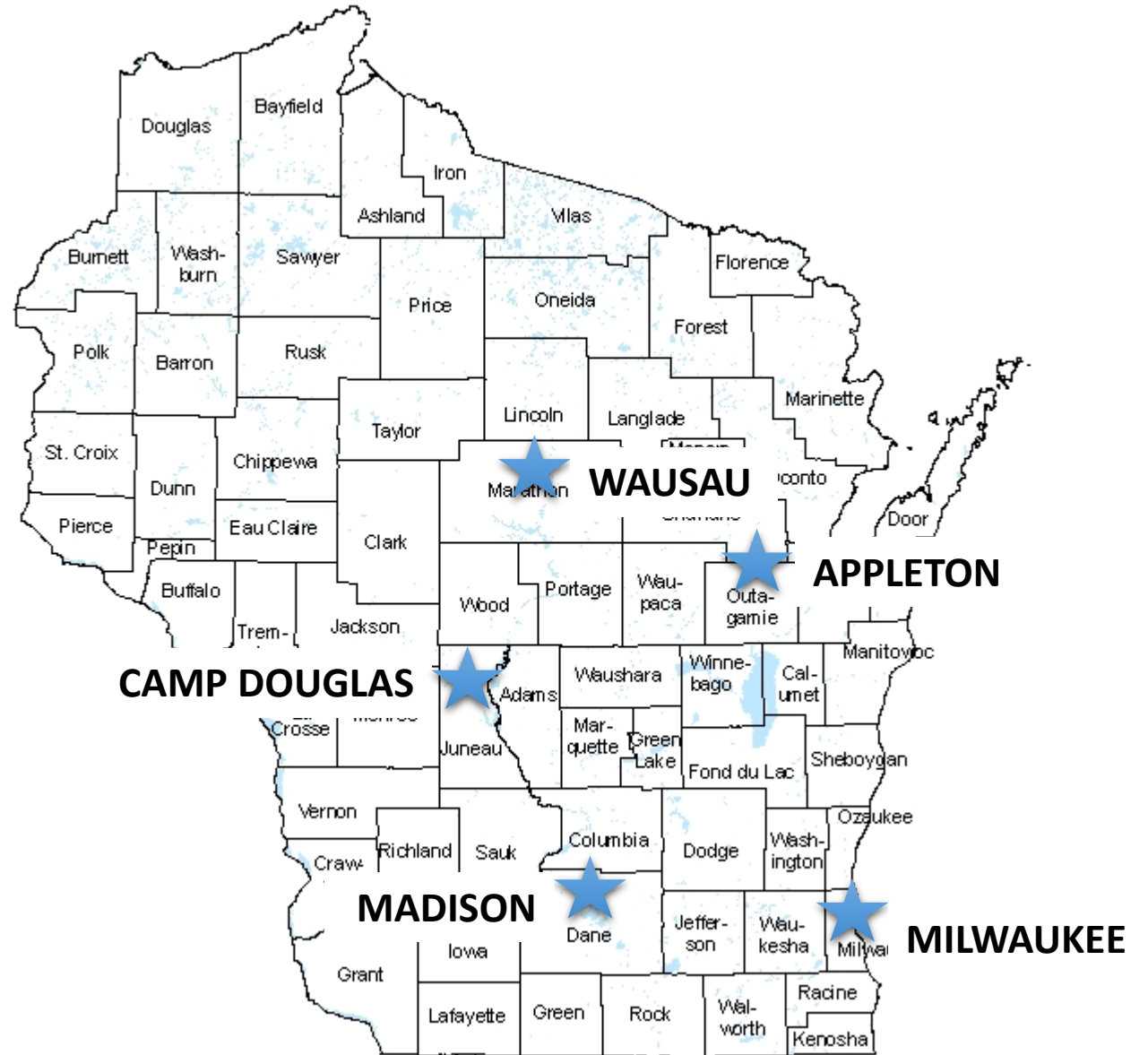
ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

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

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



CLICK HERE TO VIEW WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS



JANUARY 10 2018
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE
IRON MOUNTAIN, MI »

JANUARY 17 2018
END OF YEAR FEDERAL CONTRACTOR UPDATE
MILWAUKEE »

JANUARY 23 2018
PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

JANUARY 23 2018
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)
WEBINAR »

JANUARY 24 2018
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS
WEBINAR »

CURRENT OPPORTUNITIES (4)



SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

ACQUISITION HOUR LIVE WEBINAR SERIES

- February 27, 2018 – **Understanding your Obligations when Quoting and Receiving Awards from Defense Logistics Agency (DLA) DIBBS** – [CLICK HERE](#) for additional information – presented by Jean Polka – Wisconsin Procurement Institute (WPI)
- February 27, 2018 – **Growing Your Small Business with the Disadvantaged Business Enterprise (DBE) Program** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)
- February 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- March 13, 2018 – **Information Management for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

ACQUISITION HOUR LIVE WEBINAR SERIES

- March 14, 2018 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)
- March 27, 2018 – **Update on Federal Hour Wage Labor Laws** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist – U.S. Department of Labor/Wage & Hour Division
- March 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

UPCOMING EVENTS

[Federal Acquisition Regulations \(FAR\) Review](#) – Tuesday Evenings –
Webinar

[Step by Step Process to Start Working as a Federal Government Subcontractor – Part II](#) – February 28, 2018 – Manitowoc, WI

[Growing Your Business in Sawyer County, Wisconsin](#) – March 1, 2018 – Hayward, WI

[Developing your Marketing Materials for Government Sales](#) –
March 13, 2018 – Milwaukee, WI

UPCOMING EVENTS

[Responding to Federal Government Opportunities](#) – March 21, 2018
– Iron Mountain, MI

[Society of American Military Engineers \(SAME\) Joint Industry Days and Federal Agency Forum \(JIDFAF\)](#) – April 9 – 10, 2018 –
Northbrook, IL

[Federal Acquisition Regulations, Understanding the Basics](#) – April
11, 2018 – Iron Mountain, MI

[Preparing a Winning Government Proposal](#) – April 26, 2018 –
Milwaukee, WI

[12th Annual Volk Field – Fort McCoy Small Business Conference](#) –
June 26 – 27, 2018 – Fort McCoy, WI



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

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