



Wisconsin Procurement Institute (WPI)

March, 2015

**Serving the Wisconsin Business
Community**



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

**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 - info@wispro.org

8 WAYS A SHUTDOWN WOULD DAMAGE HOMELAND SECURITY

www.wispro.org

UPCOMING EVENTS

02/26/2015
FEDERAL PRIME CONTRACTOR GROUP MEETING
ST. FRANCIS (MILWAUKEE) »

03/03/2015
SMALL BUSINESS GOVERNMENT CONTRACTING
SERIES: SELLING TO THE DEPARTMENT OF VETERANS
AFFAIRS
WAUWATOSA »

03/04/2015
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT
WEBINAR »

03/09/2015
ENTERING THE GOVERNMENT MARKET - A PRIMER
RACINE »

03/11/2015
ACQUISITION HOUR: PREPARING FOR CSPR AUDIT
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

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[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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info@wispro.org

THE MATRIX

SMALL BUSINESS TO	Large Business	Local Government	State Government	Federal Government	Other Small Business	Consumer
Complexity	Medium	Low	Medium	High	Medium	Low
Barriers to Entry	High	Medium	Medium	High	Medium	Low
Value of Certifications	Medium to High	None	Medium to High	High	None	None
Target Manufacturing	High	Low	Low	High - DoD+	High	Low
Target Construction	High	Medium	High	High	High	Medium
Target R&D	Medium	Low	Low	High	Medium	Low
Target Services	High	High	High	High	High	High
Sales and Bid History	Medium	Medium	Medium	High	Low	Low
Business Risk	Medium	Medium	Medium	High	Medium	Low
Financial Risk	Low - Medium	Low	Medium	High	Medium	Low
Business Infrastructure	Established	Established	Established	Well Established	Established	Basic
Locating Opportunities	Through Networking and Direct Marketing	Direct knowledge of requirements, public information, postings, public forums	Direct knowledge of requirements, public information, postings, public forums	Public information	Networking, advertising	Networking, advertising
Market Presence	Targeted Pro-active and Diverse Business Development / established and somewhat polished web presence and marketing materials	Targeted Business Development activities, web presence, marketing activities and materials, local networking scope	Targeted Business Development activities, web presence, marketing activities and materials, statewide networking scope	Targeted Business Development activities, web presence, marketing activities, National networking scope	Chambrers, associations, web presence and marketing materials	Targeted, virtual

By Place of Performance - FY2014 Contracts – Receipt of Dollars

Top 5 Prime Award Contractors

PERFORMANCE

1.	Oshkosh Corporation	\$533,235,434	
2.	Great Lakes Higher Education Corporation	\$184,414,944	
3.	Wisconsin Physicians Service Insurance Corporation	\$163,362,060	
4.	National Presto Industries INC.	\$73,010,918	
5.	Snap-on Incorporated	\$53,150,050	

Top 5 Prime Award Recipient Locations (States)

1.	Wisconsin	\$1,809,113,454	
2.	Illinois	\$63,716,697	
3.	Minnesota	\$48,314,752	
4.	Ohio	\$29,874,315	
5.	New York	\$26,770,571	

Top 5 Prime Award Major Agencies

1.	Department of Defense	\$1,290,466,115	
2.	Department of Veterans Affairs	\$188,105,904	
3.	Department of Education	\$185,534,559	
4.	Department of Agriculture	\$164,677,282	
5.	Department of Health and Human Services	\$132,334,454	

Top 5 Prime Award Contractors

RECEIPT

1.	Oshkosh Corporation	\$542,465,702	
2.	Unitedhealth Group Incorporated	\$243,044,037	
3.	Wisconsin Physicians Service Insurance Corporation	\$232,169,065	
4.	General Electric Company	\$212,662,608	
5.	Great Lakes Higher Education Corporation	\$183,805,738	

Top 5 Prime Award Major Agencies

1.	Department of Defense	\$1,716,516,338	
2.	Department of Veterans Affairs	\$360,082,215	
3.	Department of Health and Human Services	\$199,169,872	
4.	Department of Education	\$185,051,248	
5.	Department of Agriculture	\$115,614,629	

9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE – CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

July 29 – 30, 2015 – Camp Douglas, WI



Sponsored and Hosted by:

- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- US Small Business Administration
- Western Dairyland
- Wisconsin Procurement Institute
- Monroe County Economic Development
- SBDC – UW La Crosse
- Northwest Michigan PTAC

PROGRAM HIGHLIGHTS:

Current Issues in Government Contracting
Contracting Opportunities in Emergency
Preparedness and Disaster Relief
Networking and Individual Meetings
Capabilities Statement Exhibit
Capabilities Presentation Competition
Financing and Bonding for your Small
Businesses
Social Media

UPDATED information will be posted to

<http://tinyurl.com/Volk2015> or contact David Olson at 608-427-2455 or davido@wispro.org

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Thank
you!

