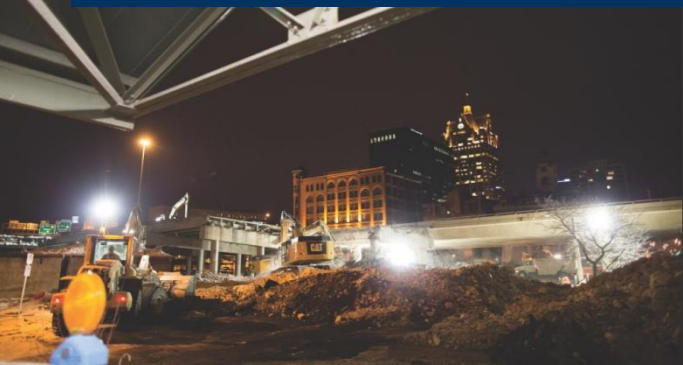




A Procurement Technical Assistance Center (PTAC)



# Understanding the Expectations of a Prime Contractor – What are they Really looking for Volk Field – June 2016



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

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



# 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](#)

# MANUFACTURING DOLLARS – ALL and in Wisconsin

	Size Standard	FY2016	FY2015	FY2014
336411 Aircraft Manufacturing	1500	\$15,191,912,369 23.12	\$30,740,243,582 21.45	\$31,079,516,934 19.39
336611 Ship Building and Repairing	1250	\$6,273,464,095 9.55	\$13,793,464,553 9.62	\$17,416,089,212 10.86
336414 Guided Missile and Space Vehicle Manufacturing	1250	\$6,787,263,333 10.33	\$11,229,996,384 7.84	\$12,064,936,682 7.53
336413 Other Aircraft Parts and Auxiliary Equipment Manufacturing	1250	\$4,625,536,223 7.04	\$9,948,361,893 6.94	\$12,168,647,054 7.59
325412 Pharmaceutical Preparation Manufacturing	1250	\$5,861,938,987 8.92	\$9,863,760,337 6.88	\$8,305,583,428 5.18
#####	<b>TOTAL</b>	<b>\$160,295,849,547</b>	<b>\$137,047,860,521</b>	<b>\$180,581,528,988</b>

WISCONSIN							
336212	Truck Trailer Manufacturing	1000	\$8,382,478 1.96	\$936,533,477 53.37	\$296,584,275 21.49		
334517	Irradiation Apparatus Manufacturing	1000	\$69,236,219 16.19	\$119,173,926 6.79	\$166,162,525 12.04		
333120	Construction Machinery Manufacturing	1250	\$13,505,669 3.16	\$76,682,071 4.37	\$22,794,008 1.65		
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	1500	\$18,435,235 4.31	\$59,859,610 3.41	\$105,131,865 7.62		
336120	Heavy Duty Truck Manufacturing	1500	\$10,833,315 2.53	\$40,749,334 2.32	\$61,581,358 4.46		
	<b>TOTAL</b>		<b>\$427,662,393</b>	<b>\$1,754,917,920</b>	<b>\$1,379,987,788</b>		

# 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.

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

DUNS Number Search:

CAGE Code Search:

[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:  
  
 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

**Small Disadvantaged Business:**

- 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

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

# UNDERSTANDING 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.

# **SMALL BUSINESS PROGRAMS**

## **SMALL BUSINESS PROGRAMS AND THE PRIME CONTRACTOR**

**a. Small Business Subcontracting  
Plans**

**b. \$700,000 for manufacturing**

# UNDERSTANDING 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 does a Prime Contractor look for

- BASIC BUSINESS OVERVIEW
  - Management
  - Company's core competencies
  - Experience / past performance
  - Current customers
  - Size – sales / employment
  - Capacity
  - Site visit

# What does a Prime Contractor look for

- **STRENGTH OF SUPPLY CHAIN**
  - On time delivery
  - Capacity
  - Management of supplier issues
  - Ordering system

# What does a Prime Contractor look for

- QUALITY
  - Waste
  - Down time / disruption
  - ISO certified or compliant
  - Process
  - Lean?
  - Plant cleanliness and organization

# What does a Prime Contractor look for

- **COMPETITIVE**
  - Cost – Price
  - Design to cost vs. cost to design
  - Sustainable cost structure
  - Expertise
  - Understanding of contract / administrative process – impact of regulations
  - Understanding of requirements

# What does a Prime Contractor look for

- PROGRAM MANAGEMENT
  - Appropriate qualified resources dedicated to project
  - Quality engineering – design – services – technology
  - Understanding of contract / administrative process

# Federal Prime Contractors

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

The screenshot shows the Oshkosh Supplier Network website. The main header features the Oshkosh logo with the tagline 'ONE SYSTEM. ONE TEAM. ONE OSHKOSH.' and the 'OSHKOSH SUPPLIER NETWORK' logo. The 'Our Vision' section states: '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.'

Navigation links include: Index, Links, Support Center, and Supplier Quality Manual and Forms.

The 'Supplier Standards Guide' section includes a table of contents with the following information:

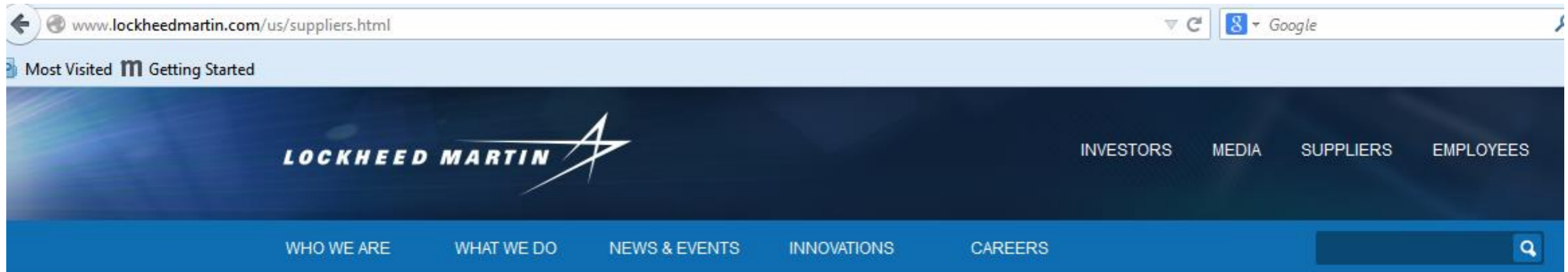
Table of Contents  
Revised: 08-20-14

\* ALL SECTIONS OF YOUR MANUAL SHOULD BE UPDATED WITH THE REVISION LISTED IN THE CURRENT REVISION COLUMN.

Section	Title	Current Revision
PO Notes	<a href="#">PO Notes</a> 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	<a href="#">SUPPLIER QUALITY MANUAL</a> This section provides information on certification requirements and how you will be rated as a supplier.	<a href="#">See OSN</a>

# 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.honeywellscportal.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 page header includes the logo "FINCANTIERI - Suppliers" and navigation links for "home" and "ita". A sidebar on the left contains a "Company" menu with items: "About the system", "What we buy", and "Registration". The main content area features the text "Welcome to FINCANTIERI e-procurement system" and a large graphic of water splashing with the slogan "The sea ahead". A login form is located in the bottom left, with fields for "Username" and "Password", and a "go" button.

# ACQUISITION HOUR: ALIGNING CORPORATE IT PRACTICES TO MEET THE STANDARDS OF THE NEW FEDERAL CYBERSECURITY REQUIREMENTS

JUNE 28, 2016

Start Date	June 28, 2016
Time	1:00-2:00pm
Facility	Webinar
Contact Info	Benjamin Blanc <a href="mailto:benjaminb@wispro.org">benjaminb@wispro.org</a> 414-270-3600
Register Online	<a href="#">Register for Event</a>

We use strong passwords, keep our Anti-Virus software up-to-date and make sure that our "firewall" is engaged and operational to keep our data safe and the bad actors at bay. We're good to go – Right? Maybe; but in today's cyber environment it is likely that this is not enough. This is especially true if you are a federal contractor or working to become a federal contractor or subcontractor to a Federal Prime. In just a few days, a new FAR clause (52.204-21 ) **Basic Safeguarding of Contractor Information Systems** will be promulgated and will apply to federal contractors and be flow down to their subcontractors. This webinar will review the clause, requirements, references and actions that companies will need to take in order to comply.

Speaker: Marc Violante, WPI

Join the Wisconsin Procurement Institute and guest speakers for the WPI ACQUISITION HOUR – a series FREE LIVE WEBINARS on a variety of Federal government contracting topics!

You will need to register to have access to the webinar and be able to interact with the guest speaker– the web link will be sent to you after registering for the WEBINAR.

If you have any topics that are of interest to you – please send them to [benjaminb@wispro.org](mailto:benjaminb@wispro.org)

This webinar is eligible for 1 CPE credit



REGISTER

National Contract Management Association (NCMA)  
Wisconsin Procurement Institute (WPI)

# ACQUISITION HOUR: WHAT'S UP WITH FEDERAL GOVERNMENT END OF YEAR SPENDING FOR 2016?

JUNE 29, 2016

Start Date	June 29, 2016
End Date	June 29, 2016
Time	12:00PM - 1:00PM
Facility	Webinar
Contact Info	Benjamin Blanc <a href="mailto:benjaminb@wispro.org">benjaminb@wispro.org</a> 414-270-3600
Register Online	<a href="#">Register for Event</a>

Federal Government End of Year Spending can provide selling opportunities for businesses. Fiscal Year (FY) 2016 ends September 30th. Federal Government Agencies must spend their remaining FY 2016 budget dollars or risk the loss of those dollars. Some agencies spend a significant portion of their budget during the fourth quarter which runs from July 1 through September 30.

What you will learn:

- How to get your business ready for End of Year Opportunities
- New pending regulations and initiatives that can impact End of Year buying
- Locating potential opportunities
- When and how to communicate your capabilities

Speaker: Carol Murphy, Wisconsin Procurement Institute

Join the Wisconsin Procurement Institute and guest speakers for the WPI ACQUISITION HOUR – a series FREE LIVE WEBINARS on a variety of Federal government contracting topics!

This event will qualify for one Continuing Professional Education Credit.



REGISTER

National Contract Management Association (NCMA)  
Wisconsin Procurement Institute (WPI)

# DLA LAND & MARITIME SUPPLIER CONFERENCE AND EXPO

National Defense Industrial Association  
(NDIA)

AUGUST 29, 2016 COLUMBUS, OH

Start Date	August 29, 2016
End Date	September 1, 2016
Time	8:00 am - 5:00 pm
Facility	Greater Columbus Convention Center
Contact Info	Ms. Kimberly Williams, CMP <a href="mailto:kwilliams@ndia.org">kwilliams@ndia.org</a> (703) 247-2578
Details	<a href="#">Read More Information</a>

The Defense Logistics Agency (DLA) Land and Maritime is proud to announce the return of the DLA Land and Maritime Supplier Conference and Exposition to downtown Columbus, Ohio. The 2016 conference will be held at the Columbus Convention Center August 29 – September 1, 2016 and will have limited exhibition space available for vendors.

This year's theme "Maximizing Warfighter Readiness Today and Tomorrow...the Strategic Advantage of Better Buying Power" aligns with Department of Defense's focus on Better Buying Power 3.0. In support of this effort, DLA's Strategic Plan focuses on collaboration, innovation and smart investments among the workforce's top priorities. Through working with industry, DLA can integrate innovation into its business practices. DLA's business model has evolved from a very transactional model to one that values long-term relationships. Better Buying Power asks us all to think about the next evolution, one that creates greater synergy with our service partners and incentivizes industry to improve their products.

This educational conference will provide an opportunity for us to build new and strengthen existing partnerships, at the strategic and tactical levels. We have a 2 ½ day event planned, with mornings full of dynamic speakers from industry, to include both a small business and large business panel discussion with industry leaders, and with Defense with backgrounds in Logistics and Acquisition, as well as General Officer speakers from the Army and Navy providing the voice of our customers.

Afternoons will feature breakout topics.

Whether you are a small business looking to start a relationship with DLA, or have been part of our team and working with us for years, please make plans to join us this summer at the Columbus Convention Center as we work together to maximize warfighter readiness through Better Buying Power.

Registration will open soon. We hope to see you there!



A Procurement Technical  
Assistance Center

# Contact information

**Ken Kotloski | Government Contract Specialist | Wisconsin Procurement  
Institute**

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5 Systems Drive, Suite 201  
Appleton, WI 54914

**Office:** [414/270-3600](tel:4142703600) | **Mobile:** [920-840-4699](tel:9208404699)  
[kenk@wispro.org](mailto:kenk@wispro.org)