



A Procurement Technical Assistance Center (PTAC)

Locating and Bidding on Opportunities

May 19, 2016 – Green Bay, WI



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



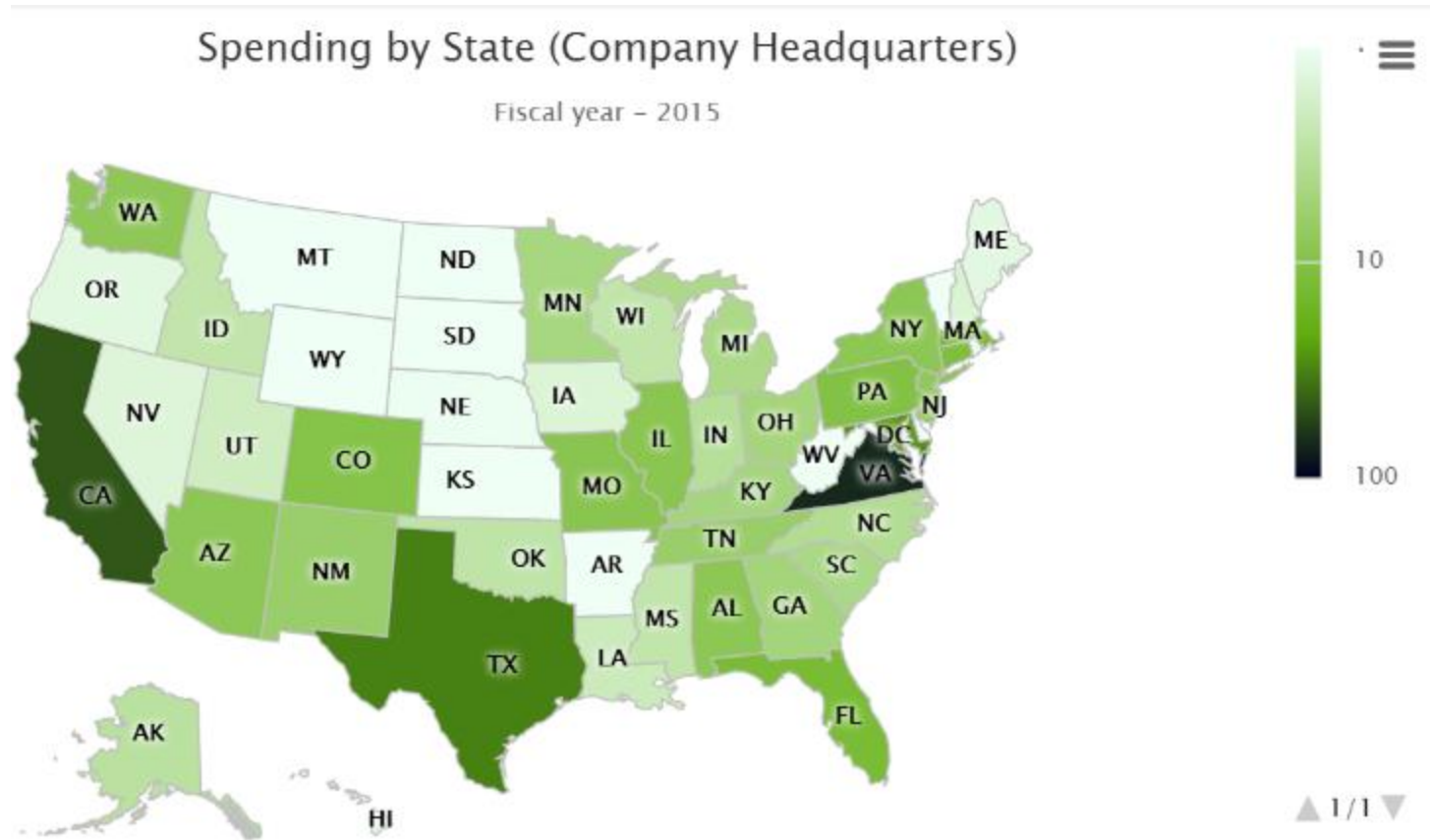
- OVERVIEW OF THE MARKET

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 (except	\$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	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%



THE BENEFITS OF SIZE AND OWNERSHIP

US SBA - 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.

MORE BENEFITS of BEING SMALL and SMALL BUSINESS PROGRAMS

19.702 Statutory requirements.

Any contractor receiving a contract for more than the simplified acquisition threshold must agree in the contract that small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns will have the maximum practicable opportunity to participate in contract performance consistent with its efficient performance.

(1) In negotiated acquisitions, each solicitation of offers to perform a contract or contract modification, that individually is expected to exceed \$700,000 (\$1.5 million for construction) and that has subcontracting possibilities, shall require the apparently successful offeror to submit an acceptable subcontracting plan.

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>

US SBA 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>
- **WHAT IS AN OSDBU?**
 - Each agency has an ***OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILITZATION***

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

Or visit our office web site at www.sba.gov/wi

SBA - WISCONSIN OFFICES

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261



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. The header includes the DLA logo and navigation tabs for Home, Solicitations, RFQs, RFP/IFB/Non-Quotable RFQs, Tech Data, Downloads, and Awards. A search bar is present with a 'GO' button. A notice is displayed regarding a canceled forum. The main content area is titled 'The DLA Internet Bid Board System (DIBBS) is a web-based application...' and features a 'Registered User Log In' button. Below this, there are four panels: Help, Vendor Registration, Solicitations, and Awards, each containing links to various resources.

DEFENSE LOGISTICS AGENCY
ENTERPRISE BUSINESS SOLUTIONS
DLA INTERNET BID BOARD SYSTEM

Home | Solicitations | RFQs | RFP/IFB/Non-Quotable RFQs | Tech Data | Downloads | Awards

Navigation: Navigation/Documents - - - - - GO Database Search: Choose Search Value: GO

Notice: · Connect and Learn with our Training, Knowledge and Opportunities (TKO) Webinars! » [Read Notice](#)
· 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](#)

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

Location: **Home**

LOGGED OFF [273] 9/30/2014 2:40:29 PM

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, *Registered User* view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of *Log In* 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.

- Help**
 - [On-Line Help](#)
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
 - [Contact Us](#)
- Vendor Registration**
 - [Vendor Registration](#)
 - [Registration Guidelines](#)
 - [DLA Small Business Programs](#)
- Solicitations**
 - [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- Awards**
 - [Awards](#)
 - [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@dla.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](#)

cFolders

- Gateway to technical data associated with solicitations on DIBBS
- Can either log on directly from DIBBS or through the actual RFQ
- <https://pcf1.bsm.dla.mil/cfolders/>
- Need to call to gain access to cFolders: 1 (855) 352-0001
- **IMPORTANT:** You may have to download document viewers to see the drawings:
<http://www.landandmaritime.dla.mil/Viewers.asp>


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 (circled in red), General Info, Opportunities, Agencies, and Privacy. 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 titled "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 icons for Print and Link. At the bottom of the notice, there are buttons for "Return To Opportunities List", "Watch This Opportunity", and "Add Me To Interested Vendors". A "Complete View" section is visible on the left, and an "ALL FILES" section on the right contains links for "Amendment 1" (dated Apr 13, 2010) and "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.gov)

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

WPI FREE BIDMATCHING

Wisconsin Procurement Institute

Wednesday, May 10, 2016

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

Client: W10934 Wisconsin Awards - Aina

Select an RFQ to Review for Date: 2016-05-16

Records 1 thru 50 out of 190

>Next

Cancel

>| Bot

Seq	RFQ Type	FSG	Description	Keywords	Response Date	
1	FBO	12	M249/M240L Optics	SOURCES, SOUGHT	2016-06-03	View
2	FBO	15	Legacy Aircraft, Aerospace Ground Equipment, and Support Equipment Wash Services.	SOURCES, SOUGHT	2016-05-31	View
3	FBO	15,16	Sources Sought - SUPPORT,ACTUATOR; 43N (HORNET F/A-18, AIRCRAFT; PR 00 62281532; NSN: 1560-01-631-2959 (1560016312959)	SOURCES, SOUGHT	2016-05-19	View
4	FBO	15,48	VALVE, LINEAR, DIRECTIONAL CONTROL - VUN/AIRCRAFT, HORNET F/A-18 (E/F)	SOURCES, SOUGHT	2016-05-20	View
5	FBO	16	F-16 Head Up Display (HUD) Components	SOURCES, SOUGHT	2016-05-26	View
6	FBO	16	INDICATOR, OXYGEN	SOURCES, SOUGHT	2016-05-18	View
7	FBO	16	Sources Sought	SOURCES, SOUGHT	2016-05-17	View
8	FBO	16,25	T-56 Module Repair	SOURCES, SOUGHT	2016-05-17	View
9	FBO	16,25	T-56 Module Repair	SOURCES, SOUGHT	2016-05-17	View
10	FBO	16	INDICATOR, OXYGEN	SOURCES, SOUGHT	2016-05-18	View
11	FBO	20,19	Special Purpose Craft Ice Rescue Transport (SPC-IRT) Boats	SOURCES, SOUGHT	2016-05-27	View
12	FBO	23,25,29	Engine Parts	SOURCES, SOUGHT	2016-05-19	View
13	FBO	25	Axle Assembly, Automotive, Driving	SOURCES, SOUGHT	2016-06-13	View

WPI FREE BIDMATCHING

Keywords: SOURCES SOUGHT

FQ Type: FBO BID
SG Code: 15,16
FQ Type: FedBizOpps **Sources Sought**
Publish Date: 160516
Agency Name: Defense Logistics Agency
Office: DLA Acquisition Locations
Location: DLA Aviation - BSM
Classification Code: 16
Address: 8000 Jefferson Davis Highway Richmond VA 23297-5000
Subject: 16-- **Sources Sought** - SUPPORT,ACTUATOR; 43N (HORNET F/A-18, AIRCRAFT; PR 00 62281532; NSN: 1560-01-631-2959 (1560016312959)
Solicitation Number: 62281532
Response Date: 051916
Information Contact: Chastity R. Johnson, Acquisition Specialist, Phone 8042796651, Fax (804)279-5817, Email chastity.johnson@dla.mil - Michelle W. Hardy, Acquisition Specialist, Phone [\(804\)279-2457](tel:8042792457), Fax (804)279-5817, Email michelle.hardy@dla.mil
URL: <https://www.fbo.gov/spg/DLA/J3/DSCR-BSM/62281532/listing.html>
Set-aside: N/A
NAICS Code: 336413
POP Country: US
POP Zipcode: 23297
POP Address: 8000 Jefferson Davis Highway
Description: SUPPORT,ACTUATOR; 43N (HORNET F/A-18, AIRCRAFT; PR 0062281532; NSN: 1560-01-631-2959 (1560016312959) The Defense Logistics Agency (DLA) - Richmond is issuing this **sources sought** synopsis as a means of conducting market research to identify parties having an interest in and the **resources** to support this requirement for a Support, Actuator. The result of this market research will contribute to determining the method of procurement. The applicable North American Industry Classification System (NAICS) code assigned to this procurement is 336413. THERE IS NO SOLICITATION AT THIS TIME. This request for capability information does not constitute a request for proposals; submission of any information in response to this market survey is purely voluntary; the government assumes no financial responsibility for any costs incurred. If your organization has the potential capacity to perform these contract services, please provide the following information: 1) Organization name, address, emails address, Web site address, telephone number, and size and type of ownership for the organization; and 2) Tailored capability statements addressing the particulars of this effort, with appropriate documentation supporting claims of organizational and staff capability. If significant subcontracting or teaming is anticipated in order to deliver technical capability, organizations should address the administrative and management structure of such arrangements. [Note: In accordance with FAR 10.001(b), agencies should not request potential **sources** to submit more than the minimum information necessary.] The government will evaluate market information to ascertain potential market capacity to 1) provide services consistent in scope and scale with those described in this notice and otherwise anticipated; 2) secure and apply the full range of corporate financial, human capital, and technical **resources**

FEDERAL 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/>

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](#)
- [Conflict Minerals Communication](#)
- [Supplier Diversity Program](#)
- [Oshkosh Logistics](#)
- [Oshkosh Trademark Policy](#)
- [Oshkosh Corporate Website](#)
- [Archived Supplier Portal](#)

Login Here

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

Supplier Standards Guide

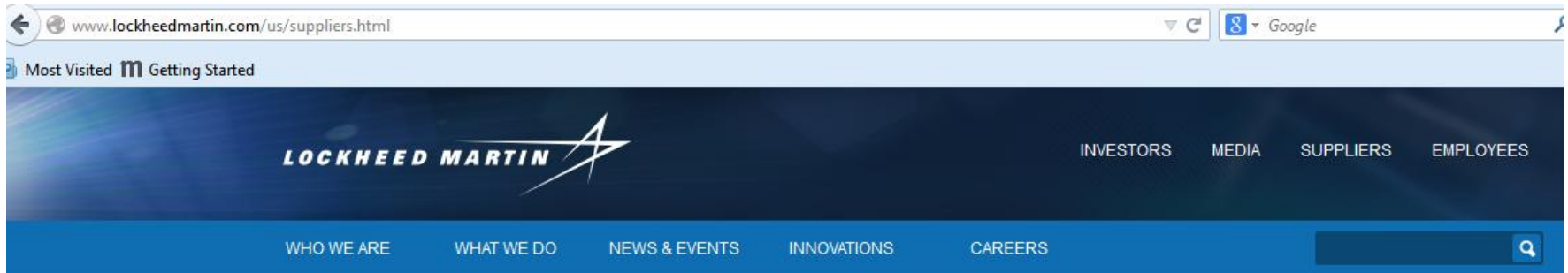
Table of Contents
Revised: 08-20-14

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

Section	Title	Current Revision
PO Notes	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.honeywellscportal.com//suppliers

Most Visited **m** Getting Started

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→ 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 search engines like Google. Below the browser, the website header features the logo "FINCANTIERI - Suppliers" and navigation links for "home" and "ita". A sidebar on the left contains a "Company" menu with sub-items: "About the system", "What we buy", and "Registration". The main content area displays the text "Welcome to FINCANTIERI e-procurement system" above a large graphic of blue water splashing. The text "The sea ahead" is overlaid on the water graphic, with "Fincantieri" faintly visible in the background. At the bottom left, there is a login section with the text "Enter", a "username" input field, a "password" input field, and a "go" button.

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
- **WHAT IS AN SBLO? – *Small Business Liaison Officer***

US SBA – TEAMING AND PARTNERING

- Teaming and Partnering
 - Joint Ventures (JV)
 - Subcontracting Relationships
 - Mentor Protégé Relationships
 - US SBA – currently 8(a)
 - DOD <http://www.acq.osd.mil/osbp/sb/programs/mpp/> The DoD Mentor-Protégé Program assists small businesses (protégés) successfully compete for prime contract and subcontract awards by partnering with large companies (mentors) under individual, project-based agreements.
 - US SBA – **NEW and COMING MP OPPORTUNITIES**

Apr 12 – TECHNOLOGY FUNDING FOR SMALL BUSINESS WEBINAR

**Apr 13 – BASICS OF WRITING A SMALL BUSINESS SUBCONTRACTING
PLAN**

Apr 26 – HOW TO QUICKLY ANALYZE SOLICITATIONS

Apr 27 – PIECES OF THE PROPOSAL PUZZLE

**May 10 – THE GROWING NEED FOR FEDERAL CONTRACTORS TO IMPROVE
THEIR COMPANY'S OVERALL CYBER-IQ**

**May 11 – IMPLEMENTING SMALL BUSINESS SUBCONTRACTING PLAN AT
YOUR COMPANY**

May 24 – NEGOTIATION STRATEGIES IN FEDERAL CONTRACTING

**May 25 – HOW TO REGISTER AND USE SAM AND DSBS TO IMPROVE
YOUR GOVERNMENT SALES**

**Jun 7 – BUSINESS DEVELOPMENT AND THE NEW ECONOMY CREATED
BY AGING CRITICAL INFRASTRUCTURE**

**This series is hosted by the Wisconsin
Procurement Institute**

All Webinars are from 12:00 pm to 1:00 pm
or 1:00 pm to 2:00 pm

Updated information and registration is
available at www.wispro.org

**Webinars are FREE but registration is
required**

**Questions: Contact Benjamin Blanc at
414-270-3600 or benjaminb@wispro.org**

Wisconsin Procurement Institute

**Assisting Wisconsin businesses in creating,
developing and growing their Federal, State and
Local Government sales, revenues, profits, and
jobs.**

**A Procurement Technical Assistance Center
(PTAC)**

MANAGING YOUR COST TYPE OR DOD SBIR CONTRACT – WHAT YOU NEED TO KNOW PRIOR TO SUBMITTING A PROPOSAL AND AFTER AWARD

MAY 24, 2016 PEWAUKEE, WI

Start Date	May 24, 2016
End Date	May 24, 2016
Time	8:00 am - 3:15 pm
Facility	Country Springs Hotel
Address	2810 Golf Rd, Pewaukee, WI 53072
Contact Info	Larry Herrera larryh@wispro.org 414-270-3600
Details	Read More Information
Register Online	Register for Event

This training is for not only business development professionals but also finance, accounting, and lead technical personnel at small/medium/large manufacturers, engineering firms, and research and development companies. Please forward on to all individuals involved in developing proposals or supporting cost accounting.

On May 24th in Pewaukee, Wisconsin, the Defense Contract Management Agency (DCMA), Defense Contract Audit Agency (DCAA), and highly experienced industry representatives will



REGISTER

Defense Contract Management Agency (DCMA)

Defense Contract Audit Agency (DCAA)

DRS Power & Control Technologies

Smith & Gesteland, LLP

National Defense Industrial Association (NDIA) – Great Lakes Chapter

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

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5 Systems Drive, Suite 201, Appleton, WI 54914

Cell: 920-840-4699