

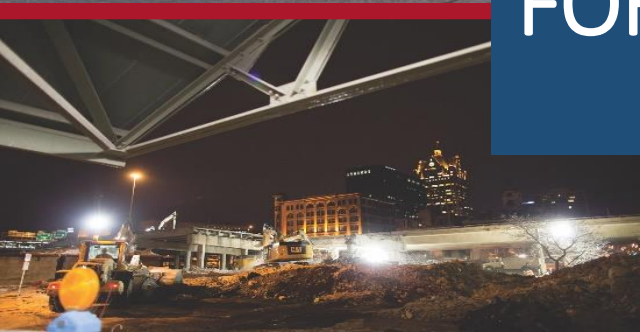


A Procurement Technical Assistance Center (PTAC)

A large 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 trees with autumn foliage are visible in the foreground.

WHAT IT TAKES TO WIN – OPPORTUNITIES WITH THE DEPARTMENT OF DEFENSE FOR SMALL BUSINESS MANUFACTURERS

January 11 2017 – Manitowoc, WI



HOSTED AND SPONSORED BY:



INTRODUCTIONS

- Your name
- Company name
- City
- DoD contracting experience?



-- MISSION --

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

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

WHAT WE WILL TALK ABOUT TODAY

- Overview of the Federal government market for manufacturing
- Manufacturing capabilities important to DOD Primes and Subcontractors – WHAT DOES A PRIME CONTRACTOR LOOK FOR
- Regulations and Requirements that manufacturers MUST be aware of when working with the Federal government
- How to get started

UNDERSTAND THESE 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
- This is a NATIONAL / INTERNATIONAL market – **NOT** (usually) a local opportunity

Overview of the FEDERAL MARKET for Manufacturers – Wisconsin Total

Year	Ranking	Procurement Dollars	Procurement Dollars (bill)	Procurement dollars to WI
2016 - almost final	29	\$3.60	\$458.50	0.7800%
2015	30	\$ 2.79	\$ 438.90	0.64%
2014	31	\$ 2.80	\$ 445.30	0.63%
2013	28	\$ 3.90	\$ 461.70	0.84%
2012	29	\$ 4.00	\$ 516.90	0.77%
2011	23	\$ 7.20	\$ 538.70	1.34%
2010	32	\$ 10.00	\$ 539.10	1.85%
2004	34	\$ 2.10	\$ 318.20	0.66%

Overview of the FEDERAL MARKET for Manufacturers

Federal Sales by Agency - Wisconsin	2014	2015	2016
2100 - ARMY	\$755.66M	\$1.13B	\$1.48B
9700 - DEFENSE, DEPARTMENT OF	\$340.08M	\$185.19M	\$418.78M
97AS - DEFENSE LOGISTICS AGENCY (D)	\$213.49M	\$210.85M	\$286.24M
3600 - VETERANS AFFAIRS	\$361.47M	\$289.06M	\$286.16M
7500 - HEALTH AND HUMAN SERVICES	\$269.19M	\$251.13M	\$224.90M
1700 - NAVY, DEPARTMENT OF	\$272.55M	\$284.59M	\$215.71M
9100 - EDUCATION, DEPARTMENT OF	\$185.05M	\$120.93M	\$184.33M
1200 - AGRICULTURE, DEPARTMENT OF	\$115.71M	\$137.92M	\$109.14M
1500 - JUSTICE, DEPARTMENT OF	\$75.14M	\$80.57M	\$106.32M
5700 - AIR FORCE	\$72.36M	\$37.24M	\$62.07M
GRAND TOTALS:	\$2.92B	\$2.91B	\$3.60B

Overview of the FEDERAL MARKET for Manufacturers

WI Top Contractors	2016	2015	2014
OSHKOSH DEFENSE, LLC	\$1.25B	\$1.15B	\$65.37M
WISCONSIN PHYSICIANS SERVICE INSURANCE CO	\$290.03M	\$194.75M	\$232.13M
LOGISTICS HEALTH, INC.	\$282.10M	\$118.01M	\$17.50M
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$183.83M	\$120.57M	\$184.41M
TOWER INDUSTRIES, INC.	\$126.46M	0	\$6.70M
AMTEC CORPORATION	\$87.99M	\$12.98M	\$73.01M
KRUEGER INTERNATIONAL INCORPORATED	\$55.43M	\$27.32M	\$19.59M
DIDION, INC	\$34.41M	\$37.63M	\$35.56M
GENERAL ELECTRIC COMPANY	\$29.13M	\$16.99M	\$19.21M
INDUSTRIES FOR THE BLIND, INC.	\$27.75M	\$15.94M	\$18.57M
IDL SOLUTIONS INCORPORATED	\$26.32M	\$24.64M	\$29.89M
IDSC HOLDINGS LLC	\$23.22M	\$11.20M	\$52.69M
STATZ CORPORATION	\$20.57M	\$11.21M	\$5.24M
PIERCE MANUFACTURING INC	\$20.31M	\$23.71M	\$7.27M
COLTEC INDUSTRIES INC	\$16.27M	\$31.03M	\$11.18M
UNIVERSITY OF WISCONSIN SYSTEM	\$15.22M	\$12.55M	\$20.04M
PROGRESSIVE CONSTRUCTION SERVICES, LLC	\$14.79M	\$8.11M	\$3.14M
OSHKOSH TRUCK CORP	\$14.41M	\$32.74M	\$472.71M
DRS POWER&CONTROL TECHNOLOGIES, INC.	\$12.57M	\$16.13M	\$6.02M
VERSAR, INC.	\$12.17M	\$4.52M	0

Overview of the FEDERAL MARKET for Manufacturers – ALL BY NAICS

	2016		2015		2014	
Aircraft Manufacturing	\$44.04B	30.14	\$30.77B	26.03	\$31.45B	24.6
Guided Missile and Space Vehicle Manufacturing	\$13.92B	9.53	\$11.22B	9.49	\$12.11B	9.47
Other Aircraft Parts and Auxiliary Equipment Manufac	\$11.20B	7.67	\$9.99B	8.45	\$12.20B	9.54
Search, Detection, Navigation, Guidance, Aeronautical	\$10.81B	7.4	\$8.58B	7.26	\$9.34B	7.3
Pharmaceutical Preparation Manufacturing	\$9.98B	6.83	\$10.10B	8.55	\$8.40B	6.57
Aircraft Engine and Engine Parts Manufacturing	\$5.93B	4.06	\$4.25B	3.6	\$5.21B	4.08
Military Armored Vehicle, Tank, and Tank Component	\$3.54B	2.42	\$2.90B	2.46	\$3.28B	2.57
Ammunition (except Small Arms) Manufacturing	\$3.30B	2.26	\$1.66B	1.4	\$2.28B	1.79
Other Guided Missile and Space Vehicle Parts and Aux	\$3.17B	2.17	\$2.61B	2.21	\$1.69B	1.32
Medicinal and Botanical Manufacturing	\$3.13B	2.14	\$2.14B	1.81	\$1.82B	1.42
Radio and Television Broadcasting and Wireless Comm	\$2.65B	1.81	\$2.19B	1.85	\$2.86B	2.24
Electronic Computer Manufacturing	\$2.18B	1.49	\$1.99B	1.68	\$2.62B	2.05
Other Communications Equipment Manufacturing	\$1.75B	1.2	\$1.48B	1.25	\$2.10B	1.65
Surgical Appliance and Supplies Manufacturing	\$1.46B	1	\$1.33B	1.13	\$1.42B	1.11
Power Boiler and Heat Exchanger Manufacturing	\$1.46B	1	\$1.58B	1.34	\$1.26B	0.98
Surgical and Medical Instrument Manufacturing	\$1.44B	0.98	\$1.01B	0.85	\$907.75M	0.71
Other Electronic Component Manufacturing	\$1.12B	0.77	\$975.62M	0.83	\$1.25B	0.98
Automobile Manufacturing	\$1.06B	0.72	\$971.14M	0.82	\$1.17B	0.92
Telephone Apparatus Manufacturing	\$951.97M	0.65	\$951.49M	0.8	\$1.02B	0.8
Small Arms Manufacturing	\$902.42M	0.62	\$696.19M	0.59	\$506.78M	0.4
Truck Trailer Manufacturing	\$853.93M	0.58	\$957.64M	0.81	\$367.88M	0.29

Overview of the FEDERAL MARKET for Manufacturers – TOP Federal Manufacturers

	2016	2015	2014
LOCKHEED MARTIN CORPORATION	\$9.21B	\$10.29B	\$5.13B
THE BOEING COMPANY	\$6.79B	\$3.08B	\$4.74B
MCKESSON CORPORATION	\$5.82B	\$6.11B	\$4.45B
BOEING COMPANY, THE	\$5.00B	\$2.64B	\$3.67B
LOCKHEED MARTIN CORPORATION	\$4.78B	\$1.22B	\$2.66B
RAYTHEON COMPANY	\$4.05B	\$3.39B	\$3.31B
LOCKHEED MARTIN CORPORATION	\$3.98B	\$2.19B	\$1.08B
SIKORSKY AIRCRAFT CORPORATION	\$3.85B	\$2.24B	\$3.30B
UNITED TECHNOLOGIES CORPORATION	\$3.46B	\$2.22B	\$1.68B
BOEING COMPANY, THE	\$3.38B	\$1.38B	\$1.71B
NORTHROP GRUMMAN SYSTEMS CORPORA	\$2.66B	\$1.11B	\$386.59M
MCKESSON CORPORATION	\$2.39B	\$1.81B	\$1.68B
LOCKHEED MARTIN CORPORATION	\$2.03B	\$458.64M	\$944.13M
LOCKHEED MARTIN CORPORATION	\$2.01B	\$1.78B	\$3.22B
BOEING COMPANY, THE	\$1.71B	\$687.35M	\$2.61B
BOEING COMPANY, THE	\$1.71B	\$673.92M	\$377.84M
SCHERING CORPORATION	\$1.50B	\$1.43B	\$1.39B
LOCKHEED MARTIN CORPORATION	\$1.45B	\$668.21M	\$1.34B
L-3 COMMUNICATIONS CORPORATION	\$1.45B	\$1.49B	\$1.55B
THE BOEING COMPANY	\$1.40B	\$970.97M	\$743.65M
OSHKOSH DEFENSE, LLC	\$1.24B	\$1.11B	\$51.93M

Overview of the FEDERAL MARKET for Manufacturers –WI Firms

WI Federal Manufacturers	2016	2015	2014
OSHKOSH DEFENSE, LLC	\$1.24B	\$1.11B	\$50.93M
TOWER INDUSTRIES, INC.	\$126.46M	0	\$6.70M
AMTEC CORPORATION	\$87.99M	\$12.98M	\$73.01M
KRUEGER INTERNATIONAL INCORPORATED	\$50.11M	\$12.97M	\$12.55M
GENERAL ELECTRIC COMPANY	\$26.67M	\$14.20M	\$16.83M
IDSC HOLDINGS LLC	\$20.74M	\$9.85M	\$46.41M
PIERCE MANUFACTURING INC	\$20.22M	\$23.72M	\$7.24M
STATZ CORPORATION	\$19.82M	\$10.60M	\$5.15M
COLTEC INDUSTRIES INC	\$14.65M	\$29.64M	\$10.65M
OSHKOSH TRUCK CORP	\$14.41M	\$32.89M	\$455.60M
DRS POWER&CONTROL TECHNOLOGIES, INC.	\$13.25M	\$16.76M	\$6.01M
OCENCO, INCORPORATED	\$11.04M	\$1.95M	\$32.63M
INDUSTRIES FOR THE BLIND, INC.	\$10.98M	\$6.75M	\$9.30M
WEINBRENNER SHOE COMPANY, INC.	\$8.14M	\$3.34M	\$5.99M
DRS SYSTEMS, INC.	\$7.83M	\$3.87M	\$1.47M
R. STRESAU LABORATORY, INC.	\$7.77M	\$1.52M	\$4.10M
MCCAIN FOODS USA, INC.	\$6.95M	\$2.60M	\$6.20M
POMP'S TIRE SERVICE, INC.	\$6.87M	\$5.87M	\$4.49M
WELDALL MFG., INC.	\$6.72M	1.40M	\$11.38M
KONECRANES NUCLEAR EQUIPMENT&SERVICES,	\$6.62M	\$19.56K	0
NMC/WOLLARD, INC.	\$6.32M	\$841.89K	\$3.62M
LDV INCORPORATED	\$5.89M	\$2.44M	\$3.13M
BUSHMANS' INCORP.	\$5.68M	\$2.02M	0
OPTIMA BATTERIES, INC.	\$5.68M	\$8.35M	\$10.21M
MCNALLY INDUSTRIES, LLC	\$5.64M	\$2.41M	\$3.75M

Overview of the FEDERAL MARKET for Manufacturers

Largest Subcontractors WI 2016	Funds Awarded
United Technologies Corporation	\$67,225,047
EXTREME ENGINEERING SOLUTIONS, INC	\$25,115,171
COLTEC INDUSTRIES INC	\$10,089,306
QUALITY MACHINING, INC	\$2,300,264
Dover Corporation	\$2,207,896
IN-PLACE MACHINING CO., INC.	\$2,206,500
ACE PRECISION MACHINING CORP	\$1,916,096
WATSON INDUSTRIES, INC	\$1,746,890
INSTRUMENT DEVELOPMENT CORP.	\$1,499,628
E & M MACHINE INC	\$1,468,094
MARINETTE MARINE CORPORATION	\$1,315,068
SCHUTT INDUSTRIES OF CLINTONVILLE, WIS., INC.	\$1,183,300
Konecranes Abp	\$1,135,533
UNIVERSITY OF WISCONSIN SYSTEM	\$949,102
JOHNSON CONTROLS, INC.	\$758,703
METALTEK INTERNATIONAL, INC.	\$732,240
UNIVERSITY OF WISCONSIN SYSTEM	\$700,568
U-FUEL, INC.	\$683,948
WAUKESHA FOUNDRY, INC.	\$579,780
MCNALLY INDUSTRIES, LLC	\$555,303
TAYLOR DYNAMOMETER, INC.	\$533,091
VAN ERT ELECTRIC COMPANY, INC.	\$515,653

WHY are we looking at who is getting awards?

- As a potential SUBCONTRACTOR you need to know who is getting the work
- Jean Polka has a current list – jeanp@wispro.org if you would like a copy
- Easy way to start looking at who has received contract awards
www.usaspending.gov or FPDS
[https://www.fpds.gov/fpdsng cms/index.php/en/](https://www.fpds.gov/fpdsng/cms/index.php/en/)
- Remember Primes are looking for subcontractors at time of BID not time of AWARD – BUT opportunities may exist after award.

Being a SMALL BUSINESS in Federal Contracting

- **SMALL IS GOOD – WHY?**
 - Federal agencies and large federal prime contractors have **SMALL BUSINESS GOALS**
 - Large Prime Contractors have **SMALL BUSINESS SUBCONTRACTING PLANS** – these plans layout the prime contractors agreed to goals



SMALL BUSINESS PROGRAMS

Federal Goals (similar but not the same for the Prime Contractor):

- 23 percent of prime contracts for [small businesses](#) [based on NAICS codes];
- 5 percent of prime and subcontracts for [women-owned small businesses](#);
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) [8(a) program];
- 3 percent of prime contracts and subcontracts for [HUBZone small businesses](#);
- 3 percent of prime and subcontracts for [service-disabled veteran-owned small businesses](#).



Government

Program Goals & Performance

Small Business Maximum Practicable (MaxPrac) Opportunity Analysis Model

Small Business Program Goals

Prime Contracting Goals	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Small Business	22.28%	22.50%	22.50%	21.35%	21.60%	21.26%
HUBZone Small Business	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Service-Disabled Veteran-Owned Small Business	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Small Disadvantaged Business*	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Women-Owned Small Business	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Subcontracting	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Small Business	31.7%	36.7%	36.7%	36.7%	36.0%	34.5%
HUBZone Small Business	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Service-Disabled Veteran-Owned Small Business	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Small Disadvantaged Business	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Women-Owned Small Business	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%

* Small Disadvantaged Business awards include 8(a) awards

*** HUBZone subcontracting program does not require a DoD-wide goal but requires the negotiation of HUBZone goals in all DoD contracts and subcontracts that require "Small Business Subcontracting Plans." However, SBA has assigned a DoD subcontracting goal of 3.0% for FY 2008

Small Business Liaison Officer - SBLO

- SBLO – in short – is responsible for a firm's small business subcontracting program, i.e., developing, preparing, and executing individual subcontracting plans, monitoring performance relative to the particular plan and periodic reporting requirements
- Every large Federal contractor with large contracts is required to have
- Know who they are
- <http://www.acq.osd.mil/osbp/docs/DoDPrimeContractorsJuly2015Final.xlsx> list of Prime Contractors for DOD 2014 – contact information may be outdated



WHAT DOES A PRIME CONTRACTOR LOOK FOR



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

FLOW DOWN CLAUSES

- What is a FLOW DOWN CLAUSE
 - FAR clauses included in Government contracts that prime contractors are required to flow down to their subcontractors in their subcontracts
- IMPORTANT CLAUSES
 - Prime Contractors are responsible for the actions of their subcontractors. Prime Contractor is responsible for the entire contract.
 - Subcontractors need to know how FAR requirements will impact their costs. Subcontractors may need to flow down FAR clauses as well to their subcontractors/suppliers
 - Prime Contractors may flow-down other clauses

IMPORTANT FLOW DOWN CLAUSES

- Berry Amendment
- Buy American Act
- Termination for Convenience
- DPAS Rating
- Equal Opportunity
- Encouraging Contractor to Ban Texting While Driving
- Human Trafficking
- Packaging and Markings
- Counterfeit Parts - traceability
- Others

THE PROCESS

THE PROCESS – Getting Started – www.sam.gov

The screenshot displays 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?'. A 'Create an Account' link is located at the bottom right of the header. Below the header is a dark blue navigation bar with links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area is divided into three columns: 'CREATE USER ACCOUNT', 'REGISTER/UPDATE ENTITY', and 'SEARCH RECORDS'. Each column contains descriptive text and a corresponding button. Below this is a 'WHAT IS SAM?' section with a 'Need Help?' button and a paragraph explaining the system. At the bottom, there are three sections: 'NEWS AND ANNOUNCEMENTS', 'USER GUIDES/HELPFUL HINTS', and 'ATTENTION EXTRACT AND WEB SERVICE USERS', each with a brief description.

SAMSM
SYSTEM FOR AWARD MANAGEMENT

USER NAME: PASSWORD: **LOG IN**

[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME | **SEARCH RECORDS** | **DATA ACCESS** | **GENERAL INFO** | **HELP**

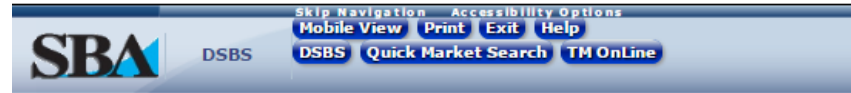
CREATE USER ACCOUNT	REGISTER/UPDATE ENTITY	SEARCH RECORDS
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.	You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.	All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.
Create User Account	Register/Update Entity	Search Records

WHAT IS SAM? [Need Help?](#)

The System for Award Management (SAM) is an official website of the U.S. government. SAM consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO cost to use SAM. Register to do business with the U.S. government for free directly from this site. Find free help with your SAM registration on our HELP tab, including user guides, videos, and FAQs.

NEWS AND ANNOUNCEMENTS	USER GUIDES/HELPFUL HINTS	ATTENTION EXTRACT AND WEB SERVICE USERS
Learn more about these topics at SAM > General Info >	SAM Help: Find the full SAM User	SAM Extracts and Web Services: Support for the legacy-

THE PROCESS – Getting Started - dsbs.sba.gov



This is generally a self-certifying database. The SBA does not make any representation. Contracting officers diligently review a bidder's small business self-certification by

Location of Profile

States: (any state) ▲
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: Select 1 State, then press Lookup [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: [SBS Public Web Services](#).
For more information, see also [SBA Certifications](#) in the search help page.

THE PROCESS – Getting Started

Evaluate your firms small
business status

THE PROCESS – Getting Started

- Certifications

- Joint Certification Program – JCP www.dlis.dla.mil/jcp/
- International Traffic in Arms Regulations – ITAR - https://www.pmddtc.state.gov/regulations_laws/itar.html
- Quality level

THE PROCESS – Getting Started

Consider teaming, working together and partnering –
WHY?

THE PROCESS – Getting Started - REGISTER

The screenshot shows the Oshkosh Supplier Network (OSN) website. At the top left is the OSN logo with the tagline "ONE SYSTEM. ONE TEAM." and "OSHKOSH SUPPLIER NETWORK". To the right is the "Our Vision" section, which 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." Below this is a navigation bar with "Training Center" and "Supplier Quality Manual and Forms". The main content area is divided into two columns. The left column, titled "About Us", contains links for "Core Values", "Supplier Profile" (with a sub-link "Interested in doing business with Oshkosh"), "Supplier Standards Guide", "Supplier Quality Manual", "Supplier Communications", "Supplier Diversity Program", "Oshkosh Logistics", and "Oshkosh Corporate Website". Below this is a "Login Here" section with links for "iSupplier Login" and "Oshkosh Reliance Login". The right column, titled "Welcome to the Oshkosh Corporation Supplier Portal", features a large image of a red Pierce-Dash Pumper fire truck with the caption "Pierce - Dash Pumper". Below the image is a "Featured Links and Articles" section with links to "Oshkosh Corporation Product Overview", "Making a Difference - It Begins with our People - Written by Wilson Jones", "Oshkosh Corporation Named to 2016 World's Most Ethical Company List by Ethisphere Institute", and "Oshkosh Corporation L-ATV Military Vehicle Named to Popular Science Magazine 'Best of What's New in 2015' List". At the bottom of the right column is a "A Message from Oshkosh Corporation" section with the heading "Value Chain Partners:" and a welcome message. At the very bottom of the page are four blue buttons: "Delivery / Supply Chain", "Quality / Launch", "NPD - Program Management", and "Competitiveness".

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

THE PROCESS – Getting Started - REGISTER

LOCKHEED MARTIN

INVESTORS MEDIA SUPPLIERS EMPLOYEES

WHO WE ARE WHAT WE DO NEWS & EVENTS INNOVATION CAREERS

Home → Suppliers

SUPPLIERS

Cybersecurity

Ethics

Sustainability

Supplier Diversity

Terms and Conditions

Frequently Asked Questions

Business Area Procurement Information

Suppliers

Like 55 Share Tweet

G+1 8 in Share 29

LOCKHEED MARTIN
Supplier Wire
Opening Doors to Opportunity and Innovation

Think Small, Win Big
Lockheed Martin Supplier Diversity

Welcome to Supplier Wire, a dedicated site for suppliers looking to do business with Lockheed Martin and the defense industry in general. Supplier Wire provides various resources designed to help suppliers learn how to do business with Lockheed Martin as well as expand small businesses.

Existing Suppliers

- Accounts Payable
- LMP2P Supplier Portal / MyExostar
- Prompt Payments
- Resources
- Vendor Invoice Processing

Prospective Suppliers

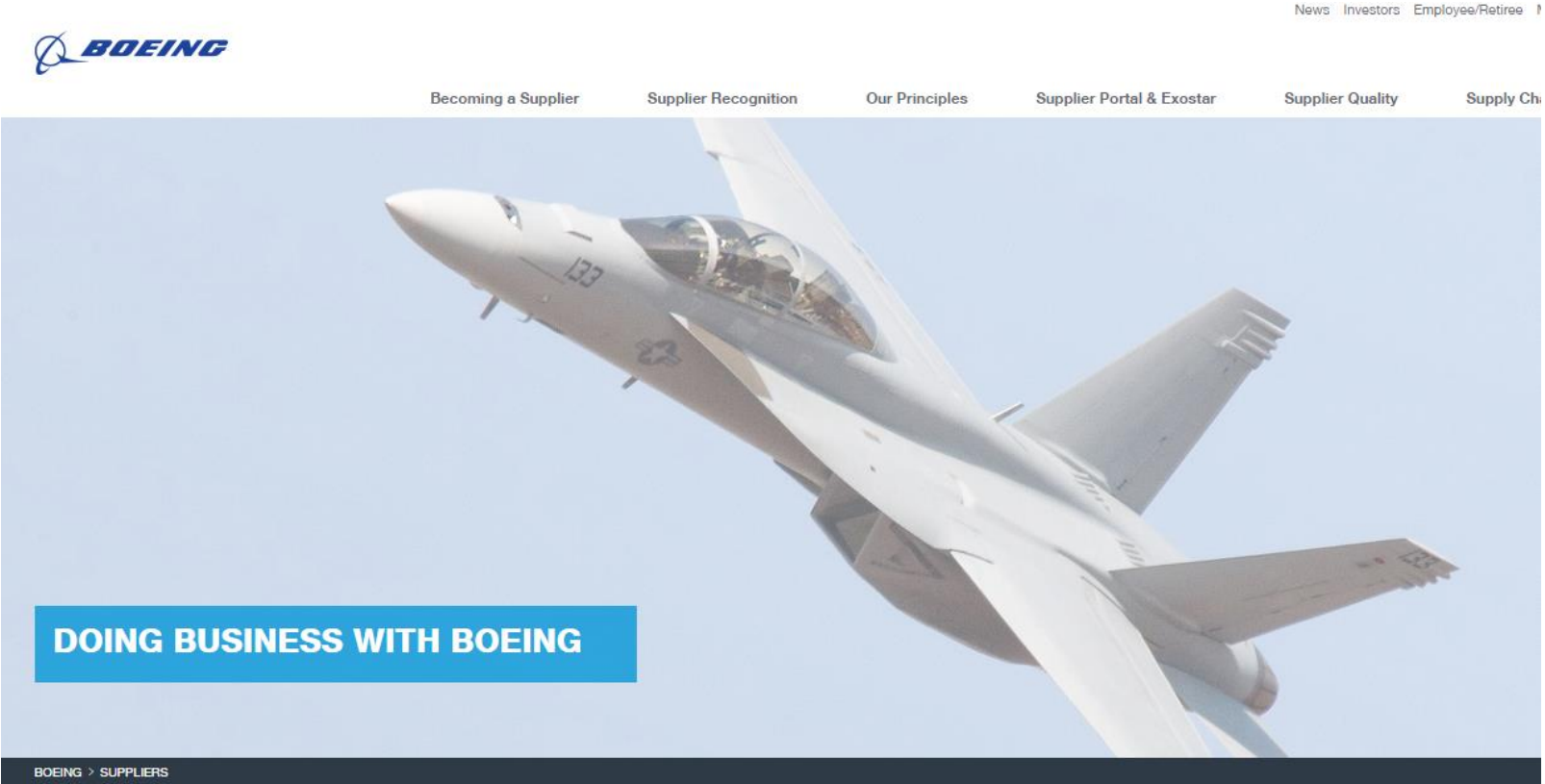
- Doing Business with Lockheed Martin
- What We Buy
- Provide Your Marketing Information (form)
 - Instructions for submittal

Supplier Diversity

- Awards
- Government Outreach Programs
- Supplier Diversity Resources
- Supplier Training Excellence Program (STEP)

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

THE PROCESS – Getting Started - REGISTER



<http://www.boeingsuppliers.com/>

THE PROCESS – Getting Started

- **GET FOUND**

- Registrations
- Website
 - Clear message on capabilities
 - If you have done DoD / Federal work either directly or as a subcontractor, should indicate
- Capabilities Statement
 - One page document focusing on capabilities and past performance targeting the DoD / Federal market
 - Includes contact information, small business programs, NAICS and other information that a SBLO would find of value

THE PROCESS – Getting Started

- BE VISIBLE
 - Get out there and network – build relationships
 - Attending events / outreach
 - Industry Days
 - Join / participate in activities of organizations with a focus on DOD / Federal Manufacturing such as National Defense Industrial Association (NDIA)
 - Training events

END OF YEAR FEDERAL CONTRACTOR UPDATE

JANUARY 17, 2017 MILWAUKEE

Start Date	January 17, 2017
End Date	January 17, 2017
Facility	Crowne Plaza - Wauwatosa
Address	10499 W Innovation Dr, Wauwatosa, WI 53226
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Details	Read More Information
Register Online	Register for Event

MUCH HAS CHANGED IN FEDERAL CONTRACTING THIS YEAR – Join Wisconsin’s Federal contractors for a series of briefings focusing on changes and challenges.

Agenda:

- 8:00am Registration
- 8:30am – 4:00pm Program
- 4:00pm Networking
- 4:30pm End of Day

To view a complete agenda, [CLICK HERE](#).

Registration now open! Register now to get a discounted rate.

Topics this year will include:

- 2016 Case Law Review
- False Claims
- New Cyber Security Regulations for Federal Contractors
- 2016 FAR / DFARS Update
- Regulatory Changes Impacting Small Business
- Contractor Purchasing System Review (CPSR) Guidebook Update



[REGISTER](#)

Husch Blackwell

National Contract Management Association (NCMA) – Wisconsin Chapter

Northwest Michigan PTAC

Wisconsin Procurement Institute

<https://www.wispro.org/events/end-of-year-federal-contractor-update/>

SUPPORTING THE FEDERAL DEFENSE SUPPLY CHAIN – FOR MANUFACTURERS – MARINETTE

JANUARY 24, 2017 MARINETTE, WI

Start Date	January 24, 2017
End Date	January 24, 2017
Time	8:00am - 4:30pm
Facility	Best Western
Address	1821 Riverside Ave, Marinette, WI 54143
Contact Info	Joseph Smetak josephs@wispro.org 414-270-2600
Details	Read More Information
Register Online	Register for Event



REGISTER

DRS Power & Control Technologies

Fincantieri Marinette Marine

National Contract Management Association (NCMA) – Wisconsin Chapter

Northwest Michigan PTAC

Wisconsin Procurement Institute (WPI)

Agenda:

8:00am Registration

8:30am Program

- ITAR and Export Compliance
- Basics of Federal Contracting
- Negotiations

Noon Lunch on your own

1:00pm Continue Program

- Regulations and Compliance Impacting the Federal Supply Chain
- Preparing for Audit
- Locating and Managing Suppliers
- Understanding Flow Down Clauses

4:30pm End of Program

<https://www.wispro.org/events/supporting-the-federal-defense-supply-chain-for-manufacturers/>

ACQUISITION HOUR – OVERVIEW OF DIBBS

FEBRUARY 8, 2017

Start Date	February 8, 2017
End Date	February 8, 2017
Time	12:00pm - 1:00pm
Facility	Webinar
Contact Info	Benjamin Blanc benjaminb@wispro.org (414)270-3600
Register Online	Register for Event

Parts manufacturers targeting the Department of Defense (DoD) have a significant opportunity with the Defense Logistics Agency (DLA). DLA is the Department of Defense's largest logistics combat support agency, providing worldwide logistics support in both peacetime and wartime to the military services as well as several civilian agencies and foreign countries. DLA is responsible for nearly every consumable item used by our military forces worldwide. This includes fuel, medical supplies, aviation requirements, land and maritime weapon systems spare parts, construction equipment and material, and critical troop support items involving food, clothing, and textiles. DLA also procures depot level repairables. Last year DLA spent billions in contracting for products and services.

Speakers:

Joe Smetak, Wisconsin Procurement Institute (WPI)

Jean Polka, Wisconsin Procurement Institute (WPI)



[REGISTER](#)

National Contract Management
Association – WI Chapter

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/acquisition-hour-overview-of-dibbs-2/>

WPI CONTACTS



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