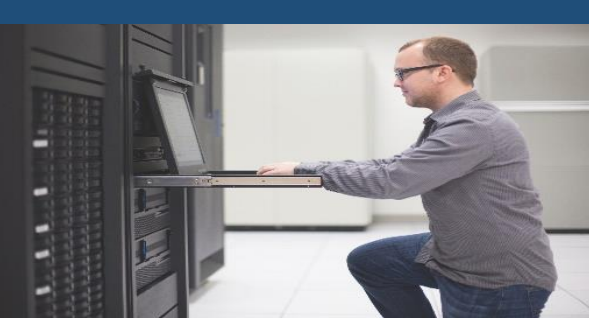




A Procurement Technical
Assistance Center (PTAC)

MAXIMIZING FBO IN YOUR MARKET STRATEGIES

Acquisition Hour Webinar
June 13, 2017



WEBINAR ETIQUETTE

- Please
 - When logging into go-to-meeting, enter the name that you have registered with
 - Put your phone or computer on mute
 - Use the Chat option to ask your question(s): We will read them and our guest speaker will provide an answer to the group
- Thank you!



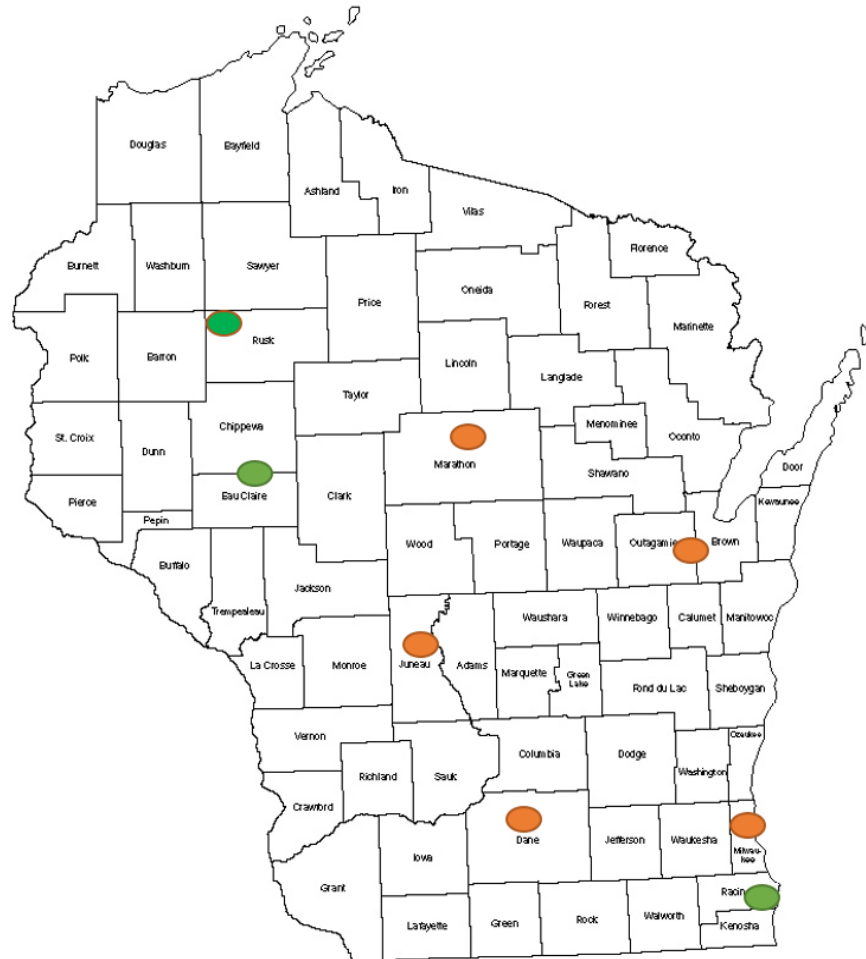
WPI MISSION

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



ABOUT WPI

SUPPORTING THE MISSION



LOCATIONS:

- *Primary office* – Milwaukee - Technology Innovation Center
- *Staffed Satellite offices*
 - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
 - Camp Douglas** (Juneau County Economic Development Corporation)
 - Wausau** (Wausau Regional Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- *Active Partnerships*
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action

11TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE: THE FUTURE OF THINGS IN GOVERNMENT, INDUSTRY AND ECONOMY, JUNE 27TH AND 28TH

www.wispro.org

UPCOMING EVENTS

- JUNE 8 2017
14TH ANNUAL WOMEN'S BUSINESS CONFERENCE
EAU CLAIRE »
- JUNE 13 2017
ACQUISITION HOUR: MAXIMIZING FBO IN YOUR MARKET STRATEGIES
- JUNE 13 2017
GOVERNMENT CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES - SUPERIOR SUPERIOR, WI »
- JUNE 14 2017
ACQUISITION HOUR: UNDERSTANDING THE DIFFERENCES BETWEEN FEDERAL SOLICITATION TYPES
- JUNE 14 2017
DOING BUSINESS WITH THE NATIONAL PARK SERVICE ASHLAND, WI »

CURRENT OPPORTUNITIES (2)

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 COVER TODAY

- What is FBO
- What is Posted to FBO
- How to Register
- Interested Vendors List
- Watch This Opportunity
- How to Search
- Search Tips
- WPI Bid Matching Service
- On Line Demo of FBO

WWW.FBO.GOV

- Federal Business Opportunities
- FedBizOpps.Gov

The screenshot displays the FedBizOpps.gov website interface. At the top, the header includes the logo 'FEDBIZOPPS.GOV' with the tagline 'Federal Business Opportunities' and 'E-GOV USA.gov'. A navigation menu below the header contains links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with the text 'Search more than 34,000* active federal opportunities.' Below this are several search filters: 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), 'Type' (set to 'Any'), 'Keyword / Solicitation #' (empty), and 'Agency' (with a search icon). A 'Search' button is located below these filters. To the right of the search area, there are several informational sections: 'RECOVERY' with a search button, 'SMALL BUSINESS EVENTS' with a search button, 'VENDOR COLLABORATION' with a search button, and 'USER GUIDES' with links for Buyer, Vendor, Engineer, and Location / Agency Admin. At the bottom of the page, there are two columns for user guides: 'Buyers / Engineers' and 'Vendors / Citizens', each with a login form and links for 'View Opportunities', 'Register Now', 'Password Reminder', and 'Recovery FAQs'.

WHAT IS FBO?

The Governmentwide Point of Entry to disseminate information on proposed contract actions in order to

- **Increase competition**
- **Broaden industry participation in meeting Government requirements and**
- **Assist small business concerns in obtaining contracts and subcontracts**

WHAT IS POSTED TO FBO?

Federal Acquisition Regulation (FAR) requires all federal agencies to post certain requirements to FBO

- **Open Market Procurements over \$25,000**
- **Awards of Procurements previously posted**
- **Sources Sought Announcements**
- **Sole Source Justifications**
- **Small Business Events/Industry Days**

SEARCHES

SIMPLE SEARCH

The screenshot displays the homepage of the Federal Business Opportunities (FBO) website. At the top, the header features the text "FEDBIZOPPS.GOV" with a star icon, followed by "Federal Business Opportunities". To the right are logos for "IAE", "E-GOV", and "USA.gov". Below the header is a navigation menu with buttons for "Home", "Getting Started", "General Info", "Opportunities", "Agencies", and "Privacy".

The main content area has a yellow background and features a search prompt: "Search more than **34,100*** active federal opportunities." Below this is a search form with the following fields:

- Posted Date: Last 90 Days (dropdown)
- Set-Aside Code: Any (dropdown)
- Place of Performance: Wisconsin (dropdown)
- Type: Any (dropdown)
- Keyword / Solicitation #: (text input)
- Agency: (text input with a magnifying glass icon and a close button)

A "Search" button is located at the bottom left of the form. Below the form, a note states: "Additional criteria and multiple selections are available on the [advanced search form](#)." A footnote at the bottom right reads: "* Notices posted within the last 90 days."

On the right side of the page, there is a "RECOVERY" section with the following text: "Locate actions funded by the American Recovery and Reinvestment Act." Below this text are two buttons: "SEARCH RECOVERY OPPORTUNITIES" (red) and "SEARCH RECOVERY AWARDS" (blue). At the bottom of this section, there is an information icon followed by the text "FBO RECOVERY REPORTS" and two links: "Click here for Opportunities" and "Click here for Awards".

ADVANCE SEARCH

Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

Return To Opportunities List

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Alaska
American Samoa
Arizona
Arkansas

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- Active Documents
 Archived Documents
 Both

Set-Aside Code:

[More Information about Set-Aside Codes](#)

- | | | |
|---|--|---|
| <input type="checkbox"/> Competitive 8(a) | <input type="checkbox"/> Partial HBCU / MI | <input type="checkbox"/> Total HBCU / MI |
| <input type="checkbox"/> Emerging Small Business | <input type="checkbox"/> Partial Small Business | <input type="checkbox"/> Total Small Business |
| <input type="checkbox"/> HUBZone | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input type="checkbox"/> Veteran-Owned Small Business |
| <input type="checkbox"/> Woman Owned Small Business | <input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business | <input type="checkbox"/> Very Small Business |

Opportunity/Procurement Type:

- | | | |
|---|---|---|
| <input type="checkbox"/> Presolicitation | <input type="checkbox"/> Combined Synopsis/Solicitation | <input type="checkbox"/> Sources Sought |
| <input type="checkbox"/> Modification/Amendment/Cancel | <input type="checkbox"/> Sale of Surplus Property | <input checked="" type="checkbox"/> Special Notice |
| <input type="checkbox"/> Foreign Government Standard | <input type="checkbox"/> Award Notice | <input type="checkbox"/> Justification and Approval (J&A) |
| <input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) | <input type="checkbox"/> Fair Opportunity / Limited Sources Justification | |

Agency/Office/Location(s)*:

- All Agency/Office/Locations Specific Agency/Office/Locations



Recovery and Reinvestment Act Action:

- Yes No [ignore]

Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.



SEARCH RESULTS

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 65--CAPR SMALL BATTERY VA69D17N1176 65 -- Medical, dental & veterinary equipment & supplies	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Sources Sought	Jun 06, 2017
 Snow and Lawn Tractors W912J2-17-Q-1008 24 -- Tractors	Department of the Army National Guard Bureau 115 MSG/MSC, WI ANG	Combined Synopsis/Solicitation / Total Small Business	Jun 05, 2017
 Z--Replace Multiple Roofs for Three Locations, SACN P17PS00666 Z -- Maintenance, repair, and alteration of real property	Department of the Interior National Park Service NPS - All Offices	Solicitation (Modified) / Total Small Business	Jun 05, 2017
 U.S. Government Seeks to Lease Office Space in Milwaukee, WI 5W10131 X -- Lease or rental of facilities	General Services Administration Public Buildings Service (PBS) PBS Center for Broker Services (47PA05)	Presolicitation (Modified)	Jun 05, 2017
 XGFG132020 ADAL Building 404 W912J2-17-R-1001 Y -- Construction of structures and facilities	Department of the Army National Guard Bureau 115 MSG/MSC, WI ANG	Presolicitation (Modified)	Jun 03, 2017
 KC135 Aircraft Seat Cushions W912J217R2512 16 -- Aircraft components & accessories	Department of the Army National Guard Bureau 128 MSG/MSC WI ANG	Sources Sought / Total Small Business	Jun 02, 2017
 Repair and Sustainment of POL Pavement W912J2-17-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army National Guard Bureau USPFO for Wisconsin	Combined Synopsis/Solicitation (Modified) / Total Small Business	Jun 02, 2017
 Repair Stillwell and East Silver Lake Dams at Fort McCoy, WI W911SA-17-B-2005 Z -- Maintenance, repair, and alteration of real property	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy	Presolicitation / Total Small Business	Jun 02, 2017
 N--DISH ROOM EQUIPMENT INSTALL VA69D17Q1166 N -- Installation of equipment	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation	Jun 02, 2017

June 13, 2017



REGISTRATION

REGISTER AS A VENDOR/CITIZEN

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

[View Opportunities](#)
No login is required to view opportunities.

[Register Now](#)

[Password Reminder](#)

[Recovery FAQs](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

[Find Opportunities](#)
No login is required to view opportunities.

[Register Now](#)

[Password Reminder](#)

[Recovery FAQs](#)

REGISTRATION

- **Registration with Company DUNS number allows access to controlled unclassified documents (sensitive documents)**
- **Registration as an individual – no access to controlled unclassified documents**
- **Update Password every 90 days**

IS REGISTRATION REQUIRED?

- You can search and find opportunities without registering
- Registering allows you to:
 - View Interested Vendors List
 - Watch This Opportunity
 - Add Me to Interested Vendors
 - Set Up Searches
 - Access to sensitive documents



Tree Removal and Trimming at Blackhawk Park

Solicitation Number: W912ES-17-T-0065
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE District, St. Paul

Notice Details

Packages

Interested Vendors List

Print Link

Original Synopsis
Jun 01, 2017
4:11 pm

Return To Opportunities List

Watch This Opportunity

Add Me To Interested Vendors

Solicitation Number: W912ES-17-T-0065
Notice Type: Presolicitation

Synopsis:

Added: Jun 01, 2017 4:11 pm

1. This is an Indefinite Quantity Contract to furnish all labor, materials, vehicles, equipment, tools, supervision, transportation, administration required tree maintenance services such as high limb tree pruning and trimming, removal of hazardous limbs, complete tree removal and stump grinding, at 4 locations; Blackhawk Park, Millstone Landing (MN), Bad Axe Landing (WI), and Jays Landing (WI). These locations are location within Pools 9 and 10 of the Mississippi River. The Base location of Blackhawk Park is located at E590 County Road Bl De Soto, WI 54624. The other locations will have a "trip charge" attached to them in accordance with solicitation specifications and provisions.

This is a 5-year IDIQ Contract with a Base Year and Four (4) Renewal Option years.

Contracting Office Address:

Attn: CEMVP-CT
180 East Fifth Street
St. Paul, Minnesota 55101-1678
United States

GENERAL INFORMATION

Notice Type: Presolicitation
Posted Date: June 1, 2017
Response Date: -
Archiving Policy: Manual Archive
Archive Date: -
Original Set Aside: N/A
Set Aside: N/A
Classification Code: F -- Natural resources & conservation services
NAICS Code: 561 -- Administrative and Support Services/561730 -- Landscaping Services

INTERESTED VENDORS LIST

When to add your name to the list

- Looking for subcontractors
- Looking for someone to team or partner with
- Looking for prime contractors
- Looking to leverage small business or socio-economic status

STRATEGY FOR INTERESTED VENDORS LIST

- **Locate prime contractors**
- **Locate sub contractors**
- **See if competitors are on the list**
- **Do not add your name to the list if you want to keep your interest in the procurement private**
- **FBO emails you every time there is a change to the notice**



Military Road WRP Repair Project

Solicitation Number: AG-3C78-S-17-0032

Agency: Department of Agriculture

Office: Natural Resources Conservation Service

Location: Contracting Services Branch - Team 3

Notice Details

Packages

Interested Vendors List

Keywords:

Search

Items 1-4 of 4

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
Aabon	Aaron	Marvin Heymann & Associates U.S. Federal Government Proposal Writing Group + More / www.feddesignbuild.com / US 63141 US Email: MARVIN@FEDDESIGNBUILD.COM Phone: 5137068098		
Medema	Roger	ARCHITECTURAL CONSULTING GROUP OF CHICAGO, INC. 6200 N HIAWATHA STE 260 CHICAGO, IL 606464314 USA Email: rem@acqchi.com Phone: 7732056650	For-Profit Organization, Veteran Owned Business, DoT Certified Disadvantaged Business Enterprise, Service Disabled Veteran Owned, Contracts and Grants, S Corporation	111199, 111422, 212312, 212313, 212319, 212321, 236220, 237110, 237310, 237990, 238110, 238160, 238210, 238220, 238330, 238990, 325320, 325998, 327999, 332311, 332312, 333318, 335313, 337124, 541310, 541330, 541340, 541350, 541410, 541618, 541990, 561210, 561611, 561710, 561730, 561790, 562910
Stinson	Morgan	CONSTRUCTION SOFTWARE TECHNOLOGIES, INC. 4500 LAKE FOREST DR STE 502 CINCINNATI, OH 452423728 USA Email: content@constructconnect.com Phone: 8003642059	For-Profit Organization, Contracts and Grants	511210
Udelhofen	Michael	Clemens Excavating 7857 Dunroven Road Dane, WI 53529 US Email: mike.clemensexavating@yahoo.com Phone: 6084443076		

WATCH THIS OPPORTUNITY

- FBO emails you when there is a change
- Want to keep your interest in the procurement private
- If watching a Sources Sought understand if you “Watch This Opportunity” you will not be notified when the Sources Sought changes to a solicitation as the two are not linked in FBO

FBO EMAIL MESSAGE

 noreply@fbo.gov FBO Watch List Notifications Wed 5/24/2017 2:03... 9 KB

Wednesday, May 24, 2017, 03:03 am

Dear Carol Murphy:

This message has been sent to inform you of update(s) to solicitation(s) where you have either expressed vendor interest in the opportunity, or placed the notice on your watchlist. Please see the details below.

Details

Top Level Agency: Department of Veterans Affairs
Office: VA Rocky Mountain Consolidated Contracting Center
Location: Department of Veterans Affairs

Solicitation #: VA25917Q0404
Title: 65--Disinfecting Robot - 623-A70073
Link: <https://www.fbo.gov/spg/VA/VARMCCC/VARMCCC/VA25917Q0404/listing.html>

Award has been posted: May 23, 2017 6:20 pm

SMALL BUSINESS EVENTS

SMALL BUSINESS EVENTS

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below this is a search area with the text "Search more than 34,100* active federal opportunities." and several filter dropdowns: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any). There are also input fields for Keyword / Solicitation # and Agency. A "Search" button is located below the filters. To the right of the search area is a sidebar with a "RECOVERY" section containing buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below that is an "FBO RECOVERY REPORTS" section with links for "Click here for Opportunities" and "Click here for Awards". At the bottom of the sidebar is the "SMALL BUSINESS EVENTS" section, which includes a link to "Learn more about the Small Business Central Event Listing or search now for events." and a "SEARCH SMALL BUSINESS EVENTS" button. A large red arrow points to this button from the right side of the page.

WPI Wisconsin Procurement Institute
A Procurement Technical Assistance Center






RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.
[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS
▪ [Click here for Opportunities](#)
▪ [Click here for Awards](#)
Learn more [about FBO recovery reports](#).

SMALL BUSINESS EVENTS
[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.
[SEARCH SMALL BUSINESS EVENTS](#)

June 13, 2017

SMALL BUSINESS EVENTS

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 Small Business Event - 2017 Tobyhanna Army Depot Industry Day TYAD2017INDUSTRYDAY 99 -- Miscellaneous	Department of the Army Army Contracting Command ACC - APG (W25G1V) Tobyhanna	Special Notice (Modified)	Jun 01, 2017
 SMALL BUSINESS EVENTS VENDOR COLLABORATION SF-AIC Multi Agency Industry Day SF-AICMultiAgencyIndustryDay(14) 99 -- Miscellaneous	General Services Administration Federal Acquisition Service (FAS) Acquisition Operations Division (9QZ)	Special Notice (Modified)	May 30, 2017
 SMALL BUSINESS EVENTS VENDOR COLLABORATION SF-AIC Multi Agency Industry Day SF-AICMultiAgencyIndustryDay(13) 99 -- Miscellaneous	General Services Administration Federal Acquisition Service (FAS) Acquisition Operations Division (9QZ)	Special Notice (Modified)	May 30, 2017
 SMALL BUSINESS EVENTS VENDOR COLLABORATION SF-AIC Multi Agency Industry Day SF-AICMultiAgencyIndustryDay(12) 99 -- Miscellaneous	General Services Administration Federal Acquisition Service (FAS) Acquisition Operations Division (9QZ)	Special Notice (Modified)	May 30, 2017
 SMALL BUSINESS EVENTS VENDOR COLLABORATION SF-AIC Multi Agency Industry Day SF-AICMultiAgencyIndustryDay(11) 99 -- Miscellaneous	General Services Administration Federal Acquisition Service (FAS) Acquisition Operations Division (9QZ)	Special Notice (Modified)	May 30, 2017



VENDOR COLLABORATION

VENDOR COLLABORATION

The screenshot shows the homepage of FEDBIZOPPS.GOV. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below the navigation bar is a search area with a magnifying glass icon and the text "Search more than 34,000* active federal opportunities." The search filters include: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A "Search" button is located below the filters. To the right of the search area is a "RECOVERY" section with a "SEARCH RECOVERY OPPORTUNITIES" button and a "SEARCH RECOVERY AWARDS" button. Below the recovery section is an "FBO RECOVERY REPORTS" section with links for "Click here for Opportunities" and "Click here for Awards". To the left of the search area, there are three warning messages: 1. "SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity." 2. "ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the FBO Buyers Guide. Do not upload ANY classified materials to FBO." 3. "Important Password Update - Users and Interfacing Systems must reset their pass". On the right side of the page, there are three sections: "SMALL BUSINESS EVENTS" with a "SEARCH SMALL BUSINESS EVENTS" button, "VENDOR COLLABORATION" with a "VENDOR COLLABORATION" button, and "FBO now contains the Vendor Collaboration Central Event Listing. Learn more or search." A large red arrow points from the "Important Password Update" message to the "VENDOR COLLABORATION" button.

VENDOR COLLABORATION

Opportunities

RETURN TO HOME

Opportunities List

Advanced Search

Search Results

Archives

Refine Results

Clear Search

1 - 20 of 50

Sort By **Posted On (Desc.)**

Showing **20** per page **1 | 2 | 3 »**

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
 Peer Review and Support for Regional Educational Laboratories ED-IES-17-R-0025 A -- Research & Development	Department of Education Contracts & Acquisitions Management Contracts (All ED Components)	Presolicitation	Jun 06, 2017
 State and Local Implementation of the Individuals with Disabilities Education Act (IDEA) ED-IES-17-R-0027 A -- Research & Development	Department of Education Contracts & Acquisitions Management Contracts (All ED Components)	Special Notice (Modified)	Jun 02, 2017
 Vendor Collaboration: GSA Contact Center Technology & Services Industry Meetings ITC7005302017 70 -- General purpose information technology equipment	General Services Administration Federal Acquisition Service (FAS) Center for IT Schedule Operations (QTFA)	Special Notice (Modified)	May 30, 2017
 SMALL BUSINESS EVENTS VENDOR COLLABORATION SF-AIC Multi Agency Industry Day SF-AICMultiAgencyIndustryDay(14) 99 -- Miscellaneous	General Services Administration Federal Acquisition Service (FAS) Acquisition Operations Division (9QZ)	Special Notice (Modified)	May 30, 2017

June 13, 2017

SEARCH CRITERIA

SEARCH BY

- **Keyword/Solicitation Number**
- **Opportunity/Procurement Type**
- **Posted Date**
- **Response Deadline**
- **Last Modified Date**
- **Contact Award Date**
- **Place of Performance State**
- **J&A Statutory Authority** (Justification and Approval) limiting competition

SEARCH BY

- **Place of Performance Zip Code**
- **Set-Aside Code**
- **Classification Code**
- **NAICS (North American Industry Classification System) code**
- **Agency/Office Locations**
- **Recovery and Reinvestment Act Action**
- **Active vs Archived Status**

LOCATE SOLICITATION BY

Search based on unique attributes of the solicitation.

- **Agency**
- **Office**
- **Posted Date**
- **Classification Code**

NAICS CODE SEARCHES

- **Select codes with a broad range**
3 numbers
- **Select codes with a narrow range**
6 numbers

SEARCH TIPS

- **space AND flight**
Finds notices containing the word space and flight
- **space flight~10**
Finds notices containing the words space and flight within 10 words of each other (proximity search)

SEARCH TIPS

- **table AND conference NOT round**
Finds notices containing the words table and conference, but not round
- **micro* AND circuitry**
Finds notices containing both words that begin with micro and the word circuitry

SEARCH TIPS

- **Office supplies AND (printer OR toner)**
Finds notices containing the phrase office supplies in addition to either of printer or toner
- **+space flight**
Finds notices with the word space which may or may not contain the word flight.

SEARCH TIPS

- **AND, OR, NOT must be in ALL CAPS otherwise they are interpreted as search terms**
- **OR links two terms and finds a match if either of the terms exist**

SENSITIVE DOCUMENTS

EXPORT CONTROLLED DOCUMENTS

- Controlled DOD Documents
- Joint Certification Program (JCP) www.dlis.dla.mil/jcp/
- International Traffic in Arms Regulations (ITAR) – www.pmdtdc.state.gov/regulations_laws/itar.html
- No classified documents are posted to FBO
- certified to be able to download documents marked Export Controlled
- Defense Logistic Information Service (DLIS) administers JCP

JCP CERTIFICATION

- **Call JCP Help Desk 800-352-3572**
- **Provide your DUNS number – they will verify if you have been JCP Certified or if JCP Certification is current**
- **Ask them to send copy of certificate.**
- **Many companies find they are already certified**
- **Contact WPI for assistance**

COMMON SITES WITHIN FBO NOTICES

- Dibbs – DLA
 - <https://www.dibbs.bsm.dla.mil/>
- NECO – Navy
 - <https://www.neco.navy.mil/>
- FedConnect – Third Party
 - <https://www.fedconnect.net/FedConnect/default.htm>
- FedBid – Third Party – Reverse Auction
 - www.FedBid.com
- ProcureX – Third Party – Reverse Auction
 - <http://procurexinc.com/>

ELECTRONIC RESPONSE

FBO ELECTRONIC RESPONSE

- **Electronic Responses are enabled by the Buyer**
- **A note will be visible within the Notice Details**
- **Vendors must log into FBO to submit an electronic response**
- **Buyer selects Line Item Builder form, Document Package upload, both, or neither**

FBO ELECTRONIC RESPONSE

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#)  Accessibility



Install Venting, IR Heaters, Building 1

Solicitation Number: W91SMC-17-B-0005
Agency: Department of the Army
Office: National Guard Bureau
Location: 183 MSG/MSC, IL ANG

[Notice Details](#) [Packages](#) [Interested Vendors List](#)  Print  Link

 **Note:** This opportunity allows for electronic responses. [Click here](#) to log in and submit a response.

[Complete View](#) [Return To Opportunities List](#) [Watch This Opportunity](#)
[Add Me To Interested Vendors](#)

 [Original Synopsis](#)
Presolicitation
May 12, 2017
11:51 am

 [Changed](#)
May 25, 2017
4:35 pm
Solicitation

Solicitation Number: W91SMC-17-B-0005 **Notice Type:** Solicitation

Synopsis:
Added: May 12, 2017 11:51 am


ALL FILES

-  [Solicitation 1](#) 
May 25, 2017
-  [W91SMC-17-B-0005 - I...](#)
-  [SOW - Install Ventin...](#)
-  [P-1 Radiant Heat Dra...](#)

 [Drawings/Submittals](#) 
Jun 07, 2017

MY FBO

MY FBO



The screenshot shows the 'My FBO' page on the FEDBIZOPPS.GOV website. The page has a blue header with the site logo and navigation tabs for 'My FBO', 'My Profile', 'Opportunities', and 'Agencies'. A user greeting 'Welcome, Carol Murphy' is visible along with links for 'Accessibility', 'User Guide', and 'Logout'. The main content area is titled 'My FBO' and contains several sections: 'Quicklinks' with links for 'View Watched List', 'View Saved Searches', 'Find Opportunities', 'Search and Create Saved Searches', 'Edit My Profile', 'Change Username/Password', and 'Browse By Agency'; 'Video Demonstrations' with a note about the Adobe Flash plugin and links for 'General Overview & Searching for Opportunities', 'How to Register, Login and use Forgot Password', and 'Advanced Functionality: Search Agents, Watchlists and Export Controlled Documents'; 'Announcements' which currently shows no announcements; and a 'Quick Search' section with dropdown menus for 'Posted Date' (Last 90 Days), 'Set-Aside Code' (Any), 'Place of Performance' (Any State or Territory), and 'Type' (Any), along with text input fields for 'Keyword / Solicitation #' and 'Agency', and a 'Search' button.

OPPORTUNITIES LIST

Opportunities
[RETURN TO OPPORTUNITIES](#)

[Opportunities List](#)
[Advanced Search](#)
[Watched](#)
[Search Agents](#)
[Bids/Responses](#)
[Archives](#)

Keyword / Solicitation #:
[TIPS](#)
 Posted Date:
[Search](#)
[Clear](#)
[Save Defaults](#)

[+ Search by Agency, Set-aside, State, and Type](#)
[▶ Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 34203
 Sort By
 Showing per page
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Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
🔍 Onsite installation and interconnection N0042117Q0171 59 -- Electrical and electronic equipment components	Department of the Navy Naval Air Systems Command Naval Air Warfare Center Aircraft Division Pax River	Combined Synopsis/Solicitation	Jun 02, 2017
🔍 Repair and/or Calibration Services on Automated Surface Observing Systems (ASOS) and Next Generation Weather Radar (NEXRAD) Equipment for the National Weather Service (NWS) NWWG3401-17-00445 J -- Maintenance, repair & rebuilding of equipment	Department of Commerce National Oceanic and Atmospheric Administration (NOAA) Eastern Acquisition Division - Kansas City	Sources Sought	Jun 02, 2017
🔍 Waste Receptacle 000000009780 81 -- Containers, packaging, & packing supplies	General Services Administration Federal Acquisition Service (FAS) GSA Reverse Auction Platform (4QTF)	Combined Synopsis/Solicitation / Total Small Business	Jun 02, 2017
🔍 XCOM SWITCH N0017817R4018 59 -- Electrical and electronic equipment components	Department of the Navy Naval Sea Systems Command NSWC Dahlgren Division	Sources Sought	Jun 02, 2017
🔍 R--UTSO SECURITY GUARD L17PS00152 R -- Professional, administrative, and management support services	Department of the Interior Bureau of Land Management Utah Region	Award	Jun 02, 2017

ADVANCED SEARCH

Opportunities: Advanced Search

◀ RETURN TO OPPORTUNITIES

Opportunities List

Advanced Search

Watched

Search Agents

Bids/Responses

Archives

Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

Return To Opportunities List

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Alabama
Alaska
American Samoa
Arizona
Arkansas

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- Active Documents
 Archived Documents
 Both

Set-Aside Code:

[More information about Set-Aside Codes](#)

- | | | |
|---|--|---|
| <input type="checkbox"/> Competitive 8(a) | <input type="checkbox"/> Partial HBCU / MI | <input type="checkbox"/> Total HBCU / MI |
| <input type="checkbox"/> Emerging Small Business | <input type="checkbox"/> Partial Small Business | <input type="checkbox"/> Total Small Business |
| <input type="checkbox"/> HUBZone | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input type="checkbox"/> Veteran-Owned Small Business |
| <input type="checkbox"/> Woman Owned Small Business | <input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business | <input type="checkbox"/> Very Small Business |

Opportunity/Procurement Type:

- | | | |
|---|---|---|
| <input type="checkbox"/> Presolicitation | <input type="checkbox"/> Combined Synopsis/Solicitation | <input type="checkbox"/> Sources Sought |
| <input type="checkbox"/> Modification/Amendment/Cancel | <input type="checkbox"/> Sale of Surplus Property | <input type="checkbox"/> Special Notice |
| <input type="checkbox"/> Foreign Government Standard | <input type="checkbox"/> Award Notice | <input type="checkbox"/> Justification and Approval (J&A) |
| <input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) | <input type="checkbox"/> Fair Opportunity / Limited Sources Justification | |

Agency/Office/Location(s)*:

- All Agency/Office/Locations Specific Agency/Office/Locations

WATCHED LIST

Watched Opportunities

◀ RETURN TO MY FBO ▶ RETURN TO LIST (OPPORTUNITIES)

Opportunities List

Advanced Search

Watched

Search Agents

Bids/Responses

Archives

Keywords:

Search

Batch Options ▾

Items 1-2 of 2

<input type="checkbox"/> <input type="checkbox"/>	Notice ▾	Agency/Office ▾	Location ▾	Last Modified	Options
<input type="checkbox"/>	65--Muskegee UV Disinfecting Robot BRAND NAME OR EQUAL TOO - VA25917Q0404	VA Rocky Mountain Consolidated Contracting Center(VARMCCC)	Department of Veterans Affairs(VARMCCC)	May 23, 2017 6:20 pm	<input type="button" value="Remove"/>
<input type="checkbox"/>	Gym Bags - W912J217T0005 (Archived)	National Guard Bureau	USPFO for Wisconsin	Mar 17, 2017 4:42:am	<input type="button" value="Remove"/>

SEARCHES

Search Agents

◀ RETURN TO OPPORTUNITIES

◀ RETURN TO LIST (OPPORTUNITIES)

Opportunities List

Advanced Search

Watched

Search Agents

Bids/Responses

Archives

Items 1-1 of 1

Label ▼	Agent Type ▼	Last Run On ▼	Next Scheduled Run ▼	Schedule	Options
VA VISN 12	Vendor Notice Search	-	-	Unscheduled	Schedule Edit Run Delete



WPI BID MATCHING

WPI BID MATCHING SERVICE

- **Free Service**
- **Provides opportunities daily by email**
- **Looks at over 2,000 websites including FBO, other federal, state, and local**
- **Matches keywords based on contractor's capabilities**
- **Contact WPI to set up**



[View Bids](#)

These bid leads have been prepared for
Carol_Murphy
carolm@wispro.org

[View Bids](#)

A service of Wisconsin_Procurement_Institut *** 10437 Innovation Dr., Suite 320 , Milwaukee, WI 53226 *** (414) 270-3600

After clicking on "View Bids" it is recommended that this site be added to the Favorites list in your Web browser for future use. If you do not wish to receive this daily email reminder to view your bids, please contact Wisconsin_Procurement_Institut and request that your bid match be set to "On Without Email Notice".

[TRAINING and CONFERENCE UPDATE](#)

*WPI and NCMA (WI) will be hosting a weekly series of evening webinars which will provide a complete review of the Federal Acquisition Regulations (FAR). These sessions are designed for anyone interested in learning more about the FAR or interested in sitting for the NCMA CFCM Exam. If you are planning on taking the exam, we re commend attending the **February 17, 2016 Orientation Session (virtual 6:00pm – 7:00pm)**. **The first FAR STUDY SESSION will be February 24, 2016**. There is NO COST to participate, but registration will be required. Contact Benjamin Blanc at 414-270-3600 or benjaminb@wispro.org with questions.*

USFS Forest Products Laboratory Industry Day – February 25, 2016 – Madison, WI – [CLICK HERE FOR MORE INFORMATION](#) or contact KimG@wispro.org

Midwest SAME Small Business Expo – March 9 – 10, 2016 – Northbrook, IL - [CLICK HERE FOR MORE INFORMATION](#) or contact MarcV@wispro.org

Wisconsin Federal Contracting Forum – April 26 – 28, 2016 – Washington, DC – [CLICK HERE FOR MORE INFORMATION](#) or contact HilaryD@wispro.org

4th Annual US Department of Veterans Affairs Business Conference – May 12, 2016 – Milwaukee, WI – [CLICK HERE FOR MORE INFORMATION](#) or contact CarolM@wispro.org

10th Annual Volk Field Small Business Conference – June 15 – 16, 2016 – Camp Douglas, WI – [CLICK HERE FOR MORE INFORMATION](#) or contact DavidO@wispro.org

Other events and webinars are posted to our website at www.wispro.org

Click on View Bids, scroll down to bottom of next page and click on the right hand side, "View" or "List All".

Select an RFQ to Review for Date: 2016-02-09


Records 1 thru 7 out of 7

Cancel

Seq	RFQ Type	FSG	Description	Keywords	Response Date	
1	FBO	F,Y	Delaware Greenhouse Replacement Project	236220	2016-03-31	View
2	FBO	F,Y	Delaware Greenhouse Replacement Project	236220	2016-03-31	View
3	FBO	G,S	GREAT LAKES NATIONAL CEMETERY JANITORIAL SERVICES BASE YEAR, PLUS (4) ONE-YEAR	JANITOR	2016-03-29	View
4	FBO	Z,Y	San Antonio Flooring and Painting	236220	2016-02-12	View
5	Non-Federal	S	Janitorial Service - Sec. of State Br. 207 SE Berrien CP	JANITOR	2016-02-11	View
6	Non-Federal	S	Janitorial Service	JANITOR	2016-02-22	View
7	Non-Federal	S	Janitorial Service - Sec. of State Br. 175 E Oakland County Plus	JANITOR	2016-02-11	View



Keywords: JANITOR

RFQ Type: FBO BID
FSG Code: G,S
RFQ Type: FedBizOpps Presolicitation
Publish Date: 160209
Agency Name: Department of Veterans Affairs
Office: VA National Cemetery Administration Centralized Contracting Division
Location: Department of Veterans Affairs National Cemetery Administration
Classification Code: S
Address: Department of Veterans Affairs;NCA Contracting Service;75 Barrett Heights Rd. Suite 309;Stafford VA 22556
Subject: S-- GREAT LAKES NATIONAL CEMETERY **JANITORIAL** SERVICES BASE YEAR, PLUS (4) ONE-YEAR
Solicitation Number: VA78616R0110
Response Date: 032916
Information Contact: KENNETH DOUGHERTY
URL: <https://www.fbo.gov/spg/VA/VANCA/VANCA/VA78616R0110/listing.html> 
Email Address: KENNETH.DOUGHERTY@VA.GOV
Set-aside: Service-Disabled Veteran-Owned Small Business
NAICS Code: 561720
POP Country: USA
POP Zipcode: 48442
POP Address: GREAT LAKES NATIONAL CEMETERY;4200 BELFORD ROAD;HOLLY, MI
Description: CO'S EMAIL VA786-16-R-0110 Pre Solicitation Notice for **Janitorial** Services for Great Lakes National Cemetery, 4200 Belford Road, Holly Michigan 48442 RFP VA786-16-R-0110 - The contractor shall provide all supervision, personnel, equipment, supplies, supervision, (to include Material Safety Data Sheets) and other items and services necessary to perform **janitorial**/custodial services at Great Lakes National Cemetery. Work consists of cleaning, sanitizing and maintaining all public restrooms, break room, administrative/public information building, Honor Guard, and maintenance building at Great



FBO ONLINE DEMO

RESOURCES:

- Federal Business Opportunities (FedBizOpps) website - <https://www.fbo.gov/>
- FAR: <https://www.acquisition.gov/?q=browsefar>
- Acquisition.gov is: <https://www.acquisition.gov/>
- Wisconsin Procurement Institute - Phone: 414-270-3600 www.wispro.org



UPCOMING EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- June 14, 2017 – **Understanding The Differences Between Federal Solicitation Types** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- June 21, 2017 – **Learning About Surety Bond Guarantee From The US.SBA** – [CLICK HERE](#) for additional information – presented by Tamara Murray, Underwriting Marketing Specialist, U.S. Small Business Administration
- July 5, 2017 – **Invoicing the Department of Defense Using WAWF/iRAPT** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)
- July 19, 2017 – **Market Research – Using the Federal Procurement Data Systems (FPDS)** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- August 2, 2017 – **Government Property Management for Federal Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)



Registration

For additional information regarding this event, contact Dave Olson at 608-338-8018 or Sam Sullivan at 414-270-3600.

PLEASE NOTE: Registration is required, and the registration fee does not include transportation or lodging.

Due to the security requirements of the base, registration will CLOSE on Wednesday, June 19.

CLICK HERE for Registration Information

Questions? [Click here](#) to contact Dave Olson for further information.

Location

The 11th Annual Volk Field Small Business Conference will take place at the

**Volk Field Air National Guard Base
100 Independence Drive, Building 475
Camp Douglas, WI 54618**

Please click [here](#) for directions!

11TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE!

*The future of Things in the Government, Industry and Economy
June 27-28, 2017 – Volk Field Air National Guard Base, Camp Douglas, WI*

This has been a year of many changes – change creates opportunity. Every day we hear in threats, obstacles and challenges facing small businesses. As you plan the future of your business, your strategic plan cannot just be based on what has happened in the past, but must include plans for rapid change.

[CLICK HERE](#) to view a recent press release.

Day ONE will focus on INDUSTRY and the ECONOMY. Topics will include the future of Manufacturing, Cyber Security, Impact of Changing Demographics, Small Business, our Bases and more. The day will end with an on-base reception for all attendees.

DAY TWO of this conference will focus on Government and Prime contractor market opportunities. Attendees will have the opportunity to learn from successful contractors and have the chance to meet with Government and Prime representatives.

The Volk Field Small Business Conference has drawn over **2,000 attendees across the region** in recent years. Businesses interested in contracting with federal, state, tribal and local governments should expect a range of presentations, panels and meetings with agency and prime contractor representatives and large businesses who would like to start or increase their government & commercial sales.

This conference will focus on **ISSUES** that will **IMPACT** your business direction, operations, strategy and growth.

volkfieldsbconference.org/

- Eric Ness, District Director, U.S. Small Business Administration, Wisconsin District
- Dennis Winters, Chief Economist, Wisconsin Department of Workforce Development
- Terry Whipple, Executive Director, Juneau County Economic Development Corporation
- Growth Adviser, UW-Stout Manufacturing Center
- Ron Hagermann, Chief Executive Officer, Composite Parts Company
- Danielle Jones, Sector Development Director, WEDC



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org



Presented By

Wisconsin Procurement Institute (WPI)

www.wispro.org

Carol Murphy | Business Development Specialist

Carolm@wispro.org 414-270-3600

**10437 Innovation Drive, Suite 320
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