



A Procurement Technical Assistance Center (PTAC)

A 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

November 17, 2016 – Milwaukee, WI



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

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

UPCOMING EVENTS

MAY 3 2018  
INTERSECWI 2018  
CAMP DOUGLAS, WI »

MAY 4 2018  
MADISON NIGHT IN MILWAUKEE  
MILWAUKEE, WI »

MAY 5 2018  
FOR MANUFACTURERS: BECOMING A SUPPLIER TO  
THE MILITARY AND THEIR PRIME CONTRACTORS  
EAU CLAIRE, WI »

MAY 10 2018  
ACQUISITION HOUR - THE GROWING NEED FOR  
FEDERAL CONTRACTORS TO IMPROVE THEIR  
COMPANY'S OVERALL CYBER-IQ

MAY 11 2018  
ACQUISITION HOUR - IMPLEMENTING SMALL BUSINESS  
SUBCONTRACTING PLAN AT YOUR COMPANY  
WEBINAR »

CURRENT OPPORTUNITIES (7)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

SIGN UP

HAVE A QUESTION? WE'RE HERE  
TO HELP.

One of our staff of experts is available to answer your  
questions.

GET HELP

## **-- MISSION --**

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

# WPI SERVICES

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities - Bid and proposal review and Submission Assistance
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process - Development of Market Profile
- Small Business Subcontracting Plans-Development, Outreach and Reporting
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

# From [WWW.USASPENDING.GOV](http://WWW.USASPENDING.GOV) (final numbers for FY16 not yet calculated)

## STATE PROFILE: WISCONSIN

Wisconsin Fiscal Year 2016 [Go](#)

## CONTRACTS DATA

Total Contract Funds Awarded - FY 2016

**\$2,623,501,904**

Total Number of Contract [Transactions](#) - FY 2016

**49,746**

Total Contract Funds to SubAwardees - FY 2016

**\$130,235,557**

Total Contract [Transactions](#) to SubAwardees - FY 2016

**321**

### TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$883,742,211
2. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$209,006,312
3. LOGISTICS HEALTH, INC.	\$190,918,349
4. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$183,834,126
5. TOWER INDUSTRIES, INC.	\$126,459,020

[Text View and More Details on All Prime Recipients](#)

### TOP CONTRACTOR SUB-AWARDEES

1. United Technologies Corporation	\$67,225,047
2. EXTREME ENGINEERING SOLUTIONS, INC	\$22,933,780
3. COLTEC INDUSTRIES INC	\$10,089,306
4. QUALITY MACHINING, INC	\$2,300,264
5. IN-PLACE MACHINING CO., INC.	\$2,206,500

[Text View and More Details on All Contractor Sub-Awardees](#)

# TOTAL Federal Manufacturing Sales

NAICS	Industry Name	2016	%	2015	%	2014	%
336411	Aircraft Manufacturing	\$35.53B	29.37	\$30.78B	26.26	\$31.54B	24.79
336414	Guided Missile and Space Vehicle Manufacturing	\$12.72B	10.51	\$11.23B	9.58	\$12.06B	9.48
325412	Pharmaceutical Preparation Manufacturing	\$9.22B	7.62	\$9.86B	8.42	\$8.31B	6.53
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	\$9.08B	7.5	\$10.04B	8.57	\$12.19B	9.59
334511	Search, Detection, Navigation, Guidance, Aeronautical, & Nautical System / Instrument Mfg	\$8.42B	6.96	\$8.51B	7.26	\$9.28B	7.3
336412	Aircraft Engine and Engine Parts Manufacturing	\$5.52B	4.56	\$4.25B	3.63	\$5.21B	4.09
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$2.81B	2.32	\$2.88B	2.46	\$3.29B	2.59
325411	Medicinal and Botanical Manufacturing	\$2.57B	2.12	\$2.14B	1.83	\$1.82B	1.43
332993	Ammunition (except Small Arms) Manufacturing	\$2.53B	2.09	\$1.66B	1.41	\$2.28B	1.79
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$2.42B	2	\$2.61B	2.23	\$1.58B	1.24
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$2.06B	1.7	\$2.16B	1.85	\$2.83B	2.22
334111	Electronic Computer Manufacturing	\$1.69B	1.4	\$1.90B	1.62	\$2.66B	2.09
332410	Power Boiler and Heat Exchanger Manufacturing	\$1.38B	1.14	\$1.58B	1.35	\$1.26B	0.99
334290	Other Communications Equipment Manufacturing	\$1.33B	1.1	\$1.41B	1.2	\$2.07B	1.62
339112	Surgical and Medical Instrument Manufacturing	\$1.22B	1.01	\$885.55M	0.76	\$842.04M	0.66
339113	Surgical Appliance and Supplies Manufacturing	\$1.21B	1	\$1.24B	1.06	\$1.31B	1.03
336111	Automobile Manufacturing	\$984.04M	0.81	\$919.08M	0.78	\$1.17B	0.92
311999	All Other Miscellaneous Food Manufacturing	\$881.92M	0.73	\$594.17M	0.51	\$495.70M	0.39
334419	Other Electronic Component Manufacturing	\$850.42M	0.7	\$971.69M	0.83	\$1.25B	0.98
334210	Telephone Apparatus Manufacturing	\$672.71M	0.56	\$949.05M	0.81	\$1.02B	0.8
	<b>TOTAL - Note not all of FY16 have been reported</b>	<b>\$121B</b>		<b>\$117B</b>		<b>\$127B</b>	

# Wisconsin Federal Manufacturing Sales

NAICS	Industry Name	2016	%	2015	%	2014	%
336212	Truck Trailer Manufacturing	\$474.70M	30.62	\$936.53M	56.63	\$296.58M	23.46
336992	Military Armored Vehicle, Tank, and Tank Component Mfg	\$268.41M	17.31	\$59.86M	3.62	\$102.19M	8.08
332993	Ammunition (except Small Arms) Manufacturing	\$213.08M	13.74	\$6.30M	0.38	\$79.72M	6.31
334517	Irradiation Apparatus Manufacturing	\$102.00M	6.58	\$119.17M	7.21	\$166.16M	13.14
337214	Office Furniture (except Wood) Manufacturing	\$61.22M	3.95	\$25.14M	1.52	\$37.02M	2.93
336390	Other Motor Vehicle Parts Manufacturing	\$49.34M	3.18	\$22.71M	1.37	\$21.26M	1.68
339112	Surgical and Medical Instrument Manufacturing	\$22.09M	1.42	\$11.51M	0.7	\$14.66M	1.16
336120	Heavy Duty Truck Manufacturing	\$21.08M	1.36	\$40.75M	2.46	\$61.58M	4.87
333618	Other Engine Equipment Manufacturing	\$20.34M	1.31	\$36.23M	2.19	\$26.44M	2.09
333120	Construction Machinery Manufacturing	\$17.32M	1.12	\$76.68M	4.64	\$22.79M	1.8
332216	Saw Blade and Handtool Manufacturing	\$16.28M	1.05	\$11.70M	0.71	\$40.03M	3.17
334290	Other Communications Equipment Manufacturing	\$15.23M	0.98	\$22.36M	1.35	\$21.25M	1.68
332911	Industrial Valve Manufacturing	\$14.55M	0.94	\$5.99M	0.36	\$5.11M	0.4
336211	Motor Vehicle Body Manufacturing	\$14.24M	0.92	\$13.21M	0.8	\$22.87M	1.81
339113	Surgical Appliance and Supplies Manufacturing	\$13.71M	0.88	\$12.61M	0.76	\$35.04M	2.77
334510	Electromedical and Electrotherapeutic Apparatus Mfg	\$11.80M	0.76	\$7.55M	0.46	\$32.14M	2.54
333923	Overhead Traveling Crane, Hoist, and Monorail System Mfg	\$11.51M	0.74	\$3.27M	0.2	\$10.88M	0.86
335999	All Other Misc Electrical Equipment and Component Mfg	\$8.92M	0.58	\$11.84M	0.72	\$4.96M	0.39
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$8.15M	0.53	\$8.91M	0.54	\$7.75M	0.61
316213	Men`s Footwear (except Athletic) Manufacturing	\$8.14M	0.52	\$3.34M	0.2	\$5.99M	0.47
	<b>TOTAL - note that FY16 not fully reported</b>	<b>\$1.55B</b>		<b>\$1.65B</b>			<b>\$1.26B</b>

# 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

# CAPABILITIES

1. Quote – Bid
2. Administer contracts / awards
3. Manage your supply chain
4. Appropriate quality level
5. Business Management Process (ERP etc...)
6. Accounting system that can identify, segregate and analyze
7. Appropriate certification – technical expertise and talent
8. Understanding of DoD process, requirements and concepts
9. Electronic capabilities vs. paper



# LEVERAGING 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.

# REGISTER AS A CONTRACTOR – SAM.GOV

The screenshot shows the SAM.gov website interface. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are login fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below the login area is a 'Create an Account' link. A dark blue navigation bar contains the following menu items: HOME, SEARCH RECORDS, DATA ACCESS, GENERAL INFO, and HELP. The 'SEARCH RECORDS' section is active and contains the following text:

**Search Records**

Looking for entity registration records or entity exclusion records in SAM?

- \* Use **Quick Search** if you know an entity's Business Name, DUNS number or CAGE code.
- \* Use **Advanced Search** to structure your search using multiple categories and criteria.

Are you a Federal government employee?

- \* Create a SAM user account with your government e-mail address and log into SAM before searching to see FOUO information and registrants who chose to opt out of the public search.

Conducting small business-focused market research?

- \* In addition to what is contained in SAM, small businesses may supplement information about themselves in the SBA's [Dynamic Small Business Search](#).

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**QUICK SEARCH:** Use one of the search bars below.

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

DUNS Number Search: Enter DUNS number ONLY

CAGE Code Search: Enter CAGE code ONLY

**SEARCH**    **Need Help?**

**ADVANCED SEARCH:** Use specific criteria in multiple categories to structure your search.

**ADVANCED SEARCH – ENTITY**

**ADVANCED SEARCH – EXCLUSION**

# SAM REPS and CERTS

- **MUST complete REPRESENTATIONS and CERTIFICATIONS** – by completing you are attesting to accuracy and that you have read the provisions.
- This information will apply to any contract that is awarded
- All questions are based on FAR / DFAR clauses  
<http://farsite.hill.af.mil/>
- These will include:
  - Affirmative Action Compliance
  - Knowledge of Child Labor End Products
  - Biobased Product Certification
  - Felonies / back taxes
  - Debarment, suspension, ineligibility
  - Trade Agreements – Buy American
  - Other

# REGISTER AS A CONTRACTOR – DYNAMIC SMALL BUSINESS SEARCH

<http://dsbs.sba.gov/>

All form field

Phone num  
Address I

This is generally a self-certifying database. The SBA does not make any representation as Disadvantaged Business status. The SBA strongly recommends that contracting officers di

### Location of Profile

States: (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: [SBSS Public Web Services](#).

For more information, see also [SBA Certifications](#) in the search help page. Last modified: 07/13/2004 12:00:00 AM

# IDENTIFYING YOUR NAICS AND PSC CODES

<https://www.census.gov/eos/www/naics/>

U.S. Department of Commerce | Blogs | Index A-Z | Glossary | FAQ

United States Census Bureau

Topics: Population, Economy | Geography: Maps, Geographic Data | Library: Infographics, Publications | Data: Tools, Developers | About the Bureau: Research, Surveys | Newsroom: News, Events, Blogs

You are here: [Census.gov](#) > [Business & Industry](#) > NAICS

## North American Industry Classification System

[Main](#) | [History](#) | [Development Partners](#) | [Federal Register Notices](#) | [NAICS](#) | [FAQs](#)

### NAICS Search:

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

### Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools.

The official 2012 U.S. NAICS Manual includes definitions for each industry, background information, tables showing changes between 2007 and 2012, and a comprehensive index. The official 2012 U.S. NAICS Manual is available in print and on CD-ROM from the National Technical Information Service (NTIS) at (800) 553-6847 or (703) 605-6000, or through the [NTIS](#) Web site. Previous versions of the NAICS Manual are available.

Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

## PSC CODES

<http://support.outreachsystems.com/resources/tables/pscs/>



### Product Service Codes (PSCs)

- A - Research and Development
- B - Special Studies and Analyses - Not R&D
- C - Architect and Engineering - Construction
- D - Automatic Data Processing and Telecommunication
- E - Purchase of Structures and Facilities
- F - Natural Resources and Conservation
- G - Social Services
- H - Quality Control, Testing, and Inspection
- J - Maintenance, Repair, and Rebuilding of Equipment
- K - Modification of Equipment
- L - Technical Representative
- M - Operation of Government Owned Facilities
- N - Installation of Equipment

Select a category to the left to see its expanded product supply codes.

Or, search our tables for any supply codes that

What are product service codes? Also referre

# PREPARING YOUR MARKETING MATERIALS – this is IMPORTANT

- Business Card
- Capabilities Statement
- Website
- “Pitch”

# SOME MORE BASIC CONCEPTS

1. Locating specifications/ standards/drawings
2. Unique packaging requirement
3. On Time Delivery
4. Buy American Act
5. Specialty Metals
6. Counterfeit Parts
7. Understanding your contract requirements
8. Truthful Cost of Pricing Data
9. Subcontracting Plans
10. Commercial vs Non Commercial
11. Flow-down Clauses
12. Defense Contract Management Agency (DCMA)
13. Defense Contract Audit Agency (DCAA)

# MARKET RESEARCH - PROXITY

The screenshot shows a web browser window with the address bar displaying [www.proximity-ec.com/MainMenu.aspx](http://www.proximity-ec.com/MainMenu.aspx). The browser's address bar includes navigation icons (back, forward, refresh) and a search engine (Google). Below the browser window, the main menu is displayed with several categories of buttons:

- Research All Open Solicitations**
- Just My Opportunities**
- Just My Folders**
- My 90 Day Window**
- My Government RoadMap**
- Just My Contracting Officers**
- All Government Contractors (SAM)**

Below these are two columns of buttons:

- Parts/Products**
  - Machine Shops Opportunities
  - Search by NSN/NIIN
  - Drawings
  - NSN Market Analysis 3 years
  - NSN Forecasting
  - DLA Prime Contractors
  - Commercial Part Number to NSN
  - APL/AEL Historical
  - Mil-Spec or Non-Govt. Standards
- Research**
  - Expiring Contracts through 2019
  - Find Contracting Officers
  - Award History
  - Teaming/SubContractor Data
  - Prime Contractors By NAICS
  - Agency Profile
  - Business to Business Marketing
  - Federal and State Institutions
  - State, City, and County RoadMap

Not available to public but WPI has a license and can assist

# MARKET RESEARCH – USASPENDING.GOV



USA SPENDING.GOV  
An official website of the U.S. Government

Search Data by Keyword Search Site  
Enter Keyword Go  
Advanced Data Search

HOME ABOUT WHERE IS THE MONEY GOING REFERENCES DOWNLOAD CENTER CONTACT US

## WHAT IS USASPENDING.GOV?

USAspending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. [Learn More...](#)

### OVERVIEW OF AWARDS - FY 2016

The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.

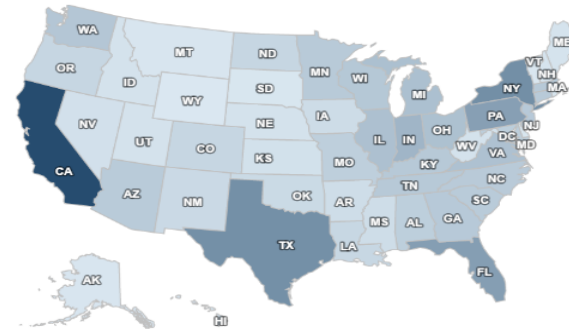


\*See explanation in [Glossary](#)

[Text View of Overview of Awards](#)

## AWARDS BY STATE - FY 2016

Roll over map to see data. Click on state for more details



0B 50B 100B 150B

[Text View of Awards by State](#)

### SHORTCUTS

- [FAQs](#)
- [Data Archives](#)
- [About the Data](#)
- [Download Center](#)
- [Contact Us](#)

### SEARCH FOR A RECIPIENT

Recipient Name Go

### See Awards in Your Neighborhood

ZIP Go

### SPENDING MAP



# MARKET RESEARCH – <https://www.fpds.gov/>

**Federal Procurement Data System - Next Generation**

» [Home](#) » [Newsroom](#) » [Reports](#) » [Status](#) » [Worksite](#) » [Archives](#) » [Training](#) » [Help](#)

**Login**

Log-In:

Password:

[Log In](#)

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)
- » You must click [here](#) for very Important D&B Information

**Registration**

- » [Register](#)
- » [Who Should Register?](#)

**FAQs**

**ezSearch**

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

**NIA - Operations in Iraq and Syria**

A new National Interest Action value 'Operations in Iraq and Syria' has been added to track the relief contracts.

For Web Portal users the value 'Operations in Iraq and Syria' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'O14S' when creating/updating documents through Business Services.

National Interest Action value 'Operations in Iraq and Syria' is valid from 09/14/2014 to 09/30/2015.

Contracts reported against 'Operations in Iraq and Syria' are available in the National Interest Action report starting Tuesday 10/07/2014.

**FY 2012 Small Business Goaling Report**

FY 2012 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

[Click here](#) for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

**NIA - Oklahoma Tornado and Storm 2013**

A new National Interest Action value 'Oklahoma Tornado and Storm 2013' has been added to track the relief contracts.

For Web Portal users the value 'Oklahoma Tornado and Storm 2013' is available for selection in the National Interest Action field dropdown. The Contract

**Top Req**

- » [Recovery Repor](#)
- » [Hurricane Sand](#)
- » [Hurricane Irene](#)
- » [Pacific Earthqua](#)
- » [Hurricane Earl F](#)
- » [Gulf Oil Spill Re](#)
- » [Haiti Earthquake](#)
- » [Hurricane Katrin](#)
- » [Hurricane Rita F](#)
- » [Other Hurricane](#)
- » [Oklahoma Torna Report](#)

**Latest I**

- » [NIA - Operation Assistance](#)
- » [Software Releas](#)
- » [Upcoming Releas](#)
- » [Data Managemen](#)
- » [Small Business](#)

# SET UP BID MATCHING and OPPORTUNITY REGISTRATIONS

- Usually not much time to respond – MUST be ready
- Focus on what you could really do
- Consider looking at bids for items that could include your capabilities

# FEDERAL AGENCIES

DIBBS: <https://www.dibbs.bsm.dla.mil/>

**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, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of 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.

*Registered User Log In*

- 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](mailto: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](#)

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REGISTER WITH NECO


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SEARCH SYNOPSIS

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 RECOVERY SYNOPSIS

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BUSINESS OPPORTUNITIES

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SUBMIT A BID

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FAQ

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SUBMIT FEEDBACK

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ASSOCIATED LINKS

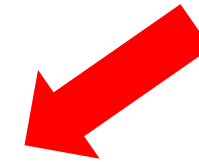
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[FAQ Links](#) | [Classification Codes](#) | [Abbreviations](#) | [Numbered Notes](#) | [Courses](#)

# FEDERAL AGENCIES

FBO – [www.FBO.gov](http://www.FBO.gov)



Training Videos  
Guides  
FAQs

**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**  
Solicitation Number: W31P4Q10R0123  
Agency: Department of the Army  
Office: Army Contracting Command  
Location: AMCOM Contracting Center - Missile (AMCOM-CC)

Notice Details Packages Interested Vendors List

Complete View  
Original Synopsis  
Presolicitation  
Mar 30, 2010

Return To Opportunities List Watch This Opportunity  
Add Me To Interested Vendors

ALL FILES  
Amendment 1  
Apr 13, 2010  
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)

# 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	<a href="#">List_All</a>
2014-10-08	1	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-10-07	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-10-03	1	0	3	1	0	0	0	0	<a href="#">List_All</a>
2014-10-02	0	0	6	0	0	0	0	0	<a href="#">List_All</a>
2014-10-01	0	0	7	0	0	0	0	0	<a href="#">List_All</a>
2014-09-30	0	0	0	2	0	0	0	0	<a href="#">List_All</a>
2014-09-25	0	0	0	1	0	0	0	0	<a href="#">List_All</a>
2014-09-22	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-18	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-17	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-15	10	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-11	2	0	0	0	0	0	0	0	<a href="#">List_All</a>

# 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

Cancel

>Next

>| Bot

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

# WPI FREE BIDMATCHING

Keywords: SOURCES SOUGHT

**FQ Type:** FBO BID  
**NSG 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](mailto:chastity.johnson@dla.mil) - Michelle W. Hardy, Acquisition Specialist, Phone [\(804\)279-2457](tel:8042792457), Fax (804)279-5817, Email [michelle.hardy@dla.mil](mailto:michelle.hardy@dla.mil)  
**URL:** <https://www.fbo.gov/spg/DLA/J3/DSCR-BSM/62281532/listing.html>  
**NAICS Code:** N/A  
**NAICS Code:** 336413  
**Country:** US  
**Zipcode:** 23297  
**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**

# 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

# PRIME CONTRACTORS

Let's go to [www.USASPENDING.gov](http://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/>

osn.oshkoshcorp.com/ssg.html

Most Visited Getting Started

**OSHKOSH** **OSHKOSH** **SUPPLIER NETWORK** **ONE OSHKOSH.**

**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

Supplier Standards Guide

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

Table of Contents  
Revised: 08-20-14

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

Section	Title	Current Revision
PO Notes	<a href="#">PO Notes</a> Per the Note Reference on the purchase order, this section references the contract, contract number, DPAS priority rating and technical drawing furnished against a Purchase Order, as well as applicable Supplier Standards Guide sections incorporated by reference.	08-20-14
A	<a href="#">SUPPLIER QUALITY MANUAL</a> This section provides information on certification requirements and how you will be rated as a supplier.	<a href="#">See OSN</a>

# Federal Prime Contractors

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

www.lockheedmartin.com/us/suppliers.html

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What We Buy

# Federal Prime Contractors

<http://sensing.honeywell.com/suppliers>

www.honeywellscportal.com//suppliers

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**Honeywell** | Sensing and Control Supplier Microsite

→ Honeywell.com → Sensing & Control → Test & Measurement

Search the Entire Sensing & Control Supplier Site

sensing.honeywell.com/suppliers Search

Home Product Portfolio Contact

Welcome to the Honeywell Sensing and Control Global Supply Management Microsite.

S&C Global Supply Management

- > Code of Business Conduct
- > S&C Oracle iSupplier Portal
- > S&C Terms & Conditions
- > Logistics Routing Guide
- > STEP Manual
- > Corrective Action (e-Cats)
- > Vendor Scorecard

**Welcome**

Welcome to the Honeywell Sensing and Control (S&C) Global Supply Management page. This site is your portal to guidelines and detailed information for working closely with us. You will find links to our Code of Conduct, Purchase Order T&C's, Logistics, Quality and other aspects of our integrated Supply Chain relationship that may apply to an order you have received from Honeywell S&C.

We plan to expand this page to include a password protected interface to your account where you will have access to our supplier scorecard summarizing important monthly metrics such as On-Time delivery, PPM and other critical performance data. By sharing information in a more convenient

# Federal Prime Contractors

<https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>

The screenshot shows a web browser window with the URL <https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>. The browser's address bar also shows a search engine icon and the text "Google". Below the address bar is a navigation bar with the text "Most Visited" and "Getting Started". The main header features the logo "FINCANTIERI - Suppliers" on the left, "home" in the center, and "ita" on the right. A vertical menu on the left side contains the following items: "Company", "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. Overlaid on the water graphic is the text "The sea ahead". In the bottom left corner of the page, there is a login section with the text "Enter" above two input fields labeled "Username" and "Password", and a "Go" button below them.

# 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



## MARKETPLACE 2016 BUYER MEETINGS

Buyers wishing to register for Marketplace 2016, please [CLICK HERE](#).  
To view the Marketplace 2016 Conference website, please [CLICK HERE](#).

Buyers from Federal, State, and Local Government agencies, as well as Corporations, will be attending 2016 and participating in individual sales meetings with attendees. As an attendee, you will have the opportunity to meet with buyers from government agencies as well as large businesses from 9:00 am – 11:30 am and – 3:00 pm on Wednesday, December 14

### Buyers Attending Marketplace 2016

This page will be updated as we confirm additional buyers – make sure to check back often!

#### Federal Government

- Environmental Protection Agency (EPA)
- U.S. Forest Service (USFS)
- U.S. Department of Veterans Affairs (VA)

#### State Government

- State of Wisconsin Bureau of Procurement
- State of Wisconsin Department of Children and Families
- State of Wisconsin Department of Corrections
- State of Wisconsin Department of Workforce Development
- Wisconsin Department of Transportation (WisDOT)

#### Local Government

- Housing Authority of the City of Milwaukee (HACM)
- Milwaukee County – A&E
- Milwaukee County – Information Management Services Division (IMSD)
- Milwaukee County – Procurement
- Milwaukee County Transit
- Milwaukee County Zoo

#### Corporate Buyers

- Global Finishing Solutions
- HGA Architects and Engineers
- Master Lock Company
- Michels Corporation
- Quarles & Brady LLP
- Rockwell Automation
- Spacesaver Corporation

#### Universities

- Marquette University
- University of Wisconsin – Milwaukee
- University of Wisconsin System

#### Buyers Located in the Exhibit Area

- Oshkosh Defense

# 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 <a href="mailto:josephs@wispro.org">josephs@wispro.org</a> 414-270-3600
Register Online	<b>Register for Event</b>

**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

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 / DFAR Update
- Regulatory Changes Impacting Small Business
- Contractor Purchasing System Review (CPSR) Guidebook Update
- AND MUCH MORE....

## Speakers include:

- Lieutenant Colonel Matthew A. Phelps, Commander DCMA Milwaukee MCWA
- William Hughes, Attorney and Shareholder, Husch Blackwell
- Eric Ness, Wisconsin District Director, US SBA
- Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies and President NCMA Wisconsin Chapter
- Phil Bail, CPCM, Fellow NCMA and President, Phil Bail & Associates
- Aina Vilumsons, Executive Director, Wisconsin Procurement Institute and Board Member NCMA Wisconsin Chapter

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

# WPI CONTACTS

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5 Systems Drive, Suite 201, Appleton, WI 54914  
Cell: 920-840-4699