



A Procurement Technical Assistance Center (PTAC)

# SELLING PRODUCTS AND SERVICES TO THE FEDERAL GOVERNMENT APPLETON, WI October 4, 2017



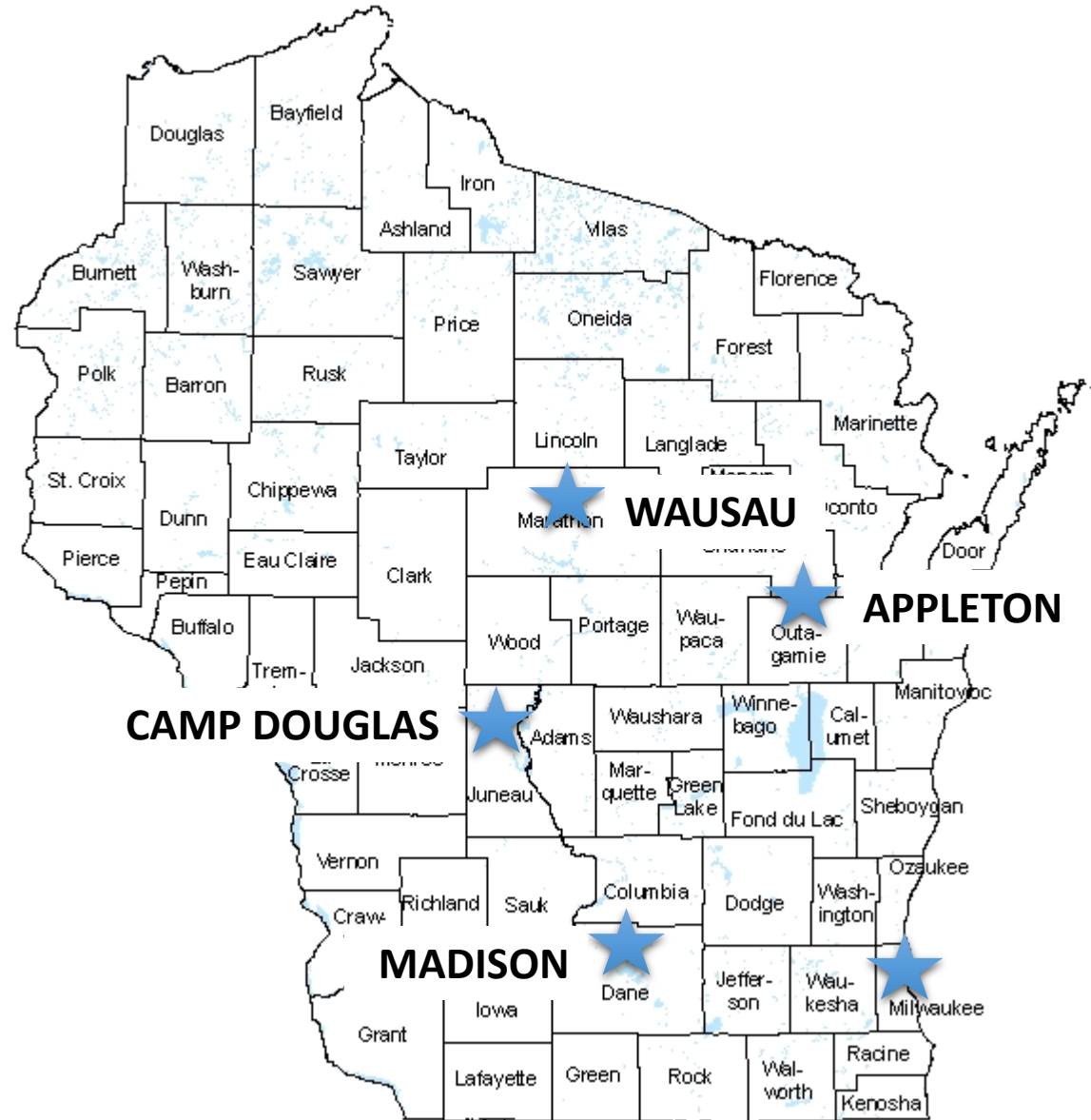
# ABOUT WPI SUPPORTING THE MISSION

Celebrating 30 years of  
serving Wisconsin businesses!

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

## WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
  - *Madison Enterprise Center*
  - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



## ACQUISITION HOUR: PROTESTS, CLAIMS AND DISPUTES IN FEDERAL CONTRACTS - OCT. 3RD

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

### UPCOM

OCTOBER 4:  
ACQUISITIO  
SUBCONTR.

OCTOBER 4:  
SELLING PR  
GOVERNME  
AIRCRAFT A  
APPLETON.

OCTOBER 11  
PRE-MARKE  
MARGINS (M  
NETWORKS  
FITCHBURG

OCTOBER 12  
PRE-MARKE  
MARGINS (M  
NETWORKS  
BOWLER »

OCTOBER 17  
ACQUISITIO  
INVOICING I

### CURREI

#### 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 TO HELI

One of our s  
questions.

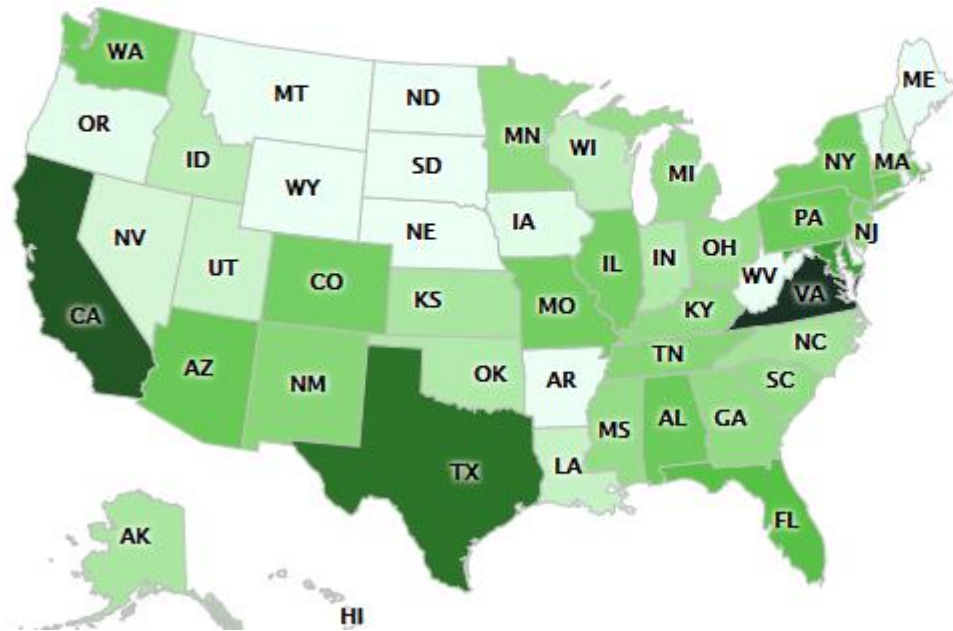
GET HI

## SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- 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
- Small Group Training
- 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, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

## Spending by State (Company Headquarters)

Fiscal year - 2017



WI - \$2.3 bill  
with 90 day  
reporting lag  
by DOD

FY2016 -  
\$3.73 bill



### TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$734,105,714
2. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$185,096,156
3. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$182,536,263
4. LOGISTICS HEALTH, INC.	\$148,726,585
5. GENERAL ELECTRIC COMPANY	\$63,931,685

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

### TOP CONTRACTOR SUB-AWARDEES

1. COLTEC INDUSTRIES INC.	\$44,480,373
2. LEONARDO SPA	\$43,865,442
3. EXTREME ENGINEERING SOLUTIONS, INC	\$16,729,850
4. DOVER CORPORATION	\$10,682,856
5. TWIN DISC INCORPORATED	\$8,782,721

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

Note: Dover – PDQ in DePere

# LETS GET STARTED

- Register as a contractor
- The impact of Small Business Programs
- Basic expectations of the contractor
- Visibility to the agencies
- Locating opportunities

# REGISTER AS A CONTRACTOR – [WWW.SAM.GOV](http://WWW.SAM.GOV)

**FREE**

## WHY ? MUST BE CURRENT

- Required to get a contract
- Required for payment
- Database used by Federal agencies to locate sources

The screenshot displays the SAM.gov website interface. At the top, there is a navigation bar with the SAM logo and the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right of the logo are input fields for 'Username' and 'Password', a 'Log In' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below the navigation bar is a dark blue menu with links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'CHECK STATUS', 'ABOUT', and 'HELP'. The main content area features a paragraph stating that SAM is an official U.S. government website with no cost to use. Below this is a list of reasons to use SAM: register to do business with the U.S. government, update or renew entity registration, check status of an entity registration, and search for entity registration and exclusion records. A 'Getting Started' section follows, with three columns: 'Create A User Account' (with a person icon), 'Register Entity' (with a folder icon), and 'Search Records' (with a magnifying glass icon). Each column includes a brief description of the step and a note that federal users can log in for additional information.

## U.S. Registrants:

- Your DUNS Number, Legal Business Name, and Physical Address from your Dun & Bradstreet (D&B) record. If you don't already have one, you can [request a DUNS Number for FREE](#) from D&B.
- Your Taxpayer Identification Number (TIN) and Taxpayer Name associated with your TIN. Review your tax documents from the IRS (such as a 1099 or W-2 form) to find your Taxpayer Name.
- Your bank's routing number, your bank account number, and your bank account type, i.e. checking or savings, to set up Electronic Funds Transfer (EFT).
- NAICS CODES  
<https://www.census.gov/eos/www/naics/>

## Advanced Search - Entity

Structure your search for entity registration records in SAM using a combination of criteria from multiple categories. Each category header expands the accordion to display your options. If you select more than one search term, results can meet either value, i.e. the system applies an OR logic. If you select search terms in multiple categories, results can meet all criteria, i.e. the system applies an AND logic.

### Search Tips:

- You will find business types and purpose of registration in the Entity Type category.
- You will find socio-economic indicators, such as SBA Certified 8(a) and HUBZone, in the Socio-Economic Status category.
- You can conduct a small business search by NAICS Code using the Products and Services category.
- [Search terms are defined in the SAM User Guide Glossary.](#)

<b>Registration Status</b>	<input checked="" type="checkbox"/> Active	<input type="checkbox"/> Inactive
<b>Registrations with an Active Exclusion(s)</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>Registrations with Debt Subject to Offset</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<input type="button" value="SEARCH"/>	<input type="button" value="CLEAR"/>	Within an accordion, search will be performed with an OR condition. Between accords, search will be performed with an AND condition.
<input type="checkbox"/>	Entity	
<input type="checkbox"/>	Entity Type	
<input type="checkbox"/>	Location	
<input type="checkbox"/>	Socio-Economic Status	
<input checked="" type="checkbox"/>	Products and Services	
	<input type="checkbox"/> NAICS Code	
	<input type="checkbox"/> Product and Service Code	

# REGISTER AS A CONTRACTOR - CONTINUED


[SBA Search Results](#)
[Mobile View](#)
[Print](#)
[Exit](#)
[Help](#)
[DSBS](#)
[Quick Market Search](#)
[TM OnLine](#)


[SBA Profile](#)

SBA Search Results

SBA Pro

Table Listing, with the firm is small in any of these NAICS the profile location is in: Wisconsin the profile's status is Active and randomized by original start time of search:

[Privacy Statement](#)  
[\(Back to Profile List, or](#)

**Identification, Location**

Data validation took 0.01 seconds. The count and search queries took 2.50 seconds and 3.01 seconds, respectively.

Displaying profiles 1 - 25 (of 43 profiles matching criteria):

This profile was last updated:  
Status:

05/23/2017  
Active

User ID: P0640286  
 Name of Firm: UNDERGROUND PIPELINE, INC.  
 Trade Name ("Doing Business As ..."): UPI MANUFACTURING  
 DUNS Number: 360913565  
 Parent DUNS Number: [114114077](#) (Opens parent's profile in a new window.)  
 Address, line 1: S 87 W 35670 GODFREY LN  
 Address, line 2:  
 City: EAGLE  
 State: WI  
 Zip: 53119-2332  
 Phone Number: 262-594-3305  
 Fax Number: 262-594-3326  
 E-mail Address: [Angela@upimfg.com](mailto:Angela@upimfg.com)  
 WWW Page: <http://www.upimfg.com>  
 E-Commerce Website: <http://jeffrey.dretzka@upimfg.com>  
 Contact Person: Angela Mattson  
 County Code (3 digit): 133  
 Congressional District: 01  
 Metropolitan Statistical Area: 5080  
 CAGE Code:  
 Year Established:  
 Accepts Government Credit Card:  
 GSA Advantage Contract(s):

**Capabilities Narrative:**

Armored Vehic parts, Metal stamping, Metal Cutting, Turning, Hardware, Fittings,

**Special Equipment/Materials:**

FLOW Mach 3 WaterJet 90,000 PSI 6'x24' bed, 2-OKK FLOW Mach 4 WaterJet 402

**Business Type Percentages:**

Manufacturing (80 %)  
Research and Development (20 %)

(Note: Size information is now

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	<a href="#">S3 International, LLC</a>	NICK WEISSENBORN	<a href="#">2101 W. Camden Rd. Milwaukee, WI 53209-3707</a>	Supply support provider of spares parts and components, repair
2	<a href="#">Technical Metal Specialties, Inc. T M S</a>	Timothy Michel	<a href="#">16555 W Ryerson Rd New Berlin, WI 53151-3633</a>	Fabricator of complete turn key custom metal products; laser cut
3	<a href="#">NORCO MANUFACTURING CORPORATION NORCO INDUSTRIAL DOORS</a>	David Eberle	<a href="#">2713 W NICHOLAS RD FRANKSVILLE, WI 53126-9796</a>	
4	<a href="#">DEFPACKS LLC</a>	Robert Freed	<a href="#">359 Rockport Rd Janesville, WI 53548-5236</a>	
5	<a href="#">Techni-turn Inc</a>	Brain Yehle	<a href="#">N50 W23001 Betker Dr, Unit D Pewaukee, WI 53072-1431</a>	
6	<a href="#">HUNTSINGER GROUP LLC</a>	Jeff Huntsinger	<a href="#">6565 N 60TH ST MILWAUKEE, WI 53223-5803</a>	
7	<a href="#">TRITEK DEFENSE PRODUCTS</a>	TREVOR L THORNTON	<a href="#">609 5TH AVE E ASHLAND, WI 54806-3314</a>	
8	<a href="#">UNDERGROUND PIPELINE, INC. UPI MANUFACTURING</a>	Angela Mattson	<a href="#">S 87 W 35670 GODFREY LN EAGLE, WI 53119-2332</a>	Armored Vehic parts, Metal stamping, Metal Cutting, Turning, Ha
9	<a href="#">McNally Industries, LLC</a>	DEBBIE THORESON	<a href="#">340 W Benson Ave Grantsburg, WI 54840-7004</a>	Full-service manufacturer from product design and testing to bui and aerospace applications.
10	<a href="#">ADVANCED LASER MACHINING, INC.</a>	BOB HOFFMAN	<a href="#">600 CASHMAN DR CHIPPEWA FALLS, WI 54729-4118</a>	Metal fabrication, forming, welding, assembly, powder coating.
11	<a href="#">CATALYTIC COMBUSTION CORPORATION</a>	Tina Williams	<a href="#">709 21ST AVE BLOOMER, WI 54724-1821</a>	Manufacturing of Air Pollution Control and Abatement Equipment. of equipment. Process Design
12	<a href="#">1PROSPECT TECHNOLOGIES, LLC ONE PROSPECT TECHNOLOGIES</a>	Greg Kolean	<a href="#">4694 OLD 8 RD RHINELANDER, WI 54501-2161</a>	1Prospect provides Network and Systems Engineerin Premier Partner, and Citrix reseller.
13	<a href="#">NGS Capital Management, LLC Oconomowoc Manufacturing</a>	Kyle Stoehr	<a href="#">856 Armour Rd Oconomowoc, WI 53066-3976</a>	
14	<a href="#">LA FORCE, INC.</a>	JOHN GILLIS	<a href="#">1060 W MASON ST GREEN BAY, WI 54303-1863</a>	
15	<a href="#">Red Flag Cargo Security Systems LLC</a>	Gregory Kleynerman	<a href="#">10545 W DONGES CT MILWAUKEE, WI 53224-1109</a>	
16	<a href="#">ADVANCED MANUFACTURING TECHNOLOGIES, INC.</a>	Peter Haftarski	<a href="#">1090 FALLS RD GRAFTON, WI 53024-9728</a>	We are a 100% Vietnam Veteran Owned small business specializ products. Visit our web site <a href="http://www.amt-wi.com">www.amt-wi.com</a>

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

**NAICS Codes with Size Determinations by NAICS:**

#	Primary?	Code	NAICS Code's Description
1	Yes	332999	All Other Miscellaneous Fabricated Metal Product Manufact
2		315990	Apparel Accessories and Other Apparel Manufacturing
3		325180	Other Basic Inorganic Chemical Manufacturing
4		326130	Laminated Plastics Plate, Sheet (except Packaging), and Si Manufacturing
5		332321	Metal Window and Door Manufacturing
6		332420	Metal Tank (Heavy Gauge) Manufacturing
7		332510	Hardware Manufacturing

# IMPACT OF SMALL BUSINESS PROGRAMS

- LIMITS COMPETITION
- Federal SMALL BUSINESS Goals:
  - 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
  - 5 percent of prime and subcontracts for [women-owned small businesses](#);
  - 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
  - 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;
  - 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses [VA also has both a veteran and service disabled veteran business preference].

# BASIC EXPECTATIONS OF A CONTRACTOR

- QUALITY – ISO and possibly AS 9100
- ITAR Compliance – potential
- Data / information / cyber security
- Delivery
- DOD / Federal regulations and standards (FAR – DFAR)
- Technical requirements
- Leadership / management buy-on – RESOURCES to SUPPORT

# VISIBILITY TO THE AGENCIES

- Registration in SAM and DSBS (previously discussed)
- When they go to SAM or DSBS:
  - Current contact information
  - Link to your website which clearly shows your capabilities, small business status and experience
- Market development
  - Have business card, CAPABILITIES STATEMENT, opening pitch and website ready to support what you do and have done.

# LOCATING OPPORTUNITIES



WI Procurement Institute Wednesday October 4, 2017

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

Client: W10934 Wisconsin Awards - Aina

### Select a Day to Review

Attn: Cookies must be enabled to ensure full functionality.

The DOD SBIR 17.3 and STTR 17.C Broad Agency Announcement (BAA) topics are now OPEN for proposal submission. This BAA will officially CLOSE on October 25, at 8:00 PM E.T.. The DoD SBIR program is made up of 13 participating Components: Army, Navy, Air Force, Missile Defense Agency, Defense Advanced Research Projects Agency, Joint Science and Technology Office for Chemical and Biological Defense, US Special Operations Command, Defense Threat Reduction Agency, National Geospatial-Intelligence Agency, Defense Logistics Agency, Defense Microelectronics Activity, the Office of Secretary of Defense, and the Defense Health Program. More information is available at <http://www.acq.osd.mil/osbp/sbir/>.

Effective October 1, 2017 there will be some changes made to the US SBA Small Business Size Standards. Details at <https://www.federalregister.gov/documents/2017/09/27/2017-20705/small-business-size-standards-adoption-of-2017-north-american-industry-classification-system-for>

Updated WPI training schedule at [www.wispro.org](http://www.wispro.org)

Records 1 thru 24 out of 24

RFQ Date	FBO	DLA	Other Fed	Web	Intnl	Local	NonFed	Awards	
2017-10-03	18	5	1	4	1	0	31	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-10-02	53	5	1	5	4	0	97	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-29	41	4	1	1	2	0	57	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-28	37	17	2	2	0	0	49	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-27	33	1	5	2	0	0	40	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-26	25	2	7	5	0	0	42	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-25	41	2	3	4	1	0	84	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>
2017-09-22	52	4	2	5	0	0	49	0	<a href="#">View</a> <a href="#">List</a> <a href="#">All</a>

# LOCATING OPPORTUNITIES

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main content area features a header for the opportunity: '16--DUCT ASSEMBLY,AIR C'. To the left of this header is the Department of Defense seal. Below the header, there are tabs for 'Notice Details', 'Packages', and 'Interested Vendors List'. The 'Notice Details' tab is active, showing a list of actions: 'Return To Opportunities List', 'Watch This Opportunity', and 'Add Me To Interested Vendors'. The main body of the page contains the following information:

**Solicitation Number:** SPE4A718T0763  
**Agency:** Defense Logistics Agency  
**Office:** DLA Acquisition Locations  
**Location:** DLA Aviation - BSM

**Notice Type:** Combined Synopsis/Solicitation

**Posted Date:** October 4, 2017  
**Response Date:** October 12, 2017

**Archiving Policy:** Automatic, on specified date  
**Archive Date:** November 11, 2017

**Original Set Aside:** N/A  
**Set Aside:** N/A

**Classification Code:** 16 -- Aircraft components & accessories  
**NAICS Code:** 336 -- Transportation Equipment Manufacturing/336413 -- Other Aircraft Parts and Auxiliary Equipment Manufacturing

**Synopsis:**  
Added: Oct 04, 2017 8:09 am  
Proposed procurement for NSN 1660000508206 DUCT ASSEMBLY,AIR C:

Line 0001 Qty 21.00 UI EA Deliver To: DLA DISTRIBUTION DEPOT OKLAHOMA By: 0170 DAYS ADO Approved sources are 24586 35-8671-508; 82918 35-8671-508.

The solicitation is an RFQ and will be available at the link provided in this notice. Hard copies of this solicitation are not available. Specifications, plans, or drawings are not available.

All responsible sources may submit a quote which, if timely received, shall be considered.

Quotes may be submitted electronically.

**Additional Info:**  
[DLA AVIATION](#)

**Contracting Office Address:**  
336413

# CURRENT OPPORTUNITY – DLA AVIATION

**DEFENSE LOGISTICS AGENCY**  
 ENTERPRISE BUSINESS SOLUTIONS  
**DLA INTERNET BID BOARD SYSTEM**

[Home](#) | [Solicitations](#) | [RFQs](#) | [RFP/IFB/Other RFQs](#) | [Tech Data](#) | [Downloads](#) | [Awards](#)

Navigation:

**Notice:** · [THE LINK - CONNECTING SUPPLIERS WITH DLA - ISSUE 6](#) » [Read Notice](#)  
 · [PIID Changes - Additional EDI Changes for EBS Transactions](#) » [Read Notice](#)

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

Location: [Home](#) » [Solicitations](#) » [RFQs](#) » **RFQ Record**

[ [RFQ Search](#) - [Recent RFQs](#) - [RFQs by Issue Date](#) - [RFQs by Return By Date](#) - [RFQs by FSC](#) ]

RFQ Package Data

Solicitation #	Status	Issue Date	Return By
<b>SPE4A7-18-T-0763</b> EPROC	<b>New</b>	10-05-2017	10-12-2017

Documents:

Solicitation: [SPE4A718T0763.PDF](#)  
 No Attachments

Item/Tech Data/Purchase Request:

#	NSN/Part No.	Nomenclature	Technical Documents	Purchase Request QTY
1	1660000508206	DUCT ASSEMBLY, AIR C		0071098067 Qty: 21

PR Status:  
**Being Processed**

# CURRENT OPPORTUNITY - NAVY

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers and Vendors to login or register, and an Accessibility link. The main content area features the Navy logo and the title "17--seeking sources to quote on national stock number 1720 011424270". The solicitation number is SPRPA117RZ039, and the agency is the Department of the Navy, Naval Supply Systems Command, located at NAVSUP Weapon Systems Support Philadelphia PA. There are tabs for "Notice Details" and "Packages". On the left, there is a section for "Original Synopsis" dated Oct 03, 2017 at 4:38 pm, with buttons for "Return To Opportunities List" and "Watch This Opportunity". The synopsis text includes the solicitation number, notice type (Sources Sought), and a note that no description is provided. A warning icon indicates that users should consult a list of document viewers if they cannot open a file. An attachment section shows a PDF file titled "SPRPA117RZ039\_16232-0006\_SRCS.pdf" with a description and a URL. The contracting office address is provided as SPRPA1 DLA Philadelphia DLR Procurement Ops DSCR-ZC DLR, Procurement Ops DSCR-ZC 700 Robbins Avenue Philadelphia, PA. The point of contact is DLA Aviation at 215-737-4794. On the right side, there is a sidebar with "ALL FILES" and "GENERAL INFORMATION" sections. The "ALL FILES" section shows an attachment from Oct 03, 2017. The "GENERAL INFORMATION" section lists the notice type (Sources Sought), posted date (October 3, 2017), response date, archive date, original set aside (N/A), and set aside (N/A). The classification code is 17 -- Aircraft launching, landing & ground handling equipment, and the NAICS code is 336 -- Transportation Equipment Manufacturing/336413 -- Other Aircraft Parts and Auxiliary Equipment Manufacturing. At the bottom of the main content area, there are buttons for "Return To Opportunities List" and "Watch This Opportunity".

# RECENT AWARDS AND OPPORTUNITIES - NASA

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

**Opportunities**  
[RETURN TO OPPORTUNITIES](#)

Opportunities List | [Advanced Search](#) | **Search Results** | [Archives](#)

[Refine Results](#) | [Clear Search](#)

1 - 20 of 58 Sort By [Posted On \(Desc.\)](#) ▼

Opportunity	Agency/Office/Location ▼	Type ▼ / Se
<a href="#">RA-1 Parachute System and Accessories</a> FA441717Q0153 16 -- Aircraft components & accessories	Department of the Air Force Air Force Special Operations Command 1 SOCONS- Hurlburt	Award
<a href="#">Woodward MPC Throttle Quadrant Assembly</a> 80AFRC17R0021 16 -- Aircraft components & accessories	National Aeronautics and Space Administration Armstrong Flight Research Center Office of Procurement	Award
<a href="#">Design and Installation of Nadir Research Portals in a NASA Gulfstream C-20B Aircraft</a> NNL17637308Q 15 -- Aircraft & airframe structural components	National Aeronautics and Space Administration Langley Research Center Office of Procurement	Award / Total
<a href="#">Kulite Pressure Transducers</a> 80AFRC17R0018 16 -- Aircraft components & accessories	National Aeronautics and Space Administration Armstrong Flight Research Center Office of Procurement	Combined Sy (Modified) / T
<a href="#">SOFIA TWO ENGINE REPAIRS</a> 80AFRC17Q0017 16 -- Aircraft components & accessories	National Aeronautics and Space Administration Armstrong Flight Research Center Office of Procurement	Award
<a href="#">Absolute Pressure Transducer</a> 80AFRC17R0027	National Aeronautics and Space Administration	Procurement

## SELLING PRODUCTS AND SERVICES TO DEPARTMENT OF DEFENSE PRIME CONTRACTORS – GETTING STARTED WITH A FOCUS ON AIRCRAFT AND AEROSPACE SUPPLIERS – PART TWO

NOVEMBER 2, 2017 APPLETON, WI

Start Date	November 2, 2017
End Date	November 2, 2017
Time	Registration: 11:45am, Program: 12:00pm - 1:00pm
Facility	Bordini Center, Fox Valley Technical College, BC143
Address	5 N Systems Dr, Appleton, WI 54914
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Register Online	<a href="#">Register for Event</a>

A business may determine that entering the Federal market as a SUBCONTRACTOR to a Federal prime contractor is a better fit. Although expectations of the subcontractor remain high, a prime can often act as a mentor or partner on a requirement and lower the risk to the subcontractor.

In this session we will focus on:

- What does a Federal prime look for in a subcontractor
- How to locate Federal prime contractors
- Visibility to the prime contractors
- Competition



Welcome

Upcoming Events

October 17, 2017  
 NDIA Great Lakes Chapter Annual Meeting  
 Navistar Defense HQ, Lisle IL



Register Today!

NDIA is America's leading defense industry association promoting national security. NDIA Membership means knowledge, access, influence, and contacts, regardless of role in the defense community. NDIA's 52 chapters, many of which are located near major military commands, research centers, and defense agencies, conduct programs to inform their communities about national security and the industrial base.

There are currently over 300 organizations consisting of more than 1180 active NDIA members in the Great Lakes Chapter. **Join us** and take advantage of everything the NDIA Great Lakes Chapter has to offer.



Past Gr



Senator Mark Kirk



General Peter J. Schoomaker (RET)



<http://ndia-greatlakes.org/>

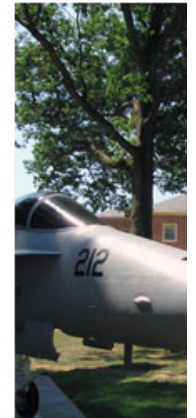


DLA Aviation

- Aviation Home
- What Aviation Offers ▼
- Doing Business With Aviation ▲
  - Customers (Military and Federal Customers) ▼
  - Industry Resources ▲
    - DLA Resources for Suppliers ▼
    - Parts Kitting Opportunities
    - Small Business Office
    - Forgings & Castings
    - Events (Industry days)
    - Replenishment Parts Purchase or Borrow (RPPOB)
- About Aviation ▼
- Aviation News
- Visitor Information ▼

Defense Logisti

Senior Partnersh  
 Spri



<http://www.dla.mil/Aviation/Business/Customers/Events/SEPRT.aspx>

# CONTACT INFORMATION

**Wisconsin Procurement Institute (WPI) - [www.wispro.org](http://www.wispro.org)**

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**Ken Kotloski | Government Contract Specialist**

**[KenK@wispro.org](mailto:KenK@wispro.org) 920-840-4699**

**Patricia Sullivan CFCM | Government Contract Specialist**

**[PatriciaS@wispro.org](mailto:PatriciaS@wispro.org) 920.840.3771**

**Fox Valley Technical College - DJ Bordini Center - Appleton, WI**

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**Aina Vilumsons | CEO**

**[AinaV@wispro.org](mailto:AinaV@wispro.org) 414-270-3601 Milwaukee, WI**