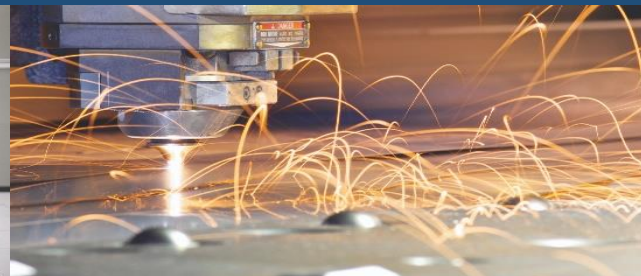
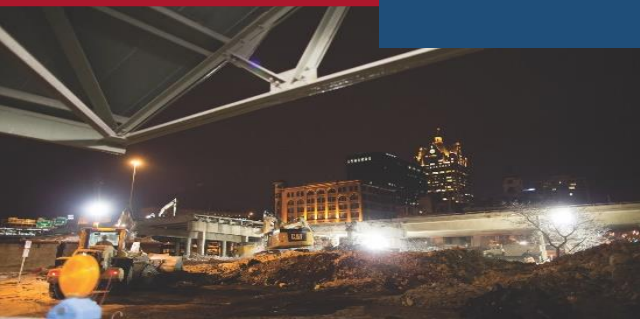
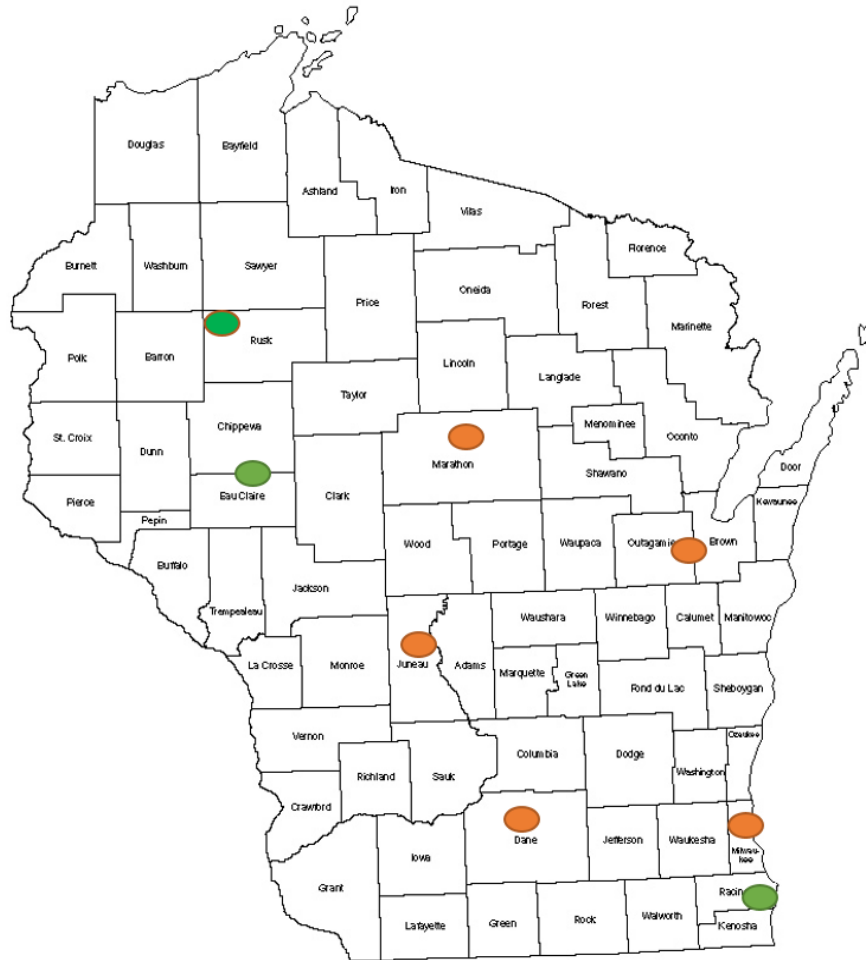




A Procurement Technical Assistance Center (PTAC)

What it Takes to Win SELLING TO STATE AND LOCAL GOVERNMENTS February 15, 2017





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

Search ...

[BLOG](#) [SERVICES](#) [ABOUT](#) [MY ACCOUNT](#) [DONATE](#) [CONTACT](#)



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[FEDERAL
GOVERNMENT](#)

[STATE & LOCAL
GOVERNMENT](#)

[OTHER
GOVERNMENT &
GRANTS](#)

[SUCCESS &
AWARDS](#)

[FAQS](#)

WPI'S CURRENT NEWSLETTER

www.wispro.org

UPCOMING EVENTS

FEBRUARY 7 2017
ACQUISITION HOUR: THE HUBZONE PROGRAM -
CERTIFICATION BENEFITS AND NEW REGULATIONS

FEBRUARY 7 2017
ACQUISITION HOUR – OVERVIEW OF DIBBS

FEBRUARY 14 2017
ACQUISITION HOUR – THE CONTRACTOR
PURCHASING SYSTEM REVIEW (CPSR) SERIES PART 2
OF 4

FEBRUARY 15 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW -
SESSION 1: ORIENTATION

FEBRUARY 15 2017
WHAT IT TAKES TO WIN – SELLING TO STATE AND
LOCAL GOVERNMENTS
MILWAUKEE, WI »

CURRENT OPPORTUNITIES (3)

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](#)

SELLING TO THE STATE AND LOCAL GOVERNMENT

February 15, 2017

Kate Hill



Experienced
Responsive
Effective

Heartland Information Research, Inc
6434 W. North Avenue
Wauwatosa, Wisconsin 53213
www.hirservices.com
P 414.727.2095 F 866.612.5083

STATE PROCUREMENT

STATE PROCUREMENT PROCESS

State laws require the use of the bid process whenever possible to promote free and open competition while allowing the state to pay the best price for an appropriate product. This is accomplished by awarding the solicitation to the lowest responsible bidder.

The State of Wisconsin recently adjusted its bid levels to streamline the purchasing process for state agencies and vendors.

For best judgment and simplified bidding procurements, agencies make a special effort to award to small businesses, veteran-owned businesses, disabled veteran-owned businesses, minority businesses, and work centers.

STATE PROCUREMENT PROCESS

Purchases of \$5000 or less

Purchases may be made from vendors who, according to the best judgment of the purchasing agent, can supply the item of appropriate quality at a reasonable price.

Purchases over \$5000 through \$50,000

The purchasing agent compares three or more bids from at least three or more bidders, whenever possible, from price lists, quotes on file, phone or verbal quotes, or written bids. The low bid price should be confirmed in writing by the vendor.

Over \$50,000

At this level, a formal process is used. Solicitations are advertised on the State of Wisconsin Public Notices website. In addition, the solicitations are posted on VendorNet.

STATE PROCUREMENT PROCESS

VendorNet does not provide information on highway or building construction projects. It contains only purchases of goods and services.

For Building Construction Projects – Go to the Department of Administration, Division of Facilities Development website for information.

For Road and Airport Construction Projects – Go to the Department of Transportation website and select the Doing Business option for information.

VENDORNET 2.0

The screenshot shows a web browser window with the URL <https://vendornet.wi.gov/Home.aspx>. The browser tabs include "VendorNet Home" and "List of Projects Out For Bid". The browser's address bar and menu bar are visible, along with various toolbars and navigation links. The main content area features a navigation menu with links for "VendorNet", "Registration", "Bids", "Contracts", "NIGP Codes", "Forms", "General Procurement", "FAQ", and "Contact Us". Below the navigation menu, the page displays a "Welcome to VendorNet" heading, followed by a paragraph of introductory text, a section of general information, a note about the scope of the site, and a final note regarding login compatibility.

VendorNet provides easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the state agencies and municipalities. Bidding and the time required to identify new vendors is minimized while vendors are automatically notified of new opportunities in their area of interest.

General information on how to do business with the state, names, addresses and telephone numbers of state agency procurement staff, and a summary of what the state buys.

Please note, **VendorNet does not provide information on highway or construction projects**; VendorNet is related to purchases of goods and services only. Please see the [Department of Administration, Division of Facilities Development](#) Web site for information on construction projects, and the [Department of Transportation](#) for road and airport construction projects.

Note: You will still be able to use your current VendorNet login with Version 2.0

VENDORNET 2.0

State of Wisconsin Bid Amendment - Message (HTML)

File

Message

From: VendorNet Communication <noreply@wisconsin.gov>
To: State Vendor List
Cc:
Subject: State of Wisconsin Bid Amendment

Agency Bid Number: 17-5693 - Bid Title: CONSULTATION SERVICES FOR FORWARD MADISON PROJECT STRAND EVALUATION (UW-MAD) [17-5693]

click [here](#) for bid info

NOTICE OF BID AMENDMENT

Dear Vendor:

Amendment #1 issued to: (1) the **DUE DATE** has been **EXTENDED** to: **June 21, 2016 @ 2:00 PM CDT** and (2) provide answers to questions received from proposers.

Amendment #2 was issued to answer a proposer's question.

Click on a photo to see social network updates and email messages from this person.



DEPARTMENT OF ADMINISTRATION

Department of Administrati... x | List of Projects Out For Bid | VendorNet Home | List of Projects Out For Bid

Logins | Bookmarks | DWD-JRConstruction (+5) | Phlexium Inc. | Richard Tai | Save | Generate
Web Slice Gallery | WildTangent Games

DEPARTMENT OF ADMINISTRATION | Google Custom Search | Search

Welcome!

Thank you for visiting DOA today. Our department has several key functions: we help the governor develop and implement the state budget, and we support other state agencies and their programs by offering services such as centralized purchasing and financial management. The ultimate goal of all our programs is to offer Wisconsin residents the most efficient, highest-quality state government services possible.



Join a VanPool



STATE OF WISCONSIN
VANPOOL



News from DOA

- [Madison State Office Master Plan Offers Savings for Taxpayers - 3/17/2016](#)
- [Jeff Anderson Named Wisconsin State Controller - 3/9/2016](#)
- [Governor Scott Walker Announces Grants Available for TEACH Educational Technology Teacher Training - 3/3/2016](#)

[More News...](#)

For State Employees

- [Document Sales](#)
- [Employee Assistance Program](#)
- [Facilities Service Request](#) (Login Required)
- [Records Center](#)
- [Reserve a Fleet Car](#)
- [Telephone & Email Directory](#)
- [VanPools](#)
- [DOA Job Opportunities](#)

Most Requested

 Apply for Raffle License	 Architect/Engineer Opportunities	 Budget / Budget Reports	 Calendar of Events	 College Savings Plans	 Construction Project Bidding
---	---	--	---	--	---



DEPARTMENT OF TRANSPORTATION

Internet Explorer browser interface showing the URL <http://wisconsin.gov/Pages/home.aspx>. The address bar includes navigation buttons (back, forward, search, refresh) and several open tabs: "Department of Administration ...", "List of Projects Out For Bid", and "VendorNet Home".

Browser menu bar with "File", "Edit", "View", "Favorites", "Tools", and "Help". Below the menu is a toolbar with various icons and a search box. The search box contains the text "Search". Other icons include "Logins", "Bookmarks", "(passcards)", "Phlexium Inc.", "Richard Tai", "Save", and "Generate".

WISCONSIN.GOV



State of Wisconsin Department of Transportation

ONLINE SERVICES

DMV

DOING BUSINESS

TRAVEL

SAFETY

PROJECTS AND

Search Wisconsin DOT

Welcome to WisDOT!

Thanks for visiting the Wisconsin Depart

- Engineers and consultants
- Contractors
- Civil rights and compliance
- Purchasing
- Local government
- Aeronautics
- Real estate / Right of way use
- Freight / Economic Dev

on the web. We're pleased to meet yo

CITY OF MILWAUKEE
Dontreal Teague

WHAT WE DO

- The City of Milwaukee's Office of Small Business Development (OSBD) was created to assist and protect the interests of emerging and small business concerns.
- OSBD's primary function is to serve as a gateway for small businesses to engage in and compete for city contracts.
 - SBE Certification
 - Encouraging Bid/RFP responsiveness
 - Compliance Monitoring
 - Technical Assistance
 - Financial Assistance



CITY INCLUSION EFFORTS

The Numbers:

- **Average Annual Spend \$152M**
- Construction: 25%
- The purchase of goods and services: 25%
- The purchase of professional services: 18%



SBE CERTIFICATION

The basics:

- Race and gender neutral program
- Application processing timeframe: 45-60 days
- \$50 Processing Fee Now Waived (New Online Processing)
- Certification valid for 3 years
- Applicants must meet several disadvantage criteria to be eligible for certification



QUESTIONS TO CONSIDER

- Does the City procure the commodities and services I provide?
- Do I have the capacity to provide the commodities and services the City procures?
- Am I willing to actively respond to Bids and Requests for Proposals (RFPs)?

WHAT DO WE BUY?

- Chemicals
- Oil products
- Police and fire equipment
- Forestry products
- IT-related and communications equipment
- Road materials
- Light and heavy duty vehicles and equipment
- Electrical / Traffic Supplies
- Water related supplies
- Replacement equipment and repair parts
- Office supplies and equipment
- Health services and supplies

SIGN UP FOR NOTIFICATIONS

Official Website of the City of Milwaukee

CALL for Action (414) 286-CITY | Click for Action

Directory Residents Business Visitors

Information and Services

E-Notify - Email Notifications

E-Notify

Get City Information by Email

By using E-Notify you can find out when important things happen in the City via email and text alerts. You can receive several different types of notices from the City of Milwaukee and Milwaukee Public Schools. Including news releases, meeting notices and agendas, job announcements, new property sale listings, bid notices, online auction items, and many others. Once you choose your topics, just sit back and wait for the pertinent information to come directly to you.

Receive email notification of crime activity in your neighborhoods - or in any area of Milwaukee
The Police Verified Offense Notification feature of E-Notify includes eight crime categories: aggravated assault, robbery, burglary, vehicle theft, theft, arson, criminal damage to property and locked vehicle entry. Notices will be sent Monday through Friday for each day's completed and supervisor-approved reports.

Receive text alerts
The City of Milwaukee provides text alerts for time-sensitive notifications such as parking restrictions during snow events, street sweeping, garbage and recycling pickup, amber alerts and Aldermanic news.

A valid email is required to sign up for E-Notify. We'll send your password to your email account (this only takes a minute). To ensure receipt of email from the City of Milwaukee, please add eservices@milwaukee.gov and MilwaukeeE-Notify@milwaukee.gov to your spam filter's safe list.

Please note: the same password applies to E-Notify and E-Service Request applications. In other words, if you have an E-Notify account, you do not need to create a new account to make a service request.

Select the menu titled "Subscriptions" after you have successfully logged in to see all your options for email, text alerts, bid subscriptions and Location Based Notifications.

Categories Include:

Location based notifications

- Licenses Applied for
- Neighborhood Services Activity
- Police Verified Offense

Information Updates

- Bronzeville District Updates
- Bulletin of Courses (City Employee only)
- Career Opportunities
- City Hall Rotunda and Zeidler Building Events
- City Charter and Code Updates
- DCD Targeted Investment Neighborhood News
- Environmental Sustainability Initiatives
- Health Alerts
- Health Department Calendar Alerts
- Landlord Training Schedules
- Library Events and Services
- License Division News
- Management Pay Plan News
- Map Milwaukee News
- Milwaukee Economic Development Corp. (MEDC)
- Office of Small Business Development
- On-line Auction
- Paid Sick Leave Ordinance Information
- Recreational Reader (MILW RECREATION)
- Winter Alerts
- Transfer/Promotional Opportunities
- Transit Strategy
- What's New on Milw. Public Works, mpw.net
- What's new on Milwaukee.gov

[Register, Sign-in or Reset Password](#)

E-NOTIFICATIONS

E-Notify : Communications from Milwaukee City, County, Public Schools, Elected Officials, and Agencies

Email Subscriptions | Location Based Subscriptions | **Bid Subscriptions** | Text Messaging | Update Information | Logout

Email subscriptions for **cjantz@milwaukee.gov**

Bid Notices - Commodities (from City of Milwaukee, County of Milwaukee, and Milwaukee Public Schools)

Bid Notices - Construction (from City of Milwaukee, County of Milwaukee, and Milwaukee Public Schools)

- | | | |
|--|--|--|
| <input type="checkbox"/> Building maintenance repairs | <input type="checkbox"/> DPW Paving | <input type="checkbox"/> Floor refinishing and repair |
| <input type="checkbox"/> DCD/NIDC Residential Rehabilitation | <input type="checkbox"/> DPW Recreation facilities | <input type="checkbox"/> General construction |
| <input type="checkbox"/> DPW Bridge structures | <input type="checkbox"/> DPW Sewer & water mains | <input type="checkbox"/> Masonry |
| <input type="checkbox"/> DPW Buildings - Construction | <input type="checkbox"/> DPW Water works facilities - Construction | <input type="checkbox"/> Milwaukee County Construction |
| <input type="checkbox"/> DPW Forestry | <input type="checkbox"/> Elevator maintenance and repair | <input type="checkbox"/> Other construction |

Recent/Top Procurement Request

VSC for Temporary Clerical Assistance Services

VSC for Property Deed Transfer Information Services

VC Misc Electrical supplies

VSC for Access Card Maintenance

VC Bond Counsel Services

VSC for Financial and Compliance Audits

VSC for Custodial Services

VSC for Title Search and Reporting Services

VSC for General Banking Services

VC for Protective Gauntlet Style Gloves

VC for Garbage and Recycling Carts

VSC for IT Professional Services

- VSC for Influenza
- Listening/Education Group Sessions
- VC Firefighter boots
- VSC for Arbor Jet Tree injection supplies and support
- VC for Harp Light Fixtures
- VC for De-Icing chemicals
- VSC for Ambulance/EMS Routine Billing Services
- VC for EMS/Paramedic Supplies
- VSC for delinquent account collection



OSBD CONTACTS

Nikki Purvis – *Manager*

Dontreal Teague – *Business Analyst*

James Methu– *Business Analyst Senior*

Phone: 414-286-5553

E-mail: osbd@milwaukee.gov

Website: city.milwaukee.gov/OSBD

City Hall Room 606 | 200 East Wells Street | Milwaukee, WI 53202

Office of Small Business Development

**MILWAUKEE METROPOLITAN
SEWERAGE DISTRICT**

**Kathy Oestreich
Mechelle McClinton**

COUNTY GOVERNMENT PROCUREMENT

COUNTY GOVERNMENT PROCUREMENT

- Different for each county
- Have the option to post opportunities on VendorNet
- Research
 - ❖ Large Counties: Dane, Milwaukee, Waukesha, etc. have separate Purchasing Department with multiple buyers responsible for procurement of goods and services
 - ❖ Small Counties: Part-time staff in Department of Administration or County Clerk's office

COUNTY GOVERNMENT PROCUREMENT


- ❖ Spending Forecast
- ❖ Vendor Registration
- ❖ Opportunity Notification
- ❖ Bidding Process

Online Demonstration if WiFi available and time allowed

COUNTY GOVERNMENT PROCUREMENT

Browser navigation bar showing address: <http://county.milwaukee.gov/MilwaukeeCounty7699.I>. Tabs include: HND-Census-Report-2013.pdf, MBDA Web Portal, Bid/RFP Postings, County of Milwaukee. Menu items: File, Edit, View, Favorites, Tools, Help. Search bar with "Search" text. Logins, Bookmarks, (logins) | Phlexium Inc., Richard Tai | Save, Generate, Home.

Navigation bar with "goMilwaukee > Milwaukee County" logo. Links: Home | Do Business | Live & Work | Departments | Services | Payments | Translate | Careers | Local Municipalities. Site Search input field with "GO" button. Sitemap link.



County of Milwaukee
Contact an Elected Official
County Executive
Milwaukee County Courts
County Board of Supervisors
Human Resources
Office of the Sheriff
House of Correction
Obtain Certificates, Records, Licenses, Passports
Budget Hearing Information
County Treasurer
Make a Payment
Careers
Accountability Portal (MCAP)

[Printable Version](#)

County of Milwaukee

Milwaukee.gov

Promoting Milwaukee County

Welcome to the GoMilwaukee website!



Domes Updates: All Domes Open as of October 29, 2016!
The Mitchell Park Conservatory Domes are an important and living part of Milwaukee's history. As of October 29, 2016 all three Domes are open to the public, in time for the upcoming harvest and holiday seasons. And you can tell us what you'd like to see happen next at the Domes by completing an [online survey](#).

[Click here to read more.](#)



Energy Assistance Program 2016
The Energy Assistance Program provides qualified Milwaukee County residents with a one-time annual payment to make energy (heating and electric) bills more affordable.

[Click here to read more.](#)

County Executive Chris Abele



[facebook](#)

Tweets by @ChrisAbeleMKE



Milwaukee County BOARD OF SUPERVISORS

[Special Reports](#)

COUNTY GOVERNMENT PROCUREMENT

Browser navigation bar showing address: <https://www.waukeshacounty.gov/>. Open tabs include: HND-Census-Report-2013.pdf, MBDA Web Portal, Bid/RFP Postings, and Waukesha County - Home. The address bar contains a search field with the text "Search".



Search...

Home | I want to + | Services + | Departments + | About +

Apply For:

- Marriage License
- Passport Information
- Job
- [Click here for more](#)

Pay and File:

- Court Documents
- Divorce
- Taxes
- [Click here for more](#)

Locate:

- Jail
- Parks / PLU
- Sheriff
- [Click here for more](#)

Look Up:

- IT Project Reports
- Court Calendar
- Recycling
- [Click here for more](#)

Request:

- Birth Certificate
- Death Certificate
- Marriage Certificate
- [Click here for more](#)

Find WC Info:

- Agendas / Minutes
- Budget Information
- County Board
- [Click here for more](#)

Report:

- Emergency Alerts
- Report Crime
- Road Closures

Help:

- Senior and Disability Services
- Alcohol / Drug
- Public Health

Work with WC:

- Contractor Supplier
- Register as Vendor
- View Bids

UPCOMING EVENTS
[View All Events](#)

Parks Online Services

QUESTIONS?

WPI Bid Matching Service

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

Upcoming Events

- **Acquisition Hour Live Webinar Series - Tuesdays and Wednesdays**
- **Growing New Customers with Government Contracting - The Federal Small Business HUBZone Program**
 - 2-28-2017 – Milwaukee, WI 3-1-2017 – Madison, WI 3-2-2017 – La Crosse, WI
 - 3-14-2017 – Hurley, WI 3-20-2017 – Sturgeon Bay, WI 3-21-2017 – Friendship, WI
 - 3-23-2017 – Siren, WI
- **Federal Acquisition Regulation (FAR) Review Session Webinar – Starting February 15, 2017**
- **SAME Midwest Small Business Expo – March 29 – 30, 2017 – Northbrook, IL**
- **What it Takes to Win – Writing an Effective Proposal – April 6, 2017 – Milwaukee, WI**
- **5th Annual U.S. Department of Veterans Affairs Business Conference – May 10, 2017 – Milwaukee, WI**
- **14th Annual Women’s Business Conference – June 8, 2017 – Eau Claire, WI**
- **11th Annual Volk Field Small Business Conference – June 27 – 28, 2017 – Camp Douglas, WI**

For Assistance or Additional Information - Contact

Wisconsin Procurement Institute (WPI)

Carol Murphy

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 or carolm@wispro.org