

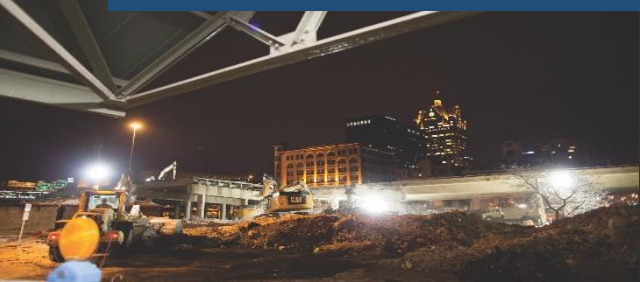


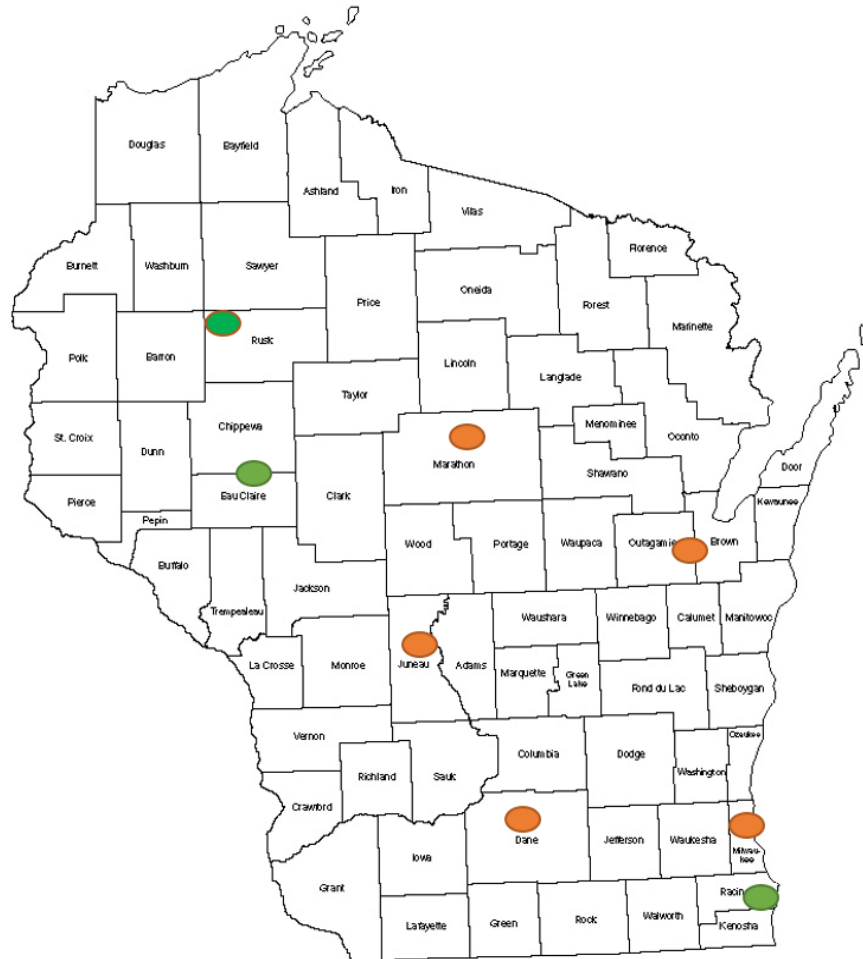
A Procurement Technical Assistance Center (PTAC)



ACQUISITION HOUR : SELLING TO THE STATE OF WISCONSIN AND LOCAL GOVERNMENTS

September 28, 2016





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 Region Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action

MY ACCOUNT

Hello benjaminb (not benjaminb? [Sign out](#)).

Current Opportunities [View All](#)

- 1. Olbrich Botanical Gardens Education Center and Production Greenhouse Construction - September 21, 2016** Architectural Consulting Services for Olbrich Botanical Gardens Education Center and Production Greenhouse
- 2. Milwaukee County Zoo planning \$44.6 million in exhibit upgrades - September 1, 2016** The Milwaukee County Zoo plans to spend about \$44.6 million on exhibit upgrades and construction projects over the next five years, according to an economic impact study completed this summer by a University of Wisconsin-Milwaukee economics professor. The study does not say how the projects will be paid for.

 The study, which was commissioned by the zoo to measure its annual economic impact on the four-county Milwaukee metropolitan area, includes a rough outline of planned construction projects through 2021.
- 3. Milwaukee County - Acquisition and Development of a Commercial/Building - August 15, 2016**
 Milwaukee County
 Request for Proposals
 Acquisition and Development of a Commercial/Industrial Building at 9150 Watertown Plank Road, Wauwatosa, WI 53226
 (Taxkey # 3729999017)
 RFP # 7131
 Issue Date: August 4, 2016

Latest Newsletters [View All](#)

WPI Acquisition Alert
September 6th 2016

October 3, 2016

Latest Presentations [View All](#)

A Winning Approach to Contract Award: Preparation, Lead Generation, Follow-Up and Closing The Deal

FROM OUR EXECUTIVE DIRECTOR

EVENT PRESENTATIONS

NEWSLETTER ARCHIVE

CURRENT OPPORTUNITIES

SELLING TO THE STATE AND LOCAL GOVERNMENT

September 28, 2016

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.

<https://vendornet.wi.gov/>

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

<http://www.doa.state.wi.us/Home>

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

<http://wisconsindot.gov/Pages/home.aspx>

VENDORNET 2.0

The screenshot shows a web browser window with the URL <https://vendornet.wi.gov/Home.aspx>. The browser's address bar shows two tabs: "VendorNet Home" and "List of Projects Out For Bid". The browser's menu bar includes "File", "Edit", "View", "Favorites", "Tools", and "Help". The toolbar contains various icons for navigation and utility, including a search bar with the text "Search", and buttons for "Logins", "Bookmarks", "WI-MBE (+24)", "Phlexium Inc.", "Richard Tai", "Save", and "Generate". Below the toolbar, there are several "Suggested Sites" with icons and text: "Toshiba App Place", "Web Slice Gallery", and "WildTangent Games".

The website's navigation menu is located at the top of the page and includes the following items: "VendorNet", "Registration", "Bids", "Contracts", "NIGP Codes", "Forms", "General Procurement", "FAQ", "Contact Us", and "Login".

Welcome to VendorNet

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

The Windows taskbar at the bottom of the screen shows the Start button, several application icons (Word, Internet Explorer, File Explorer, PowerPoint), and the system tray with the date and time: 5:48 PM, 6/11/2016.

VENDORNET 2.0

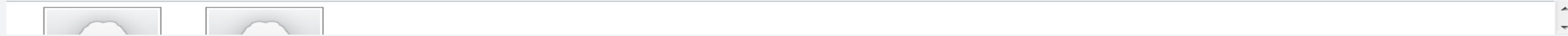
From: VendorNet Communication <noreply@wisconsin.gov>
To: State Vendor List
Cc:
Subject: State of Wisconsin Bid Amendment

Sent: Tue 6/14/2016 11:37 AM

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

The screenshot shows a web browser window displaying the Wisconsin Department of Administration website. The browser's address bar shows the URL <http://www.doa.state.wi.us/Home>. The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The toolbar contains various icons for navigation and utility, including a search bar with the text "Search" and a "Generate" button. The website header features the Wisconsin state logo and the text "WISCONSIN DEPARTMENT OF ADMINISTRATION". A search bar with the text "Google Custom Search" is located in the top right corner. The main content area is divided into several sections: a "Welcome!" message with a photo of a man in a suit, a "Join a VanPool" advertisement featuring a map of Wisconsin and a van, a "News from DOA" section with three news items, a "For State Employees" section with a list of links, and a "Most Requested" section with six icons and links. A red circle highlights the "Construction Project Bidding" link in the "Most Requested" section. The browser's taskbar at the bottom shows the Windows logo, several application icons, and the system tray with the date and time "4:01 PM 6/12/2016".

http://www.doa.state.wi.us/Home

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

File Edit View Favorites Tools Help

RoboForm Search Logins Bookmarks DWD-JRConstruction (+5) Phlexium Inc. Richard Tai Save Generate

Suggested Sites Toshiba App Place Web Slice Gallery WildTangent Games

WISCONSIN 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

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](#)
- [Job Opportunities](#)
- [DOA Staff Development &](#)

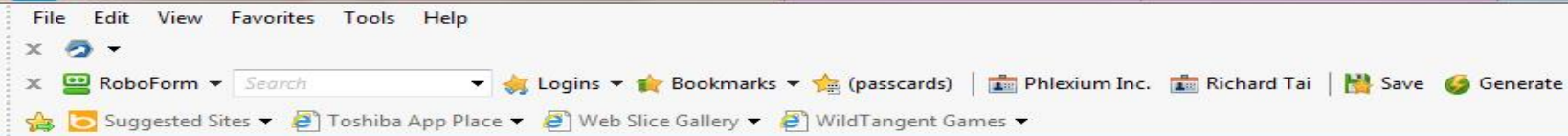
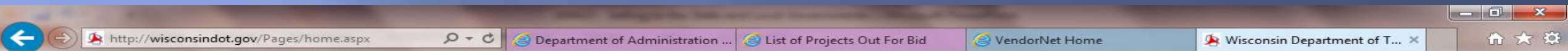
Most Requested

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

Home | Contact Us | Divisions | Legal/Acceptable Use | Media Room | Open Records

4:01 PM 6/12/2016

DEPARTMENT OF TRANSPORTATION



Wisconsin.Gov

Agency Directory Online Services



State of Wisconsin
Department of Transportation



ONLINE SERVICES

DMV

DOING BUSINESS

TRAVEL

SAFETY

PROJECTS AND STUDIES

ABOUT WISDOT

Search Wisconsin DOT



Welcome to WisDOT!

Thanks for visiting the Wisconsin Department of Transportation on the web. We're pleased to meet your business needs online. Our site provides you with the information and customer service you need at any time of the day.

Watch introductory video!

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



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

MUNICIPAL GOVERNMENT PROCUREMENT

MUNICIPAL GOVERNMENT PROCUREMENT

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

MUNICIPALITY GOVERNMENT PROCUREMENT

- ❖ Spending Forecast
- ❖ Vendor Registration (E-Notify, Onvia /Demandstar, or Others)
- ❖ Opportunity Notification
- ❖ Bidding Process

Online Demonstration if WiFi available and time allowed

OTHER PROCUREMENT OPPORTUNITES

- School District
- Sewage District
- Technical College District
- Transit Authority
- Airport
- Workforce Development Board
- Housing Authority

QUESTIONS?

Upcoming WPI Events – Acquisition Hour Webinars

- **Introduction to Certifications available to Minority Owned Businesses – October 11th, 2016**
- **Export Controls: Export Administration Regulations (EAR) – October 12th, 2016**
- **Understanding Your Obligations When Quoting And Receiving Awards From Defense Logistics Agency (DLA) DIBBS – October 25th, 2016**
- **Introduction to Certifications available to Woman Owned Businesses – October 26th, 2016**
- **Contract Closeouts: Preparing for a Smooth Ending – November 8th, 2016**
- **Export Controls – ITAR and Associated Requirements – November 9th, 2016**
- **Preparing for CPSR Audit – December 6th, 2016**
- **10 Issues in Federal Government Construction Projects – December 7th, 2016**

Upcoming WPI Events – premarketplacewi.org

- **Pre-MARKETPLACE 2016 Series - Winning Approach to Contract Award: Preparation, Lead Generation, Follow-Up and Closing The Deal**
 - **La Crosse** – October 4th, 2016 - Western Technical College; Room B121 in the Business Education Building 400 7th St N, La Crosse, WI 54601
 - **Keshena** – October 6th, 2016 - College of Menominee Nation N172 Hwy 47/55 Keshena, WI 54135
 - **Madison** – October 13th, 2016 - WWBIC Training Center 2300 S Park St #103 Madison, WI 53713
 - **Racine** – October 25th, 2016 - Gateway Technical College; Michigan Room 1001 S. Main Street, Racine, WI 53403
 - **Green Bay** – October 27th, 2016 - Wisconsin Economic Development Corporation (WEDC) 2071 Larsen Road Green Bay, WI 54303
 - **Wauwatosa** – November 3rd, 2016 - Milwaukee County Research Park - Technology Innovation Center 10437 Innovation Dr. Wauwatosa, WI 53226

Other Upcoming WPI Events

- **Fort McCoy Acquisition Open House** – October 18th, 2016 - Fort McCoy
- **Growing Your Business in Sawyer County Wisconsin** – October 20th, 2016 - Hayward
- **What it Takes to WIN – A Discussion with Successful GSA Schedule Contractors** – October 26th, 2016 – Milwaukee
- **Post-Election Federal Market Insights - Where's the Money?** – November 15th, 2016 - Milwaukee
- **What it Takes to WIN – Opportunities with the Department of Defense for Small Business Manufacturers** – November 17th, 2016 – Milwaukee
- **MarketPlace 2016** – December 13th-14th, 2016 - Milwaukee



QUESTIONS?

Continuing Professional Education



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

SURVEY



For Assistance or Additional Information contact

Wisconsin Procurement Institute (WPI)
Benjamin Blanc

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Milwaukee, WI 53226
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benjaminb@wispro.org