

ACQUISITION HOUR WEBINAR

Social Media

June 9, 2015



**Providing expert technical
assistance to
FEDERAL, STATE and LOCAL
GOVERNMENT
Contractors
And Subcontractors**

**A Procurement Technical
Assistance Center (PTAC)
Serving the Wisconsin Business
Community**

WPI Offices located at:

Milwaukee County Research Park

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

Juneau County Economic Development Corp.

122 Main St - Camp Douglas, WI 54618

608-427-2455 FAX: 608-427-2086

Western Dairyland EOC, Inc.

418 Wisconsin St. - Eau Claire WI 54703

608-427-2455 FAX: 608-427-2086

Fox Valley Technical College – DJ Bordini Center

5 Systems Drive – Appleton WI 54912

920-840-3771 FAX: 414-270-3610

Racine County Economic Development Corporation – Launch Box

141 Main Street, Suite 2, Racine, WI 53403

414-270-3600 FAX: 414-270-3610

Madison Enterprise Center

100 S. Baldwin St., Madison, WI 53703

608-444-0047 FAX: 414-270-3610

Food Enterprise & Economic Development (FEED)

1219 N. Sherman Ave., Madison, WI 53704

608-444-0047 FAX: 414-270-3610

Wausau Region Chamber of Commerce

200 Washington Street, Wausau, WI 54403

920-456-9990 FAX: 414-270-3610

www.wispro.org - info@wispro.org

June 9, 2015

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GRANTS](#)

[FAQS](#)

8 WAYS A SHUTDOWN WOULD DAMAGE HOMELAND SECURITY



UPCOMING EVENTS [→](#)

02/26/2015
FEDERAL PRIME CONTRACTOR GROUP MEETING
ST. FRANCIS (MILWAUKEE) »

03/03/2015
SMALL BUSINESS GOVERNMENT CONTRACTING
SERIES: SELLING TO THE DEPARTMENT OF VETERANS
AFFAIRS
WAUWATOSA »

03/04/2015
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT
WEBINAR »

03/09/2015
ENTERING THE GOVERNMENT MARKET - A PRIMER
RACINE »

03/11/2015
ACQUISITION HOUR: PREPARING FOR CSPR AUDIT
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](#)

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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 and Assistance, 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

Wisconsin Procurement Institute
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Telephone 414-270-3600
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www.wispro.org
Executive Director – Aina Vilumsons
info@wispro.org



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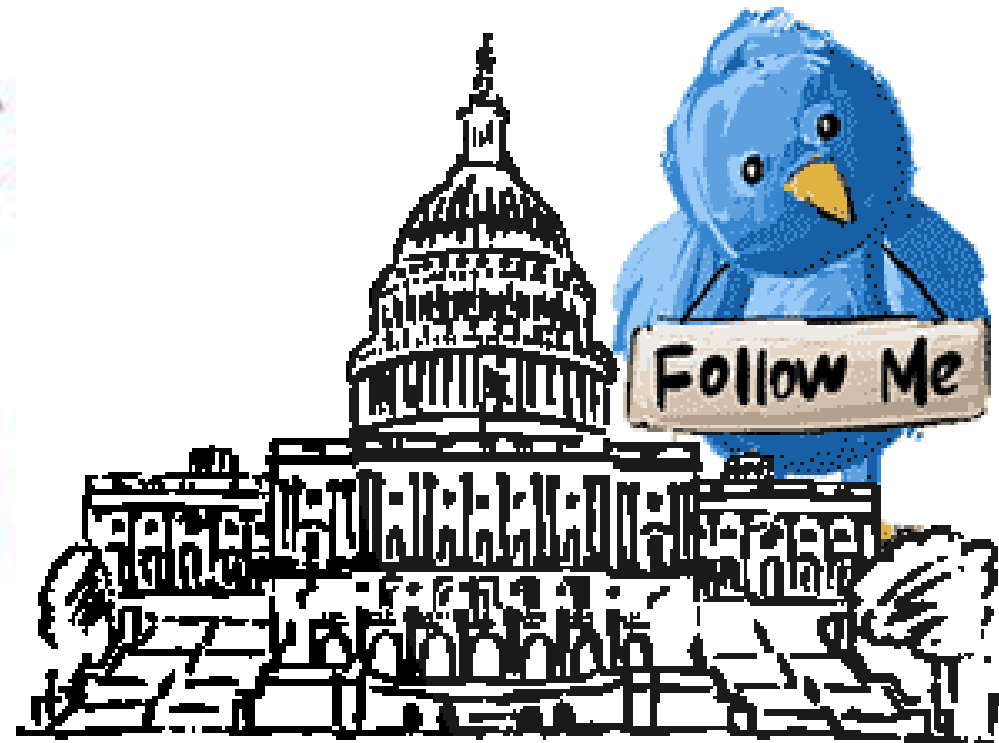
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Social Media Relationship Management to Grow Your Government Sales



Why Adding Social Media Is Important

Before Social Media – we were limited and often the information was outdated

1. www.fbo.gov
2. Agency websites
3. Official News

Now – adding Social Media

1. Information is current – and easy to find
2. Changes to regulations, opportunities are timely
3. Current training is available
4. Increased communications and feedback



Using Social Relationship Management to Grow Your Government Sales

- **Facebook has over 1 billion members**
- **LinkedIn has over 200M members in over 200 countries**
- **Every minute, 72 hours of video are uploaded to YouTube!**
- **Nearly every US Federal agency and all of the US Armed Forces have embraced at least one social media outlet!**

Top 15 Social Media Websites



1 | Facebook

3 - eBizMBA Rank | **900,000,000** - Estimated Unique Monthly Visitors | 3 - Compete Rank | 3 - Quantcast Rank | 2 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



2 | Twitter

12 - eBizMBA Rank | **310,000,000** - Estimated Unique Monthly Visitors | 21 - Compete Rank | 8 - Quantcast Rank | 8 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



3 | LinkedIn

18 - eBizMBA Rank | **255,000,000** - Estimated Unique Monthly Visitors | 25 - Compete Rank | 19 - Quantcast Rank | 9 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



4 | Pinterest

22 - eBizMBA Rank | **250,000,000** - Estimated Unique Monthly Visitors | 27 - Compete Rank | 13 - Quantcast Rank | 26 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



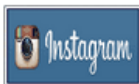
5 | Google Plus+

30 - eBizMBA Rank | **120,000,000** - Estimated Unique Monthly Visitors | *32* - Compete Rank | *28* - Quantcast Rank | NA - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



6 | Tumblr

34 - eBizMBA Rank | **110,000,000** - Estimated Unique Monthly Visitors | 55 - Compete Rank | *13* - Quantcast Rank | 34 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



7 | Instagram

77 - eBizMBA Rank | **100,000,000** - Estimated Unique Monthly Visitors | 49 - Compete Rank | 145 - Quantcast Rank | 36 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



8 | VK

97 - eBizMBA Rank | **80,000,000** - Estimated Unique Monthly Visitors | *150* - Compete Rank | *120* - Quantcast Rank | 21 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



9 | Flickr

123 - eBizMBA Rank | **65,000,000** - Estimated Unique Monthly Visitors | 138 - Compete Rank | 139 - Quantcast Rank | 91 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



10 | Vine

581 - eBizMBA Rank | **42,000,000** - Estimated Unique Monthly Visitors | 237 - Compete Rank | 335 - Quantcast Rank | 1,172 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



11 | Meetup

596 - eBizMBA Rank | **40,000,000** - Estimated Unique Monthly Visitors | 791 - Compete Rank | 701 - Quantcast Rank | 296 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



12 | Tagged

702 - eBizMBA Rank | **38,000,000** - Estimated Unique Monthly Visitors | 1,082 - Compete Rank | 615 - Quantcast Rank | 408 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



13 | Ask.fm

779 - eBizMBA Rank | **37,000,000** - Estimated Unique Monthly Visitors | 2,046 - Compete Rank | 113 - Quantcast Rank | 179 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



14 | MeetMe

1,457 - eBizMBA Rank | **15,500,000** - Estimated Unique Monthly Visitors | 1,407 - Compete Rank | 635 - Quantcast Rank | 2,328 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



15 | ClassMates

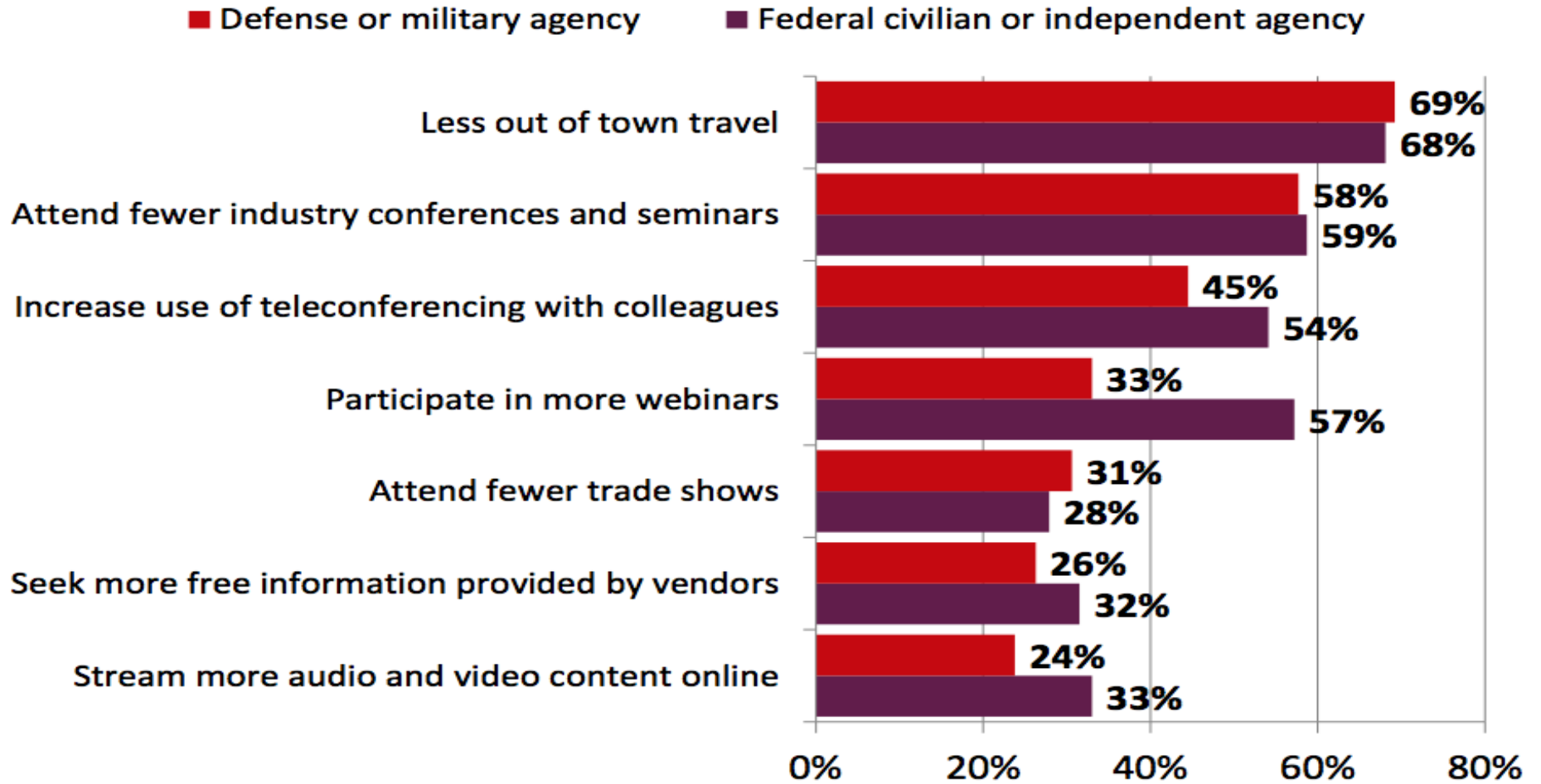
1,487 - eBizMBA Rank | **15,000,000** - Estimated Unique Monthly Visitors | 153 - Compete Rank | *285* - Quantcast Rank | 4,022 - Alexa Rank | April 1, 2015.
The Most Popular Social Networking Sites | eBizMBA



Social Media Market Research

Recent Survey of Social Media Utilization

Top Shrinking Budget Effects



Taken from defense contracting survey

Why is the Government using Social Media?

- Government agencies are embracing social media, using Facebook, Twitter, and other platforms for a variety of reasons including to educate, notify, communicate, acquire feedback and interact with the public.
- Governments are using social media for everything from handling 311 service requests to hosting real-time interviews with public officials to crowd sourcing ideas around public policies – (our representatives).
- At the same time, federal officials at the Department of Homeland Security are monitoring the buzz on social channels for threats to national security, local law enforcement is using it to locate and follow “the bad guys” as well as notify the public when threats exist.

Education, Notification, Communication & Feedback

Social Media at EPA

"Social media" refers to web-based and mobile technologies that people use to share information and ideas online.

These technologies let people create and share content in innovative and interesting ways. Social media offers many exciting possibilities for government agencies to communicate and collaborate with the public. It allows people to share new ways to use information that offer new insights or ways to solve problems.

EPA is using social media technologies and tools in the firm belief that by sharing and experimenting with information we greatly increase the potential for everyone to gain a better understanding of environmental conditions and solutions. But at the same time, we also make every effort to proceed deliberately, for example, to observe any requirements related to federal activities such as transparency, public process, or privacy. EPA doesn't endorse any particular social media site or technique.

On this page:

- [Twitter](#)
- [Facebook](#)
- [Blogs and Discussion Forums](#)
- [YouTube](#)
- [Flickr](#)
- [Google+](#)
- [Instagram](#)
- [Thunderclap](#)
- [Foursquare](#)
- [Widgets](#)
- [Challenge.gov](#)
- [Podcasts](#)
- [RSS Feeds](#)

Education, Notification, Communication & Feedback

Small Business Administration

Facebook, Blogs, Twitter, LinkedIn, & Google Plus

Facebook search results for 'small business sba.gov'. The top result is a post from the U.S. Small Business Administration dated January 8. The post text reads: 'Only about half of all small businesses have websites. Get tips on building a website: <http://owl.li/HDSXT>'. Below the text is a large 'B' logo and a link to 'Getting Your Small Business Website Right | The U.S. Small Business Administration | SBA.gov'. A second post from January 23 mentions a mentor and includes the hashtag #NationalMentoringMonth. A third post is titled 'Local Assistance | The U.S. Small Business Administration | SBA.gov' and includes the URL owl.li.

A screenshot of the SBA.gov website. The header includes the SBA logo and navigation links for 'Starting & Managing', 'Loans & Grants', 'Contracting', 'Learning Center', 'Local Assistance', and 'About SBA'. A central banner for 'Blogs' features a world map and the title '3 Resources To Help You Crack the Export...'. Below the banner is a sign-up form for email updates from SBA. The footer contains social media icons for Facebook, Twitter, YouTube, and LinkedIn.

A screenshot of the SBA Twitter profile. The profile name is 'SBA' (@SBAGov) and the bio states: 'The official Twitter account of the U.S. Small Business Administration. News, tips, and resources for the small biz community.' The profile shows 6,614 tweets, 645 following, 149K followers, 5 favorites, and 4 lists. A recent tweet from 3 hours ago is titled '11 Ways to Generate Word-of-Mouth About Your Business: owl.li/3xr7fR @Rieva #smallbiz' and has 25 retweets and 13 likes. The 'Who to follow' section lists accounts like SECNAV Ray Mabus, Readygov, and GEN Martin Dempsey.

A screenshot of the SBA YouTube channel. The channel name is 'U.S. Small Business Administration' with 8,650 subscribers. The featured video is 'An Introduction to SBA' with 10,682 views. Below the video are 'Popular channels on YouTube' including marieforio, American Express, Brian Tracy, Entrepreneur, NBRbzrpt, and Cody Hawk. A 'Whiteboard Video Series' section is also visible.

A screenshot of the SBA Google+ profile. The profile name is 'U.S. Small Business Administration' with 4,001 followers and 359,683 views. The bio includes the website <http://www.sba.gov>. A post from February 27, 2015, is titled 'National Entrepreneurship Week is coming to an end...' and includes a link to <http://owl.li/jkxdt>. The profile also features a 'Have them in circles' section with 4,001 people and a 'Build your following on Google+' section with a 'Create new page' button.

Education, Notification, Communication & Feedback

SBA Blogs & Local info



The screenshot shows the SBA Blogs - Contracting page. The header includes a menu icon, the title "Blogs • Contracting", and a search bar with "Search Blogs" and a magnifying glass icon. Below the header, there are three main articles on the left and a "Meet Our Contributors" section on the right. The first article is "How to Become a Small Business Government Contractor of Choice" with a share icon and social media links (RSS, Facebook, Twitter, Google+). The second article is "Increasing Mentor-Protégé Opportunities for all Small Businesses". The third article is "Is Your Small Business Ready to Sell to the Government?". The "Meet Our Contributors" section features three photos and names: Maria Contreras-Sweet (SBA Administrator), Tameka Montgomery (SBA Official), and Ann Marie Mehlum (SBA Official). There is also an "Archive" button at the bottom right of the contributors section.

Blogs • Contracting

Register Search Blogs

How to Become a Small Business Government Contractor of Choice

So you think you're ready to sell to the government, but is the government ready to buy from you? Government buyers are a discerning group. After all, we trust them to make the right procurement decisions with our taxpayer dollars. Yet, despite the fact that formal goals are in place to ensure...

March 18, 2015 - 7 comments

Increasing Mentor-Protégé Opportunities for all Small Businesses

The U.S. Small Business Administration (SBA) recently published a proposed rule to amend its regulations to establish a government-wide Mentor-Protégé Program for all small businesses as directed by the Small Business Jobs Act of 2010 and the National Defense Authorization Act of 2013 (NDAA)...

February 25, 2015 - 13 comments

Is Your Small Business Ready to Sell to the Government?

There are a number of steps any business needs to take to get started in government contracting, including determining if your business qualifies for small business certification, getting a DUNS number, registering with the System of Award Management (SAM), and more. But what about preparing your...

December 05, 2014 - 14 comments

New SBA Series Offers Focused HUBZone Training

The U.S. Small Business Administration (SBA) recently introduced the second online training module in a new series of mini-primers about the HUBZone program. The series is designed to help business owners and others – through short, focused learning exercises –

Meet Our Contributors

Maria Contreras-Sweet
SBA Administrator

Tameka Montgomery
SBA Official

Ann Marie Mehlum
SBA Official

VIEW ALL ▶

Archive

Twitter:

@SBAGreatLakes for Wisconsin, regional updates, events, resources for your business, training



The screenshot shows the Twitter profile page for SBA Great Lakes. The profile summary includes the SBA logo, 1,177 tweets, 314 following, and 1,322 followers. The bio states: "The official Twitter page of the U.S. Small Business Administration (SBA) in Region 5, which includes offices in IL, IN, OH, MI, MN, and WI. Chicago, IL · sba.gov/localresources...". Below the bio, there are two tweets. The first tweet is from SBA Great Lakes (@SBAGreatLakes) 2 hours ago, mentioning a contracting event on 5/8 from 8-1 pm CT with 5 Fed agencies, 4 #MKE area gov'ts, 100+ #SmallBiz, and asking to follow them at #DreamSmallBiz #MKE. The second tweet is a retweet from @hudmidwest 16 hours ago, asking for info on local Fed contracting opportunities and mentioning the BusinessUSA app and #DreamSmallBiz.

Profile summary

SBA TWEETS 1,177 FOLLOWING 314 FOLLOWERS 1,322 Following

SBA Great Lakes ✓
@SBAGreatLakes

The official Twitter page of the U.S. Small Business Administration (SBA) in Region 5, which includes offices in IL, IN, OH, MI, MN, and WI.
Chicago, IL · sba.gov/localresources...

Followed by BusinessUSA, Wisconsin Procurement and SBA.

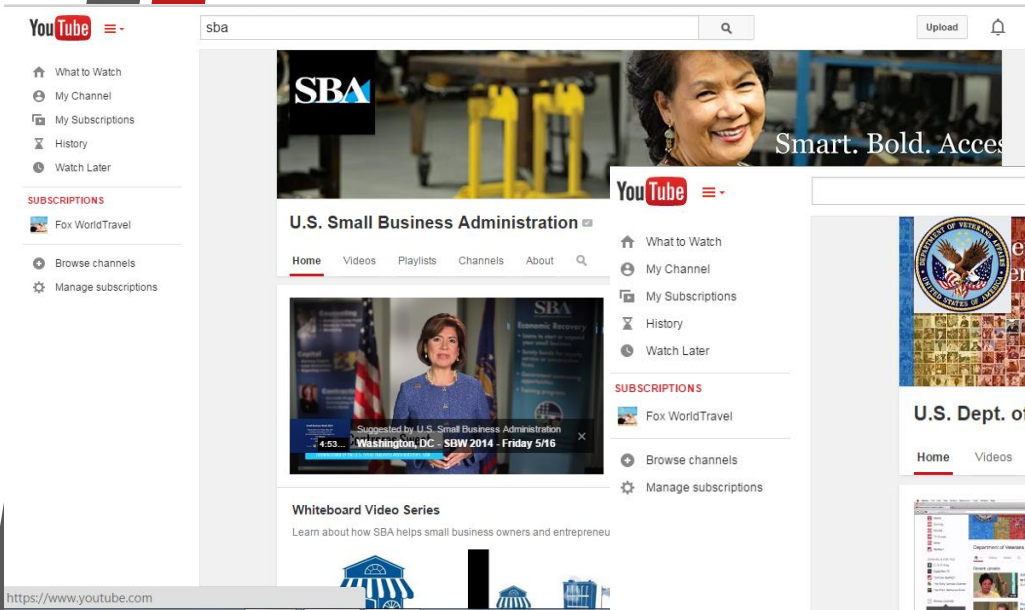
SBA Great Lakes @SBAGreatLakes · 2h
Follow the path to contracting 5/8 8-1 pm CT with 5 Fed agencies, 4 #MKE area gov'ts, 100+ #SmallBiz. Follow us at #DreamSmallBiz #MKE.
Details

SBA Great Lakes @SBAGreatLakes · 16h
RT @hudmidwest: Get info on local Fed contracting opportunities! Download the new BusinessUSA app BusinessUSA.gov #DreamSmallBiz
Details

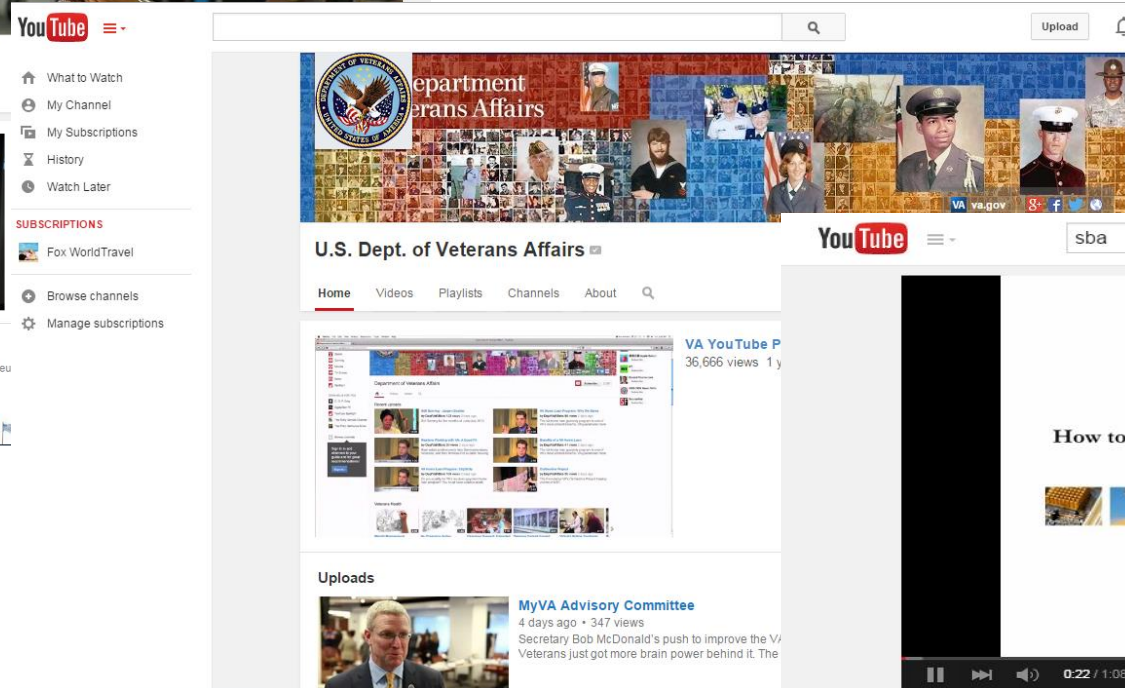
[Go to full profile](#)

Education, Notification, Communication & Feedback

YouTube



SBA



VA



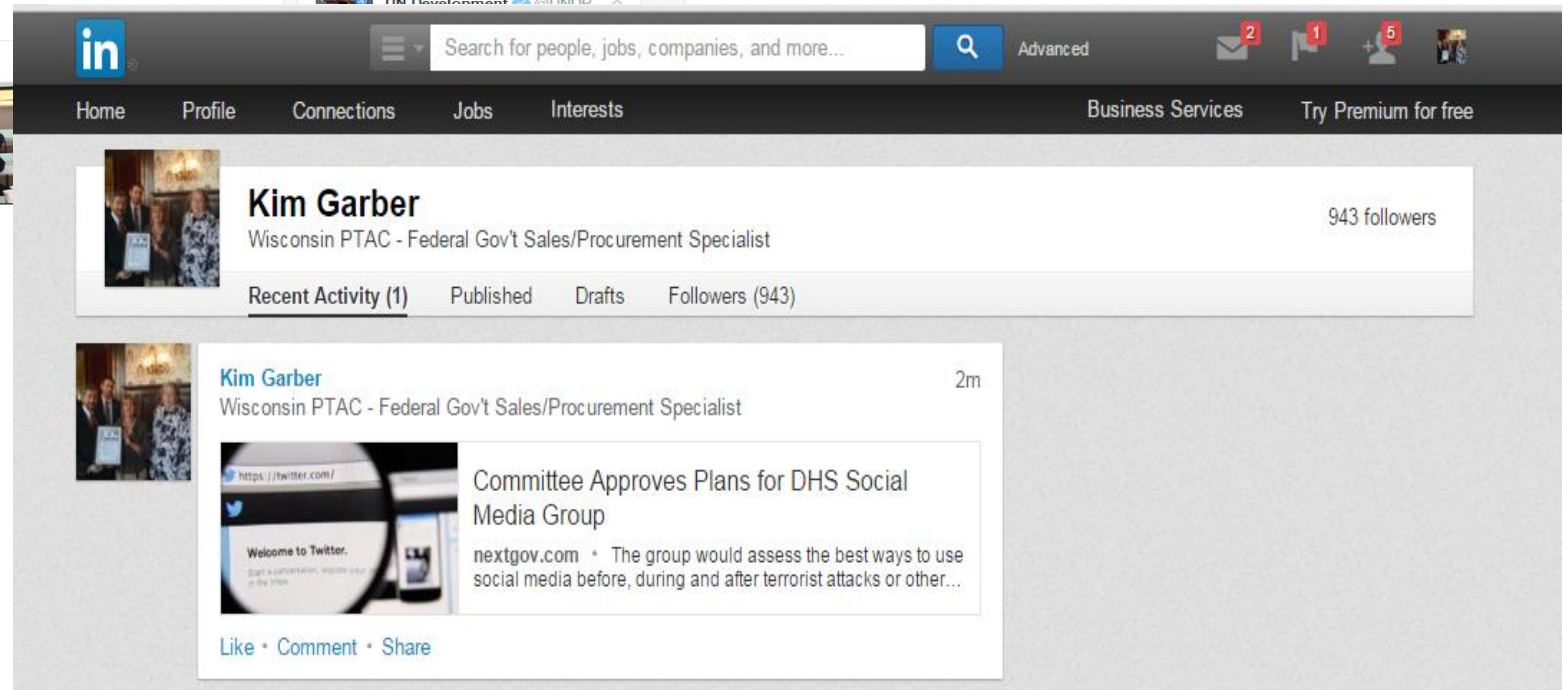
WOSB – International Market

Education, Notification, Communication & Feedback



Twitter

LinkedIn



Education, Notification, Communication & Feedback

Twitter



The screenshot displays the Twitter Town Hall event page. At the top, it reads "TWITTER PRESENTS TOWNHALL @ THE WHITE HOUSE JULY 6TH, 2PM EDT / 11AM PDT". Below this is a video player showing President Obama at a podium. To the right of the video, a message says "Thank you for participating! The live event is now over. You can still watch the recorded webcast or view the #AskObama conversation on Twitter." Below this is a section titled "Official Q&A Tweets" with three tweets from @whitehouse. At the bottom, there are three columns of text: "You Tweeted", "You Chose", and "The President Answered".

Twitter Town Hall

TWITTER PRESENTS
TOWNHALL
@ THE WHITE HOUSE
JULY 6TH, 2PM EDT / 11AM PDT

Thank you for participating!
The live event is now over. You can still watch the recorded webcast or view the [#AskObama](#) conversation on Twitter.

Official Q&A Tweets

whitehouse The White House
President Obama makes history as the first President to live tweet. Video: <http://t.co/i45AGYg>
Reply Retweet Favorite

whitehouse The White House
Lots of great Qs via [#AskObama](#) - Brian Deese, Economic Advisor to the President, will answer more tomorrow on Twitter. Stay tuned.
Reply Retweet Favorite

whitehouse The White House
MT [@twitterglobalpr](#): [@townhall](#) stats: 169,395 [#AskObama](#) Tweets. Hot topics: Jobs (23%) Budget (18%) Taxes (18%) & Education (11%).
Reply Retweet Favorite

jack Jack Dorsey [@jack](#) by [whitehouse](#)
At the [@whitehouse](#) tweetup! Great selection of Twitter users from all over

You Tweeted
Tens of thousands of questions were tweeted to [#AskObama](#) on Twitter about the economy, health care and other important issues. The response was amazing.

You Chose
Twitter Search algorithms identified the most engaged-with Tweets from your questions and retweets by a panel of seasoned Twitter users with experience discussing the economy.

The President Answered
Questions were read live to the President by Twitter's Executive Chairman Jack Dorsey; the questions and [@whitehouse](#) summaries were retweeted by [@townhall](#).


Education, Notification, Communication & Feedback

Newest to Social Media - Pinterest

USDA Research

Great research going on at the U.S. Department of Agriculture

Erica Bakota 39 Pins 75 Followers [Follow board](#)



Newcastle disease can be devastating to chickens. While not yet common in the U.S., in foreign countries, outbreaks can kill 80-90% of infected birds. However, vaccination allows nearly 100% of birds to survive. Scientists at the USDA ARS Southeast Poultry Research Laboratory have developed an NDV vaccine-evaluation procedure that could help develop improved poultry vaccines. They showed that by using genotype-matched vaccines, a significant reduction in viral shedding and death may be achieved.

Two new berries have been developed, thanks to scientists at the USDA Agricultural Research Service in Corvallis, Oregon. Sweet Sunrise is a new, high-yielding strawberry cultivar that ripens in June. It produces large, firm, attractive fruit with excellent quality. These characteristics make it well suited for the fresh or processed fruit markets.

USDA scientists and their collaborators have found that naturally occurring compounds — alkaloids — that are found on the skin of certain poison frogs can incapacitate and kill fire ants. The red imported fire ant damages crops, devastates small animal populations and inflicts painful stings to livestock as well as to humans. To determine whether these alkaloids would kill fire ants, scientists at the Agricultural Research Service partnered with researchers at the Smithsonian and the NIH.

Pinned from agresearchmag.ars.usda.gov

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Government Contracting 101

Part 1.
Overview of Small Business Programs
(3-Part Series)

U.S. Small Business Administration
Office of Government Contracting and Business Development
March 2015 (revised)

[SBA](#) [Small Business Guide](#)

Found on [sba.gov](#)

Amy R · 7 weeks ago
Government Contracting 101

Kim Garber · That's you!

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Work Amy R

More from [sba.gov](#)

Search Kim [Follow](#)

U.S. Army [Follow](#)

Army Chow: MRE's or Better

Women in the #USArmy

Seeds of Greatness

Blast

Veterans

The Ultimate Sacrifice

#Army Strong Families

Army

<https://www.pinterest.com/usarmy/seeds-of-greatness/>

Locating Contacts and Opportunities

Office of Small and Disadvantage Business Utilization

Search and Like or Link
to all these offices!



Federal OSDBU Directors Interagency Council

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FEDERAL OSDBU MEMBERS

- Defense Contract Management Agency (DCMA)
- Defense Information Systems Agency (DISA)
- Defense Logistics Agency (DLA)
- Department of the Air Force
- Department of the Army
- Department of Defense
- Department of Defense Education Activity (DoDEA)
- Department of the Navy
- Federal Deposit Insurance Corporation
- General Services Administration
- National Aeronautics and Space Administration
- National Science Foundation
- Nuclear Regulatory Commission
- Office of Management and Budget (Executive Office of the President)
- Smithsonian Institution
- Social Security Administration
- U.S. Agency for International Development
- U.S. Department of Agriculture
- U.S. Department of Commerce
- U.S. Department of Education
- U.S. Department of Energy
- U.S. Department of Health and Human Services
- U.S. Department of Homeland Security
- U.S. Department of Housing and Urban Development
- U.S. Department of the Interior
- U.S. Department of Justice
- U.S. Department of Labor
- U.S. Department of State
- U.S. Department of Transportation
- U.S. Department of the Treasury
- U.S. Department of Veterans Affairs
- U.S. Environmental Protection Agency
- U.S. Office of Personnel Management (OPM)
- U.S. Postal Service
- U.S. Securities and Exchange Commission

Locating Contacts and Opportunities

LinkedIn

The screenshot shows the LinkedIn profile of the Wisconsin Procurement Institute (WPI). The page includes a search bar at the top, navigation tabs for Home, Profile, Connections, Jobs, and Interests, and a notification bar. The main content area features the WPI logo, a mission statement, and a 'Recent Updates' section. A sidebar on the right displays 'How You're Connected' with a list of connections and a 'See all' link.

Wisconsin Procurement Institute 61 followers Following

WPI Wisconsin Procurement Institute

WPI's mission is to assist Wisconsin businesses in creating, developing and growing their Federal, State and Local Government sales, revenues, profits and jobs.

We do this by providing:
1... see more

Recent Updates

Wisconsin Procurement Institute Learn valuable contracting information from your desk! WPI offers free 1 hour webinars focused on information important to government contractors. Upcoming sessions include: 4/22 – SETTING UP A PURCHASING SYSTEM; 4/28 - UPDATE ON FEDERAL WAGE LAWS;

How You're Connected

- 5 first-degree connections
- 1 second-degree connection
- 6 Employees on LinkedIn

See all ▶

RED maximizes financial and technical benefits made possible by S/4HANA

You RED

Leverage your SAP investment to unlock

The screenshot shows the LinkedIn feed for the Wisconsin Procurement Institute. The page includes a search bar at the top, navigation tabs for Home, Profile, Connections, Jobs, and Interests, and a notification bar. The main content area displays a list of posts from the WPI page, including a post about GSA's acquisition.gov website and a post about Epic's bid for the Pentagon EHR system. A sidebar on the right shows 'People Also Viewed' and 'Ads You May Be Interested In'.

Wisconsin Procurement Institute https://lnkd.in/bz_V3n7

GSA Turns the Lights On at Acquisition.gov ✓
gsablogs.gsa.gov · Web designers will tell you that it's important for a website to look like someone lives there, that it's not a smattering of links and pages that look

Like · Comment · Share · 3 days ago

Wisconsin Procurement Institute <https://lnkd.in/bueUA-v>

Epic, leading candidate for Pentagon EHR, emerges from shadows ✓
politico.com · One of the front-runners for a multibillion-dollar contract to redesign the Pentagon's vast medical record system is Epic Systems, a privately held, fiercely independent firm that, in the view of many health IT experts, epitomizes the best and the...

Like · Comment · Share · 6 days ago

Wisconsin Procurement Institute <https://lnkd.in/bMCKfUZ>

3 Takeaways from Ash Carter's 'Force of the Future' ✓
defenseone.com · With the Pentagon already struggling to cap rising personnel costs, are the defense secretary's new plans too ambitious to be sustainable?

People Also Viewed

- Construction Contract Advisors, LLC
- CAA
- CAA
- A | A | A CONSULTANT

Ads You May Be Interested In

- Are You a Female Manager?** ✓
Apply Now to the National Association of Professional Women.
- Are You a Sales Manager?** ✓
The Jack Welch MBA program is designed to turn managers into leaders.
- Masters in Emergency Mgt.** ✓
Disaster Relief, Incident Command, Security, Exercise Design+ Boston Univ.

Locating Contacts and Opportunities

Searching for a contact in LinkedIn?

Search results for 'sblo' (Small Business Liaison Officers) on LinkedIn. The search bar shows 'sblo' and 'Advanced' search options. The results list several profiles with their titles and current companies, each with a 'Connect' button. The left sidebar shows filters for Location, Current Company, Industry, Past Company, School, Profile Language, Nonprofit Interests, and Groups. The right sidebar shows ads for project managers and recruiters.

Name	Title	Current Company	Action
Heather Vono	Manager, Supplier Diversity Program and Small Business Liaison Officer at Thermo Fisher Scientific	Current: Manager, Supplier Diversity Program (and SBLO) at Fisher Scien...	Connect
Gena Miller	Executive Assistant at Oshkosh Corporation	Current: Execut Asst II and SBLO at Oshkosh Corporation	Connect
Cynthia Phillips	Diversity Procurement Manager at Cummins Power Generation and SBLO	Greater Minneapolis-St. Paul Area • Education Management	Connect
Will Wagner	Strategic Sourcing Director	Current: Director of Procurement & Subcontracts, SBLO at National Gover...	Connect
David Oglesby	Small Business Liaison Officer (SBLO)/Senior Technical Buyer at Cubic Defense Applications	Greater San Diego Area • Government Administration	Connect
Timothy J. Schumacher	Subcontracts Manager, SBLO at DRS Technologies, Inc.	Greater Milwaukee Area • Management Consulting	Connect

Small Business Liaison Officers

Search results for 'osdbu' (Office of Small and Disadvantaged Business Utilization) on LinkedIn. The search bar shows 'osdbu' and 'Advanced' search options. The results list several profiles with their titles and current companies, each with a 'Connect' button. The left sidebar shows filters for Relationship, Location, Current Company, Industry, Past Company, School, Profile Language, Nonprofit Interests, Groups, Years of Experience, Function, Seniority Level, Interested In, Company Size, and Fortune. The right sidebar shows a 'Find the right person faster' section with filters for Seniority level, Job function, and Company size.

Name	Title	Current Company	Action
Patricia Durrant	Special Assistant to the EPA OSDBU Director	Current: Center for Verification and Evaluation (formerly Center for Veterans E...	Connect
Michelle Smith	Deputy Director, Strategic Outreach and Communication at Office of Small and Disadvantaged Business Utilization (VA OSDBU)	Current: Deputy Director, Strategic Outreach and Communication at Office of S...	Connect
VA NVSBE	National Veterans Small Business Engagement	Current: Office of Small and Disadvantaged Business Utilization (OSDBU) at ...	Connect
Timothy Foreman	Retired	Current: Retired, Former Executive Director, OSDBU at U.S. Department of V...	Connect
Mauricio Vera	Director, Office of Small & Disadvantaged Business Utilization, U.S. Agency for International Development	Current: Director, OSDBU at USAID	Connect
J Graham Ralston, Esq., CPA	Experienced Financial and Legal Advisor	Current: Senior Advisor to the Director of OSDBU at Office of The Secretary of...	Connect
Jules Tchoujan	Director, Acquisition Support at U.S. Department of Veterans Affairs	Current: Office of Small and Disadvantaged Business Utilization-OSDBU	Message
Mark (DOI) Oliver	Senior Partnerships Advisor - U.S. Department of the Interior	Past: Director, Office of Small and Disadvantaged Business Utilization ...	Connect

Office of Small and Disadvantaged Business Utilization

Locating Contacts and Opportunities Contracting Officers Search in LinkedIn

The screenshot shows a LinkedIn search page for 'contracting officers'. The search bar at the top contains the text 'contracting officers' and the search button is labeled 'Advanced'. The page displays 37,447 results for 'contracting officers'. On the left side, there are filters for 'All', 'Relationship', 'Location', 'Current Company', 'Past Company', and 'School'. The main content area shows three profile cards: Charles Hicks, M.P.A., A. Michelle White, and Sabin Joseph. Below the profiles, there are sections for '4,188 Jobs results for contracting officers' and '14 Groups results for contracting officers'. On the right side, there are advertisements for 'Premium Search', 'McAfee', and 'Small Business Owners'.

Search 37,447 results for contracting officers Save search

Advanced

All
People
Jobs
Companies
Groups
Universities
Posts
Inbox

Relationship
 All
 1st Connections (17)
 2nd Connections (2710)
 Group Members (5799)
 3rd + Everyone Else (30279)

Location
 All
 United States (30183)
 Washington D.C. Me... (7307)
 United Kingdom (1135)
 Norfolk, Virginia Area (1004)
 Greater New York Cit... (855)
+ Add

Current Company
 All
 US Army (1527)
 United States Air Force (1029)
 US Navy (534)
 United States Marine ... (337)
 U.S. Department of V... (312)
+ Add

Industry

Past Company

School

Charles Hicks, M.P.A. 1st
Contracting Officer at National Institutes of Health
Washington D.C. Metro Area • Government Relations
7 shared connections • Similar • 251
Past: Contract Specialist at Department of the Interior / National Busin...
...and alerted contracting officer or supervisor... Notified project officers in advance to submit...

A. Michelle White 1st
Senior Contracting Officer at GSA
Washington D.C. Metro Area • Government Administration
9 shared connections • Similar • 407
Past: Supervisory Contract Specialist at GSA
Supervised a team of six contracting officers... contracting, the GSA program office, and Federal Agencies...

4,188 Jobs results for contracting officers

STRATEGIC CAPTURE/BUSINESS MANAGER - C4 SYSTEMS
L-3 Communications
Business Unit Manager
Parker Aerospace
Business Development Manager
U.S. Security Associates, Inc.

Sabin Joseph 2nd
Contracting Officer at Army Contracting Command – APG, Belvoir
Washington D.C. Metro Area • Government Administration
1 shared connection • Similar
Past: Commodities Branch Chief at CENTCOM Contracting Command ...
...and directs a staff of full time Contracting Officers... phases of the contracting process. Participates in...

Only show people in United States? Filter

14 Groups results for contracting officers

Training From Contracting Officers
9 discussions this month • 498 members

Contracting Officer
Active: 22 discussions this month • 2,917 members

Government Contracting, Procurement, Acquisition, Trainin...
Active: 31 discussions this month • 2,129 members

Ralph Barnes 3rd

Premium Search
Find the right people in half the time.

Premium Search Tools
• Premium filters
• Automatic search alerts
• Full profile access
Upgrade

Ads

McAfee
Apply Now
National As
Profession
Web Ads
Read site repo

Small Business Owners
Get your business online with Google in just minutes. Get started.

Recruiters are posting
jobs for senior-level Sales Managers. Sign up now to access the offers

Locating Contacts and Opportunities

Google+

The screenshot shows a Google+ feed. At the top, navigation tabs include 'All', 'Friends', 'Family', 'Acquaintances', 'More', 'Mentions', and 'Explore'. The main post is from 'WDEOC', shared publicly yesterday at 4:35 PM, featuring a video titled '2015 WBC Keynote Interview' with a play button icon. Below the video are '+1' and 'Add a comment...' buttons. A secondary post from 'Bob Burg' is visible below, dated April 17, 2015, with a '+1' button. On the right side of the feed, there are suggestions for 'Terry Whipple in common' and 'You may know Steven Koprinice. Add him to see more.' with a '+1' button.

The screenshot shows the profile page for the GSA (General Services Administration). The profile picture is a large image of a modern glass-walled building. The profile name is 'GSA (General Services Administration)' with the website 'gsa.gov' and a verified badge. A red '+ Follow' button is present. Below the name, it shows '737 followers | 111,565 views'. Navigation tabs at the bottom include 'About', 'Posts', 'Photos', and 'YouTube'.

The screenshot shows a post from the GSA profile. The post is titled 'Content-First Design' and was shared publicly at 10:18 AM. The text of the post reads: 'We spend a lot of time trying to solve communication problems through design. We design first, write later, and end up iterating endlessly, only to start the process over again – design first, words Read more (30 lines)'. Below the text is a partial image of a woman's face. To the right of the post is a section titled 'In their circles' with 47 people. It lists three organizations: 'U.S. Department of Energy' (with a '+ Follow' button), 'U.S. Department of State' (with a '+ Follow' button), and 'Interior SocialMedia' (with an '+ Add' button).

Locating Contacts and Opportunities

Search Options in Facebook

Posts – People – Photos – Pages - Places

Searched on Federal Contracting

The screenshot shows a Facebook search results page for the query 'Federal Contracting'. On the left is a navigation sidebar with options like 'New Groups' and 'Create Group'. The main content area displays a list of search results, each with a profile picture, name, category, and number of likes. The results include:

- Sauk County CLA...** (20+ likes)
- Yellow Thunder Sn...** (4 likes)
- Federal Contract Consultants** (5.0 stars, 2 reviews, 27 likes) - Home Improvement
- Federal Contract Consultant** (5.0 stars, 1 review, 551 likes) - Business Consultant
- Defense Contract Management Agency** (4.1 stars, 40 reviews, 1,442 likes) - Government Organization
- Federal Contract Intelligence Services** (839 likes) - Consulting/Business Services
- Office of Federal Contract Compliance Pro...** (139 likes) - Government Organization
- Axis Office + Contract Furniture** (5.0 stars, 1 review, 55 likes) - Furniture Store

Locating Contacts and Opportunities


VA's Center for Verification and Evaluation
Watch for pre-solicitation notices here!

The Center for Verification and Evaluation (CVE) runs the verification process for VA's Office of Small and Disadvantaged Business Utilization (OSDBU). Companies verified by CVE are eligible for VA's Veterans First Contracting Program.

Center for Verification and Evaluation - OSDBU

Enterprise Solution... See more


Like · Comment


 **Osdbu Cve**
September 8, 2014 at 1:56pm


Combine Solicitation Posted Date: 02-SEP-14
Office Address: Departme... See More

Like · Comment

LIKED BY THIS PAGE

 **Maryland Department of Ge...** Like


 **Syntelligent Analytic Soluti...** Like

 **National Veteran Small Busi...** Like

English (US) · Privacy · Terms · Cookies · Advertising · More
Facebook © 2015

Randy Raigns likes this.

Write a comment..

 **Center for Verification and Evaluation - OSDBU**
April 2 at 1:07pm


A former Navy SEAL from Atchison, Kan., is opening a Kansas City branch of a Chicago program for veterans who become entrepreneurs.
<http://ow.ly/L5yx>

New KC venture targets veterans who become entrepreneurs

The Bunker KC spins out of a Chicago program and is led by a former Navy SEAL from Atchison, Kan. One task is to connect veterans with Kansas City's startup ecosystem in the Crossroads Arts District.

KANSASCITY.COM

Like · Comment · Share

 **Center for Verification and Evaluation - OSDBU**
March 30 at 9:03am

Training for Veteran small business owners to compete for VA set-aside procurements <http://ow.ly/KSIU1>

Veteran Small Business VA set-aside procurement

Veteran small business owners who wish to pursue VA Set-Aside procurement opportunities must be verified as a SDVOSB or VOSB

BLOGS.VA.GOV

Like · Comment · Share

Advantage Consulting - Information Technology likes this.

Education, Notification, Communication & Feedback State of Wisconsin

The screenshot shows the Wisconsin State Government website's social media page. The browser address bar displays www.wisconsin.gov/Pages/socialmedia.aspx. The page features a navigation menu with categories: RESIDENT, BUSINESS, VISITOR, GOVERNMENT, and WORKFORCE. A search bar is present with the text "Search Wisconsin Government" and a magnifying glass icon. Below the search bar, there are common search suggestions: "File Taxes", "Driver's License", "Birth Certificate", and "Vehicle Registration". The main content area is titled "Wisconsin Portal >> Social Media" and "Social Media". It contains a table listing various state agencies and their social media links for Facebook, Twitter, and YouTube.

Name	Facebook	Twitter	YouTube
Agriculture, Trade and Consumer Protection, Department of			
Board for People with Developmental Disabilities, Wisconsin			
Economic Development Corporation, Wisconsin			

The footer of the page includes the URL www.wisconsin.gov/Pages/socialmedia.aspx and navigation links for POLICIES, SETTINGS, SOCIAL, and MORE.

Locating Contacts and Opportunities

State of Wisconsin



State of Wisconsin

Home



Wisconsin State Government

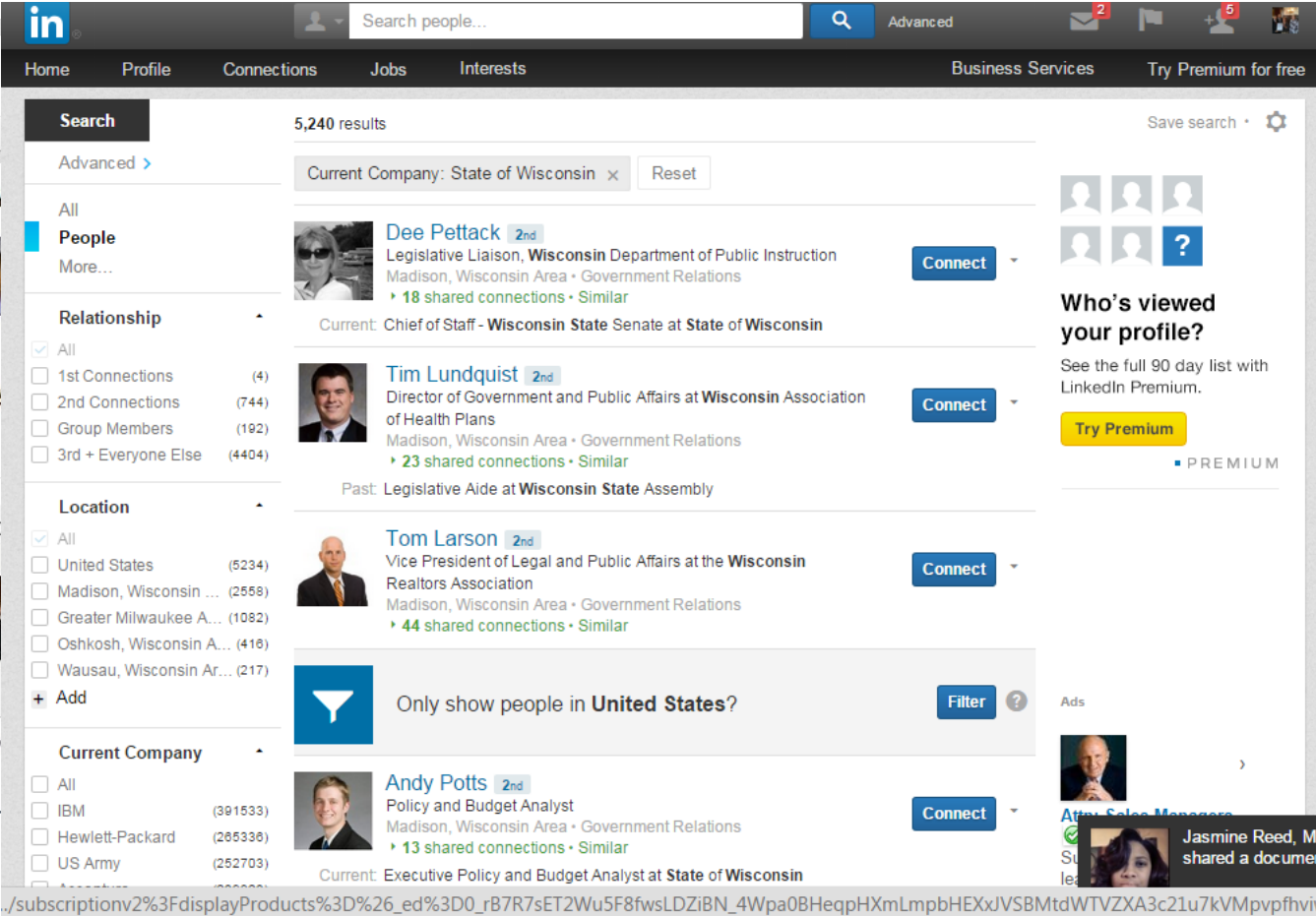
Welcome to the official LinkedIn page for Wisconsin State Government! This is the "company page" you will be connected with if you choose "State of Wisconsin" as your current employer, or if you're... see more

Recent Updates

State of Wisconsin Use your purchasing experience to oversee large transactions! We are hiring a Procurement Specialist in Madison, WI to coordinate procurements valued over \$50,000, and develop contracts for services and commodities. If you enjoy market research and ... more

Purchasing Specialist - Madison, WI 

ow.ly - With a \$30 billion annual budget, state government is Wisconsin's largest business enterprise; and the Dept. of Administration...



Search people... Advanced

Home Profile Connections Jobs Interests Business Services Try Premium for free

Search 5,240 results Save search

Advanced >

Current Company: State of Wisconsin x Reset

All People More...

Relationship

- All
- 1st Connections (4)
- 2nd Connections (744)
- Group Members (192)
- 3rd + Everyone Else (4404)

Location

- All
- United States (5234)
- Madison, Wisconsin ... (2558)
- Greater Milwaukee A... (1082)
- Oshkosh, Wisconsin A... (418)
- Wausau, Wisconsin Ar... (217)

+ Add

Current Company

- All
- IBM (391533)
- Hewlett-Packard (265336)
- US Army (252703)

Only show people in United States? Filter ?

Dee Pettack 2nd
Legislative Liaison, **Wisconsin** Department of Public Instruction
Madison, Wisconsin Area • Government Relations
18 shared connections • Similar
Connect

Current: Chief of Staff - Wisconsin State Senate at State of Wisconsin

Tim Lundquist 2nd
Director of Government and Public Affairs at **Wisconsin** Association of Health Plans
Madison, Wisconsin Area • Government Relations
23 shared connections • Similar
Connect

Past: Legislative Aide at **Wisconsin** State Assembly

Tom Larson 2nd
Vice President of Legal and Public Affairs at the **Wisconsin** Realtors Association
Madison, Wisconsin Area • Government Relations
44 shared connections • Similar
Connect

Andy Potts 2nd
Policy and Budget Analyst
Madison, Wisconsin Area • Government Relations
13 shared connections • Similar
Connect

Current: Executive Policy and Budget Analyst at **State of Wisconsin**

Who's viewed your profile?
See the full 90 day list with LinkedIn Premium.
Try Premium

Ads

Jasmine Reed, M shared a document

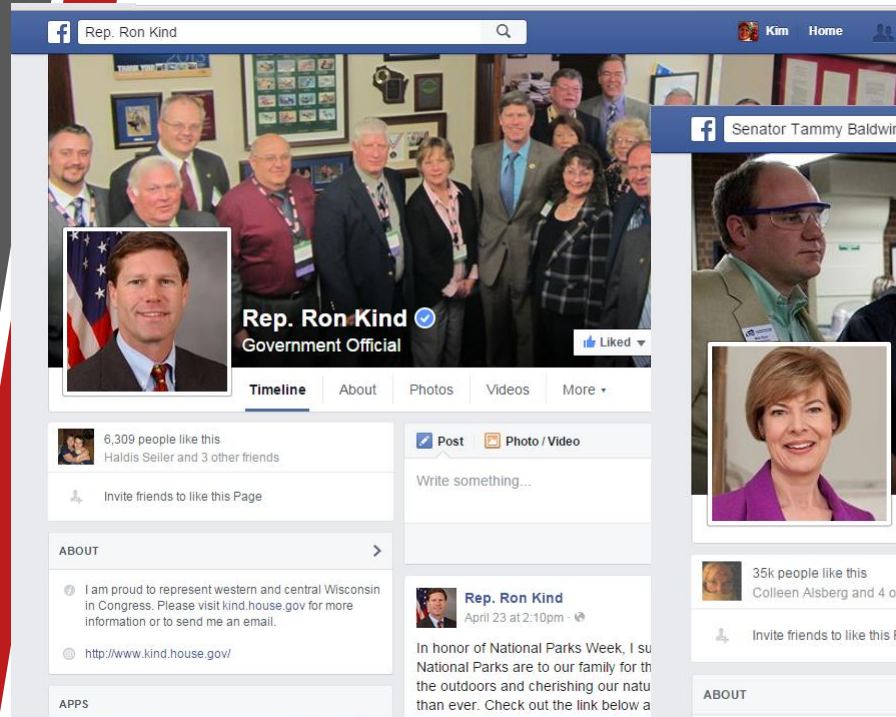
./subscriptionv2%3FdisplayProducts%3D%26_ed%3D0_rB7R7sET2Wu5F8fwsLDZiBN_4Wpa0BHeqPHXmLmpbHEXxJVSBMtdWTVZA3c21u7kVMpvpfhvi

Utilize Social Media for locating a job or posting an opening

A screenshot of a Facebook page. At the top, there is a search bar with the text "Search Facebook" and a magnifying glass icon. Below the search bar, there is a post from Michael J. on FM106.1 with the URL WWW.FM106.COM and 9 likes. The next post is from the U.S. Army Corps of Engineers, Headquarters, dated "Yesterday at 7:01am". The text of the post reads: "We are actively hiring talented and motivated US citizens in our offices in the US and around the world. Current job openings can be found on OPM's USAJOBS website: <https://usace.usajobs.gov/>". Below this text is a link to "USAJOBS - The Federal Government's Official Jobs Site" with the URL USACE.USAJOBS.GOV. The final post is from the Department of Homeland Security, dated "3 hrs", with the title "Remembering a Tragedy in Oklahoma City" and a paragraph of text: "Secretary Johnson delivered remarks and participated in a wreath-laying at the April 19th Oklahoma City Remembrance Ceremony, marking 20 years since the tragic bombing. 'The greatest homeland security is the character of a community. Terrorism in any form cannot prevail if the people refuse to be terrorized,' said Sec. Johnson."

A screenshot of a LinkedIn job search results page. At the top, there is a search bar with the text "Search jobs..." and a magnifying glass icon. Below the search bar, there are several job listings arranged in a grid. Each listing includes the company logo, the company name, the number of jobs available, and a small profile picture of a person with a plus sign indicating more profiles. The listings are: Woodward, Inc. Careers (66 jobs, +56 profiles), Xcel Energy Careers (158 jobs, +123 profiles), Fiserv Careers (746 jobs, +71 profiles), Boston Scientific Careers (415 jobs, +99 profiles), Ingersoll Rand Careers (107 jobs, +87 profiles), Johnson Controls Careers (1,628 jobs, +393 profiles), SC Johnson Careers (113 jobs, +147 profiles), Cengage Learning Careers (193 jobs, +19 profiles), and Thermo Fisher Scientific Careers (1,485 jobs, +253 profiles).

Public Policy & Town Hall Meetings



Rep. Ron Kind
Government Official

6,309 people like this
Haldis Seiler and 3 other friends

Post Photo / Video

Write something...

Invite friends to like this Page

ABOUT

- I am proud to represent western and central Wisconsin in Congress. Please visit [kind.house.gov](http://www.kind.house.gov) for more information or to send me an email.
- <http://www.kind.house.gov/>

APPS

Timeline About Photos Videos More



Senator Tammy Baldwin
Government Official

35k people like this
Colleen Alsberg and 4 other friends

Post Photo / Video

Write something...

Invite friends to like this Page

ABOUT

- Proudly representing Wisconsin in the United States Senate.
- <http://www.baldwin.senate.gov/>

APPS

Timeline About Photos Likes More

Filed an amicus brief for today's...
Thank you to the 210 lawmakers
#LovesLove #LoveCantWait

Nos. 14-556
In the Supreme C
JAMES



Senator Ron Johnson
Government Official

19k people like this
Bill Gius and 2 other friends

Post Photo / Video

Write something...

Invite friends to like this Page

ABOUT

- Sen. Johnson will hold a hearing today on the Homeland Security Department's budget submission for Fiscal Year 2016. He will question Secretary Jeh Johnson at 8:00 a.m. CT.
- To watch live, click here: <http://1.usa.gov/1EaDAQd>

APPS

Timeline About Photos Likes More

SPENDING: % GDP

	30 YR AVG HISTORICAL	CBO ALT.FISC 2015 - 2044
Entitlements:	7.9%	13.3%
Defense:	4.1%	3.5%
Other programs:	6.4%	6.0%
Net interest:	2.0%	7.0%

CHAIRMAN JOHNSON
TO HOLD HEARING.



Preparing for Social Media

Questions to ask yourself

- **What is your primary objective in using social media?**
 - **Distribute information**
 - **Receive feedback**
 - **Have conversation**
 - **Sell product**
 - **Inform policy**
 - **Drive innovation**
 - **Research – competitors, opportunities, individuals, ...**
 - **Other**

Tools to Utilize

How can my company be found & activity measured?

The screenshot shows the Sprout Social website with a prominent green button that says "START YOUR FREE TRIAL". Below the button, it states "No credit card required, no software to install". The dashboard below features several sections: "GROUP TRENDS" with metrics like "Incoming messages: 100", "Response Rate: 78%", and "4.9m IMPRESSIONS"; "AUDIENCE DEMOGRAPHICS" with "55% TWITTER FOLLOWERS" and "47% FACEBOOK IMPRESSIONS DEMOGRAPHICS"; and "STUFF TO DO" with buttons for "GO TO INBOX", "VIEW MY TASKS", and "VIEW REPORTS".

The screenshot shows the Rivaliq website with the headline "The Power to be a Smarter, More Competitive Marketer". Below the headline, it says "Break through the noise with fast, impactful analytics and reports about how your digital marketing compares to the competition." The page features several data visualization charts, including a line graph, a bar chart, and a circular gauge chart. A search bar is visible with the text "How can we help?".

The screenshot shows a Facebook help article titled "Getting Started & General Page Metrics". The article is part of a series of help articles under "Page Insights". The main heading is "Getting Started & General Page Metrics". The article includes a list of questions and answers:

- ▶ Where can I find Page Insights?
- ▶ How should I use Page Insights to improve my Page?

The article explains that Page Insights can be used to understand how people are engaging with your Page. It lists several metrics that can be viewed:

- View metrics about your Page's performance
- Learn which posts have the most engagement
- See data about when your audience is on Facebook

The article also includes a section for "For example, you can look at each of your posts and see which ones have the most likes, comments and shares and the least negative feedback. You can use this information to create more of the types of posts that your audience is interested in seeing. You can also learn about when your audience is on Facebook and publish your posts when you're likely to reach more people."

How do I measure my efforts on social media?

KPI's – Key Performance Indicators

Twitter

- Follower Growth – **Rival IQ & Followerwonk**. Determining the frequency of tweets relative to follower growth allows optimization of your schedule.
- Engagement: Tweets & Retweets
 - Content Type – keep track of what you post. What type receives the most engagement?
 - Brand Mentions – **Sprout Social**

Facebook

- Facebook – has it's own KPI. Found under **Facebook Insights**. Other options if you are trying to reach out through paid advertising.
- Facebook Engagement facts:
 1. Emoticons increase comments by 33%
 2. A post that includes a question increases comments by 100%
 3. A post that includes a photo gets 39% more interaction
 4. Posts that ask followers to "like" or "share" increase the interaction rate by 48%

Strategic Plan for Social Media for your Business

The strategy means nothing without specific tactics. In social media that means making some practical decisions. Here are some tactics to work through:

- What accounts to follow
- What content to tweet and re-tweet
- What to watch out for: Set up searches to catch any mention of company. Also, mentions of competitors, substitutes or competing products.
- When to reach out
- How to reach out: Direct messages should never look, feel or act like spam
- Watch out for: Make sure sites are "REAL"! Consider if content is fact or opinion! "Chameleon" websites – government imitations.

UPCOMING EVENTS

9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE – CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

July 29 – 30, 2015 – Camp Douglas, WI



Sponsored and Hosted by:

- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- US Small Business Administration
- Western Dairyland
- Wisconsin Procurement Institute
- Monroe County Economic Development
- SBDC – UW La Crosse
- Northwest Michigan PTAC

PROGRAM HIGHLIGHTS:

Current Issues in Government Contracting
Contracting Opportunities in Emergency
Preparedness and Disaster Relief
Networking and Individual Meetings
Capabilities Statement Exhibit
Capabilities Presentation Competition
Financing and Bonding for your Small
Businesses
Social Media

UPDATED information will be posted to

<http://tinyurl.com/Volk2015> or contact David Olson at 608-427-2455 or davido@wispro.org

Marketplace October 29 & 30, 2015

Search ...

BLOG SERVICES ABOUT MY ACCOUNT SURVEY CONTACT

WPI Wisconsin Procurement Institute

EVENT CALENDAR FEDERAL GOVERNMENT STATE GOVERNMENT LOCAL GOVERNMENT OTHER GOVERNMENT & GRANTS FAQs

← OCTOBER 2015 → **MARKETPLACE 2015**

WPI Events Partner Events

OCTOBER 20 2015
THE 2015 BUSINESS EXPO AND JOB FAIR
EAU CLAIRE »

OCTOBER 29 2015
MARKETPLACE 2015
MILWAUKEE »

NOVEMBER 2 2015
NCMA'S 34TH ANNUAL GOVERNMENT CONTRACT
MANAGEMENT SYMPOSIUM
WASHINGTON, DC »

NOVEMBER 4 2015
8TH ANNUAL MANUFACTURING ADVANTAGE
CONFERENCE & TECHNOLOGY SHOWCASE
MENOMONIE »

MARKETPLACE 2015
OCTOBER 29, 2015 MILWAUKEE

Start Date	10/29/2015
End Date	10/30/2015
Facility	Potawotomi Expo Center
Address	1721 West Canal Street Milwaukee, WI 53233

Save the date! – More information will be posted as it becomes available.

WPI Wisconsin Procurement Institute
Wisconsin Economic Development Corporation (WEDC)

WISCONSIN PROCUREMENT INSTITUTE
10437 INNOVATION DR., SUITE 320
MILWAUKEE, WI 53226

P: 414-270-3600
F: 414-270-3610

CONTACT US
NEWSLETTER SIGNUP
TERMS OF USE

in g+ f t

Kim Garber
Wisconsin Procurement Institute
Manager, Small Business Programs
Cell Phone: [608-444-0047](tel:608-444-0047)
<http://www.wispro.org/>
king@wispro.org





QUESTIONS?

Contact for more information

- kimg@wispro.org
- Phone: (608) 444-0047

Upcoming WPI Events

- *Small Business Government Contracting Series continues the first and third Tuesday of each month through June, 2015 – Milwaukee, WI*
- *Acquisition Hour (Weekly Webinar) through June, 2015*
- *Doing Business with the National Park Service – June 23, 2015 – Ashland, WI*
- *Women in Business, growing through opportunities – June 24, 2015 – Milwaukee, WI*
- *Women in Business, growing through opportunities – June 25, 2015 – Madison, WI*
- *9th Annual Volk Field Small Business Conference – July 29 – 30, 2015 – Camp Douglas, WI*
- *Marketplace 2015 – October 29-30, 2015 – Milwaukee, WI*