

How to Research Business Opportunity with the National Guard

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The USPFO for Wisconsin



Wisconsin National Guard

Contracting Officers

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Purchasing and Contracting





Wisconsin Army National Guard - Unit Locations

Office of Small Business Programs

In FY16 the WI National Guard awarded \$22M in Small Business Contracts

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NATIONAL GUARD PRODUCT DESCRIPTION PURCHASES

<u>FY14 National Guard NAICS Category (Description)</u>	<u>Actions</u>	<u>% Total Actions</u>	<u>Total Dollars</u>
23 (CONSTRUCTION)	4,356	11.8835%	\$640,469,863.51
54 (PROFESSIONAL, TECHNICAL SERVICES)	4,492	12.2545%	\$636,941,911.31
33 (MANUFACTURING (METALS, FURNITURE,)	7,711	21.0361%	\$253,863,571.21
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	1,631	4.4495%	\$134,928,008.14
56 (ADMINISTRATIVE SUPPORT)	1,910	5.2106%	\$108,286,206.51
72 (ACCOMMODATION AND FOOD SERVICES)	5,159	14.0741%	\$56,426,219.13
44 (ELECTRONICS)	1,330	3.6283%	\$44,188,669.20
61 (EDUCATIONAL SERVICES)	603	1.6450%	\$37,842,856.68
48 (TRANSPORTATION)	15	0.5865%	\$34,457,663.47
53 (REAL ESTATE AND RENTAL AND LEASING)	546	1.4895%	\$13,676,332.43
22 (UTILITIES)	41	0.1119%	\$3,274,145.32

Companies Need to Conduct Market Research

What did the National Guard buy in the past?

Who did the National Guard buy from?

How do I Locate National Guard contracting opportunities?

What is the National Guard buying today?

What will National buy in the near future?

How to Do Business with the National Guard?



Purchasing and Contracting



11 Steps to Doing Business with the Army

- **Step 1**
- **Determine what you want to sell and your business size**
- **Step 2**
- **Register in the System for Award Management (SAM)**
- **Step 3**
- **Identify which Army organizations buy your product or service**



Internal Review



- **Step 4**

- **Identify current Army procurement opportunities**

Federal Procurement Data System (<https://www.fpds.gov/>)

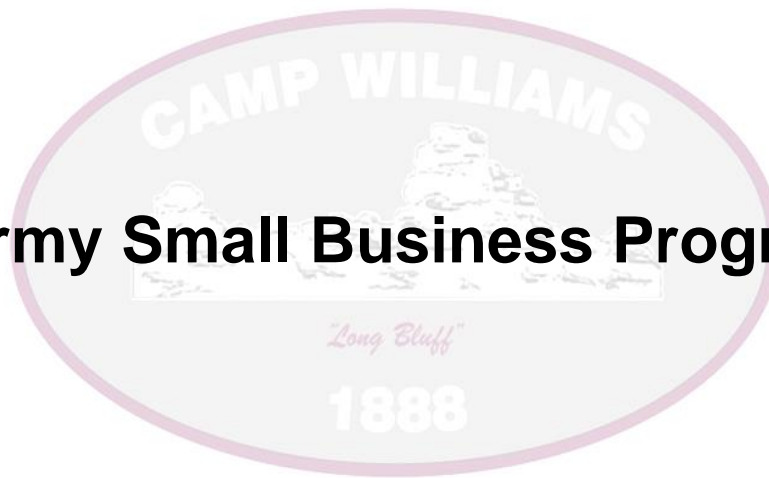
- **Step 5**

- **Utilize the Army Small Business Programs**

- **Step 6**

- **Investigate Federal Supply Schedules (FSS) on**

<http://www.gsa.gov>



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Conduct Market Research on What We Buy

- Federal Procurement Data System (<https://www.fpds.gov/>)
- Use the Contracting Office ID to locate WI National Guard – W912J2

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Specific Searches

- Go to <http://www.fbo.gov>
- Contract Offices (W912J2)
- NAICS Code/ Noun phrase/ FSC Code

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What The WI National Guard Purchases

- Construction\A&E Design Services
- Contract Services - administration
- Furniture
- Food/Groceries
- Hotel Rooms/Conference Space
- IT Items (Computers/Monitors/Printers)
- Training
- Tools
- Items through the State of WI



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QUESTIONS???

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