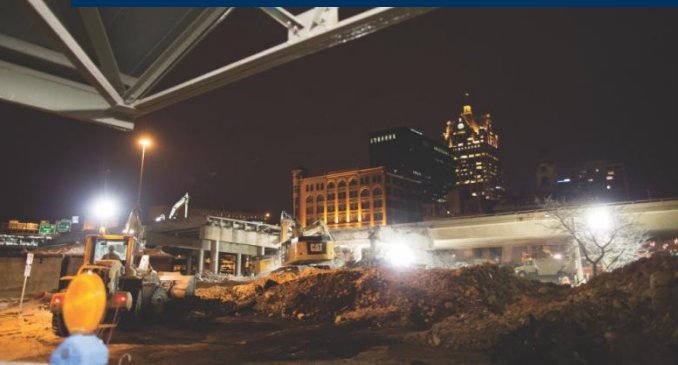




A Procurement Technical
Assistance Center (PTAC)



Understanding the Expectations of a Prime Contractor – What are they Really looking for May 19 2016





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ABOUT THE FEDERAL MARKET

WISCONSIN FEDERAL SALES

Wisconsin Fiscal Year 2015 **Go**

CONTRACTS DATA

Total Contract Funds Awarded - FY 2015
\$2,842,211,730

Total Number of Contract Transactions - FY 2015
42,320

Total Contract Funds to SubAwardees - FY 2015
\$199,985,763

Total Contract Transactions to SubAwardees - FY 2015
421

TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$1,035,159,166
2. OSHKOSH CORPORATION	\$176,385,456
3. LOGISTICS HEALTH, INC.	\$142,017,383
4. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$139,683,951
5. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$120,262,195

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

TOP CONTRACTOR SUB-AWARDEES

1. DERCO AEROSPACE, INC.	\$66,729,995
2. WISCONSIN ORDNANCE WORKS, LTD.	\$40,610,826
3. EXTREME ENGINEERING SOLUTIONS, INC	\$16,638,758
4. WALKER STAINLESS EQUIPMENT CO INC	\$14,039,777
5. WABASH NATIONAL CORPORATION	\$10,139,839

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

FY2015 -While **Stratatech's** contract is a small percentage of the approximately \$3 billion worth of federal contracts awarded annually to Wisconsin concerns, the \$247 million represents the largest nondefense-related research and development contract awarded in the state during the last five years.....

Stratatech initially will receive \$60 million from the contract, \$10 million of which will fund the U.S. government's purchase of Stratatech's skin products to establish an inventory in case of a widespread emergency — a natural disaster, say, or a terrorist attack.

<http://www.jsonline.com/business/stratatech-receives-247-million-contract-to-develop-skin-product-b99590471z1-330696141.html>

Stratatech receives \$247 million contract to develop skin product



Stratatech

An example of StrazaGraft, the skin being made by Stratatech Corp.

Company will establish tissue inventory in case of natural or man-made emergency

By Kathleen DeSagher

Oct. 5, 2013

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As she watched the surgeon operating on a farmer who had suffered third-degree burns across 95% of his body, researcher Lynn Allen-Hoffmann realized instantly she had a new mission: making human skin.

The surgeon, desperate to find effective treatments for severe burn victims, had invited the [University of Wisconsin-Madison scientist](#) to watch him work on the farmer, injured in a propane tank explosion.



Last Years Largest First-time Federal Contractor - WELDALL

Retired astronaut Dr. Don Thomas and representatives from NASA took a tour of Weldall Manufacturing Inc. to get an up-close look at the structures built there.

Weldall built special test equipment for NASA's exploration of deep space, including how to get humans to Mars. Dec 9, 2015



<http://www.wisn.com/news/retired-astronaut-visits-waukesha-manufacturing-company/36883582>

US Army Orders First Lot of JLTVs From Oshkosh



Jen Judson, Defense News

11:28 a.m. EDT March 23, 2016



(Photo: Oshkosh Defense)

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WASHINGTON — The US Army has ordered its first lot of Joint Light Tactical Vehicles from Oshkosh Defense, the company announced Wednesday.

The first order includes 657 vehicles along with kits and related support for “more than” \$243 million, according to Oshkosh.

The JLTV program was finally able to move ahead after work stopped on the program for 98 days while Lockheed Martin protested the Army’s award to Oshkosh to build the vehicles. Lockheed then filed a lawsuit in the US Court of Federal Claims because it

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DefenseNews


Navy exercises contract option for another LCS


The U.S. Navy has exercised a contract option with Lockheed Martin for the building of another littoral combat ship.

By [Richard Tomkins](#) | April 4, 2016 at 10:59 AM [Follow @upi](#)

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The USS Freedom littoral combat ship during sea trials in 2013. U.S. Navy photo by Mass Communication Specialist 1st Class James R. Evans

WASHINGTON, April 4 (UPI) -- A

Lockheed Martin-led team has been contracted by the U.S. Navy to build the 13th Freedom-class littoral combat

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TOP STORIES

Hancock Fabrics store
nationwide

More oil, gas layoffs
Dallas Fed says



WHY ARE WE HERE?

There is an opportunity for Wisconsin
Manufacturers in this market



ABOUT THE FEDERAL SUPPLY CHAIN

an Opportunity for Wisconsin
Manufacturers

What does it take and what is
expected

What does a Prime Contractor look for

- BASIC BUSINESS OVERVIEW
 - Management
 - Company's core competencies
 - Experience / past performance
 - Current customers
 - Size – sales / employment
 - Capacity
 - Site visit

What does a Prime Contractor look for

- STRENGTH OF SUPPLY CHAIN
 - On time delivery
 - Capacity
 - Management of supplier issues
 - Ordering system

What does a Prime Contractor look for

- QUALITY
 - Waste
 - Down time / disruption
 - ISO certified or compliant
 - Process
 - Lean?
 - Plant cleanliness and organization

What does a Prime Contractor look for

- COMPETITIVE
 - Cost – Price
 - Design to cost vs. cost to design
 - Sustainable cost structure
 - Expertise
 - Understanding of contract / administrative process – impact of regulations
 - Understanding of requirements

What does a Prime Contractor look for

- PROGRAM MANAGEMENT
 - Appropriate qualified resources dedicated to project
 - Quality engineering – design – services – technology
 - Understanding of contract / administrative process



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UPCOMING TRAINING - EVENTS



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