



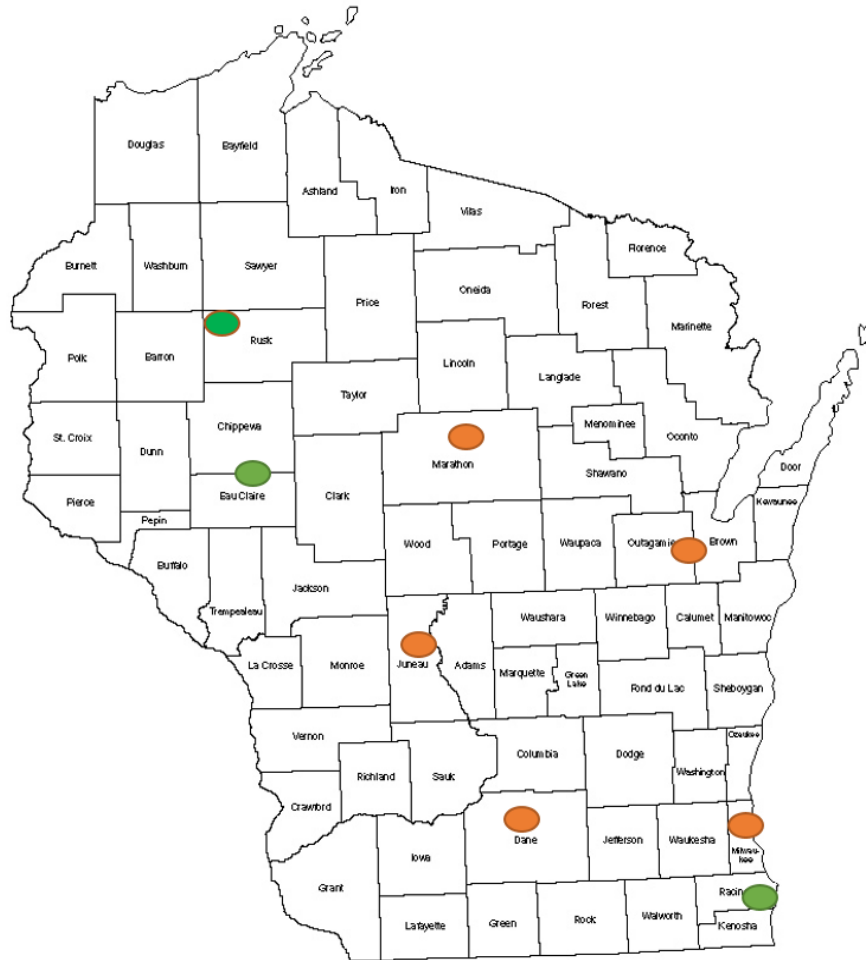
A Procurement Technical Assistance Center (PTAC)



UPDATE FROM THE NOVEMBER 2016 NATIONAL VETERANS SMALL BUSINESS ENGAGEMENT CONFERENCE

May 10, 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

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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](#)



**NATIONAL
VETERANS**

Small Business Engagement

November 1-3, 2016 | Minneapolis, MN

Conference Overview

Three day conference provided various opportunities

- **Three general sessions led by VA Executive Leadership during lunch**
- **Fifteen breakout sessions**
- **Dine with Decision Makers**
- **Exhibit Hall**
- **One-on-one follow up sessions**

General Session Presenters

- **Robert McDonald, Secretary of VA**
- **Gregg Giddens, VA Chief Acquisition Officer, Principal Executive Director Office of Acquisition, Logistics and Construction**
- **LaVerne Council, Assistant Secretary for Information and Technology and Chief Information Officer, Office of Information and Technology**

Breakout Sessions

- **Learning Sessions**
- **Business Opportunity Sessions**
- **Executive Leadership Tables**
- **Senior Leader Roundtables**
- **Networking Roundtables - Meet with Program Decision Makers**

Learning Sessions

Three tracks with ability to move between tracks

- **Business Development**
- **Doing Business with Federal Agencies and Commercial Companies**
- **Advanced Procurement Strategies**

Hot Topics

- **Kingdomware Supreme Court Decision**
- **Nonmanufacturer Rule**
- **Limitations on Subcontracting**
- **Mentor-Protégé Program**
- **SDVOSB Joint Ventures**
- **Teaming Agreements**
- **Construction Delays**
- **Contracts Disputes Act**

2016 Conference Website

<https://nvsbe16.mybusinessmatches.com/>

- VA Staff that attended
- Learning Sessions Offered
- Some Learning Sessions Presentations (at the bottom of the page)

Exhibit Hall

- **Over 200 exhibitors**
- **Both large and small business exhibited**
- **Two exhibit hall receptions**

Take-Aways

- **Never lead with your certifications – do not introduce your business as a status**
- **Your status (small business, VOSB, WOSB, 8(a), HUBZone, etc.) is not who your business is**
- **Hundreds of companies sell what you sell – the value you provide is why they buy from you.**
- **Strive to portray a level of corporate maturity**

Take-Aways

- **SDVOSB and VOSB should become VA verified**
- **Current application processing time is 90 days**
- **Contact WPI for assistance. WPI has three staff members that are trained VA Verification Counselors**

Take-Aways

- **Non veteran owned businesses may want to explore various options to partner with SDVOSB and VOSB**
- **As of 5/9/2017 – VA verified 10,131 businesses**
- **<https://www.vip.vetbiz.gov/>**

Marketing Your Status

- **Government Tab on your Website with NAICS codes, DUNS Number, Cage Code**
- **Business Card – bottom or back, any logo smaller than your company logo**
- **Capability Statement – with NAICS codes, DUNS Number, Cage Code, any logo smaller than other logos on the page – not at the top**

2017

December 5 – 7, 2017

St. Louis, MO

<http://nvsbe.com/>

**SAVE THE
DATE**

**December 5-7
2017**

ST. LOUIS, MO

**NATIONAL VETERANS
SMALL BUSINESS ENGAGEMENT**

The largest procurement event directly connecting
Veteran businesses with potential buyers
in the federal and commercial marketplaces.

Learn more at www.nvsbe.com

Should you attend?

- Do you have VISN 12 VA sales?
- Is your product or service only for VA Headquarters?
- Are you ready for nation wide VA sales?
- Do you need to know what is going on in VA in order to market to them?
- Do you need access to VA end users?
- Do you need to connect with VA large business suppliers?
- Are you a VA verified SDVOSB/VOSB?

Questions?

Upcoming Events

- ***Acquisition Hour Live Webinar Series - Tuesdays and Wednesdays***
- ***Federal Acquisition Regulation (FAR) Review Session Webinar – Wednesday Evenings***
- ***Government Contracting Opportunities for Small Businesses – May 23, 2017 – Florence, WI, June 13, 2017 – Superior, WI***
- ***DOD Contractor Business System Requirements Critical to Contractor Success – May 17, 2017 – Wauwatosa, WI***
- ***Government Contracting 101 – May 31, 2017 - Fitchburg, WI***
- ***14th Annual Women’s Business Conference – June 8, 2017 – Eau Claire, WI***
- ***Doing Business with the National Park Service - June 14, 2017 – Ashland, WI***
- ***11th Annual Volk Field Small Business Conference – June 27 – 28, 2017 – Camp Douglas, WI***
- ***Opportunities for Industry: Working with DoD Contractors – July 11, 2017 – Milwaukee, WI***

For Assistance or Additional Information - Contact

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