

# Introduction to the Federal Market and Finding Opportunities – Federal Contracting 101

Presented by the

Northwest Michigan Procurement Technical Assistance Center (PTAC) & Wisconsin Procurement Institute (WPI)



# Introductions

Don Makowski, CFCM



Certified Federal Contracts  
Manager (CFCM)



THE GEORGE  
WASHINGTON  
UNIVERSITY  
WASHINGTON DC

GWU School of Business  
Masters Certificate in Government  
Contracting

# What is a PTAC?

Funded by the Department of Defense & the Michigan Economic Development Corporation (MEDC) to educate businesses regarding government contracting

- Individualized business counseling
- Support with bid proposals
- Information on all government levels: local, state, and federal
- Identification of bid opportunities
- Registrations & Certifications
- Training events
- Networking/matchmaking events
- Federal Acquisition Regulations
- Procurement award history
- **Wisconsin Procurement Institute provides similar services**





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

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**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**

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](http://www.wispro.org) - [info@wispro.org](mailto:info@wispro.org)**

# Three VERY IMPORTANT things to do as you begin to prepare to pursue the Federal market

- **REGISTER AS A CONTRACTOR**

- SAM (System for Award Management) [www.SAM.gov](http://www.SAM.gov)

- **ESTABLISH AN EFFECTIVE SMALL BUSINESS PROFILE**

- Small Dynamic Business Search

[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

- **START SEARCHING FOR OPPORTUNITIES**

- Federal Business Opportunities – FedBizOpps

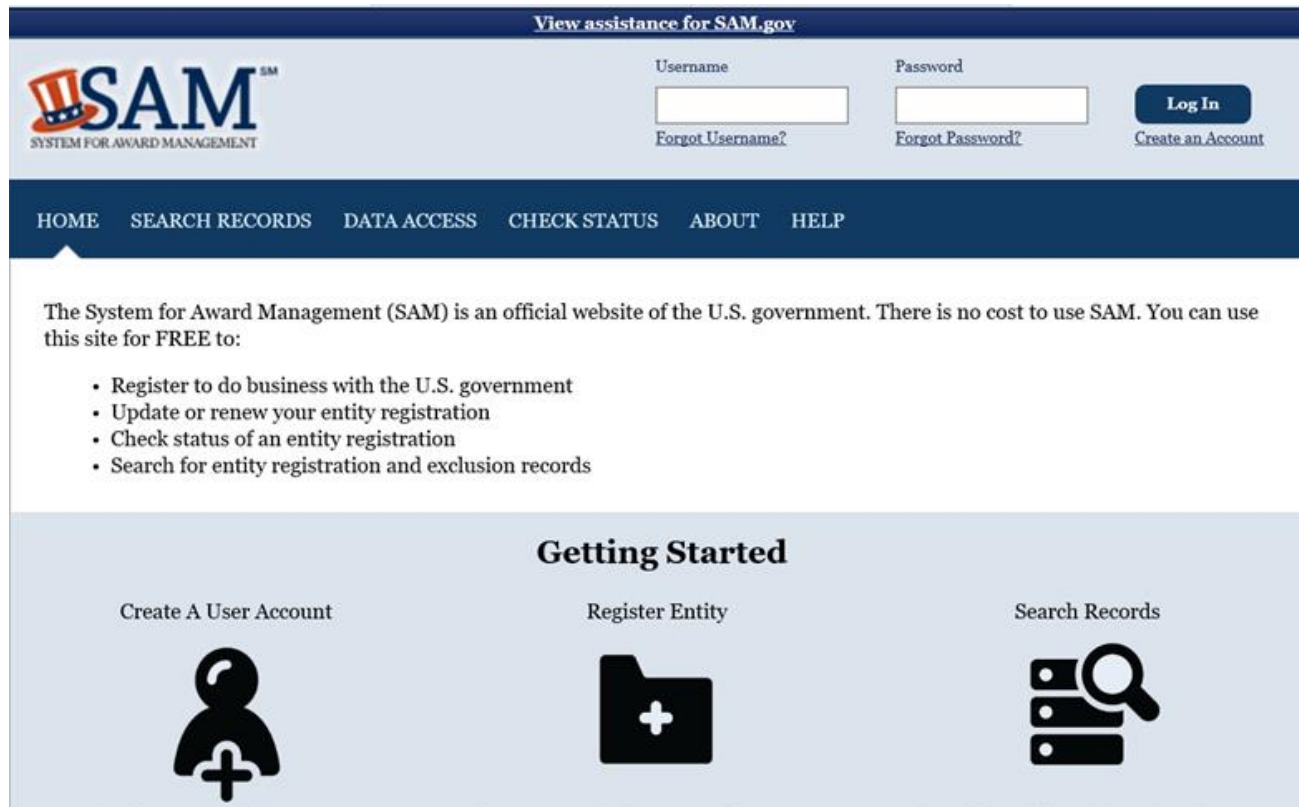
[www.fbo.gov](http://www.fbo.gov)

# SAM (System for Award Management)

[www.SAM.gov](http://www.SAM.gov)

**EVERY Federal contractor and grant recipient MUST be registered in SAM**

- What is SAM?



The screenshot shows the SAM.gov website interface. At the top, there is a navigation bar with the SAM logo and the text "SYSTEM FOR AWARD MANAGEMENT". To the right of the logo are input fields for "Username" and "Password", a "Log In" button, and links for "Forgot Username?", "Forgot Password?", and "Create an Account". Below the navigation bar is a menu with links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "CHECK STATUS", "ABOUT", and "HELP". The main content area features a paragraph explaining that SAM is an official U.S. government website with no cost to use. Below this paragraph is a list of four bullet points: "Register to do business with the U.S. government", "Update or renew your entity registration", "Check status of an entity registration", and "Search for entity registration and exclusion records". At the bottom, there is a "Getting Started" section with three icons and labels: "Create A User Account" with a person icon, "Register Entity" with a folder icon, and "Search Records" with a magnifying glass icon.

View assistance for SAM.gov

**SAM**  
SYSTEM FOR AWARD MANAGEMENT

Username

Password

[Log In](#)


[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)


[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)


The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

**Getting Started**

Create A User Account 

Register Entity 

Search Records 

# SAM (System for Award Management)

- **A FEW TIPS BEFORE YOU GET STARTED**
  - **USE GOOGLE CHROME OR MOZILLA FIREFOX** – (both are free to download) - using Internet Explorer may cause functionality issues
    - <https://www.google.com/intl/en/chrome/browser/>
    - <http://www.mozilla.org/en-US/firefox/new/>
  - **Allocate enough time** to the process of initial registration or updating of your information – each time you start the process, you will have to start from the beginning and confirm each screen from the beginning.
  - **On the Point of Contact Screen** – information may not be entered into the correct fields during the migration from CCR – must be verified.
  - **SAM IS FREE!!!**

# SAM (System for Award Management)

## GETTING FAMILIAR WITH SAM

- Terminology
  - “Entity” – this is your business or organization within SAM
  - “Legacy System Account” – this is your old Central Contractor Registration (CCR) account (if applicable)
  - “User Dashboard” – the SAM “homepage” once you log in – this is where you will initiate updates and new registrations

# SAM (System for Award Management)

## GETTING FAMILIAR WITH SAM

- Layout- New registrations and updates in SAM are broken out into four distinct sections
  1. **Core Data:** includes your business demographics, banking information, location, business type –IMPORTANT because this section will determine your size based on your NAICS
  2. **Assertions:** includes NAICS and PSC codes
  3. **Representations and Certifications:** previously was ORCA – consists of a number of FAR clauses – need to read AND understand each
  4. **Points of Contact**



# SAM (System for Award Management)

- **What you need to get started**

- DUNS number - <http://fedgov.dnb.com/webform>
- Banking information
  - Account number
  - Institution name
  - Point of contact at the bank including phone and fax
- Tax information – EIN or SS
  - Company name as it appears on your Federal Taxes – **EXACTLY**
- Information about your firm
  - Number of employees
  - Average revenue from past 3 years
  - Year founded
- NAICS and PSC codes
  - NAICS: <http://www.census.gov/eos/www/naics/>
  - PSC: <http://www.outreachsystems.com/resources/tables/pscs/>
- Points of contact at your firm

# SAM (System for Award Management)

- The REGISTRATION PROCESS
  - New Entity Registration
  - Previously in CCR and expired
- FOR ALL REGISTRATIONS:
  - You **MUST** register for an **INDIVIDUAL ACCOUNT** with SAM **FIRST**.
    - Basic registration, but **must have an active and correct e-mail address**
  - **MUST update at least once a year**

# SAM (System for Award Management)

## A FEW NOTES ON SAM:

- SAM is a relatively new system, so you may experience some functionality issues. Contact PTAC or WPI if you need assistance completing your registration
- **SAM is FREE** – there are companies willing to charge to a substantial fee to complete your registration for you. HOWEVER, there are FREE resources to help you if you experience any issues
- The SAM update is broken out into four sections
  - Core Data (company information)
  - Assertions (codes)
  - Representations and Certifications (previously ORCA)
  - Points of Contact

# SAM (System for Award Management)

## A FEW NOTES ON SAM (cont):

- Pay close attention to the Reps and Certs portion
  - **Make sure you understand what you are answering – PENALTIES apply if you knowingly misrepresent your business in SAM – IF YOU ARE NOT SURE – ASK!**
- At the end of your SAM registration, you will be asked if you want to register in or update your SBA profile
  - Select **YES**

# **Dynamic Small Business Search & Finding Opportunities**

# Small Dynamic Business Search

[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

The screenshot displays the SAM (System for Award Management) interface. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". At the top right, the user name "Sarah Loch" is shown next to a "LOGOUT" button. A dark blue navigation bar contains the following menu items: "MY SAM", "SEARCH RECORDS", "DATA ACCESS", "GENERAL INFO", and "HELP". To the right of these items is a search input field with a magnifying glass icon.

The main content area is divided into a left sidebar and a main panel. The sidebar contains a "Register Entity" section with a list of options: "Registration Overview", "Purpose of Registration", "Core Data", "Assertions", "Representations and Certifications", "Points of Contact", "Small Business Certification" (highlighted in blue), and "Submit Certification". Under "Small Business Certification", there is a sub-option "SBA Profile" with a right-pointing arrow.

The main panel has a dark blue header with "SBA Supplemental" on the left and "Aurora Manufacturing Inc" on the right. Below the header, the DUNS number "017729810" and CAGE Code "4LZ39" are displayed. The main content area contains the following text:

**SBA Supplemental**

You have successfully completed the Assertions portion of your entity's registration. Please review the information below if you would like to apply for a Small Business Administration (SBA) certification program.

If you would like to provide additional information to SBA for market research or are applying for certification as a HUBZone, 8(a) Business Development, or 8(a) Joint Venture Program, you must complete the SBA Supplemental page. Click the "Register or Update SBA Profile" button located at the bottom of this page to go directly to the supplemental pages specific to your entity. Note: When you click the button, a new window will open and take you to the appropriate SBA page. Please make sure you go back to the SAM window to complete and submit your registration. The SBA will notify SAM if and when your entity is added to a certification program. SAM will send an e-mail to your entity's administrator when the SBA sends the confirmation. If your entity is added to the 8(a) or 8(a) Joint Venture program, the Business Type information will be updated. You will be instructed to review the changes found on the General Information page and to re-certify to your entity's small business status. If you are added to the HUBZone program, the Representations and Certifications portion of your entity's registration must be updated. You will be instructed to review the changes and re-certify to your entity's small business status.

At the bottom of the main panel, there is an SBA.GOV logo (U.S. Small Business Administration) and a "Register or Update SBA Profile" button. Below this, there are three buttons: "BACK TO USER DASHBOARD", "CANCEL", and "PREVIOUS" (disabled), followed by a "SAVE AND CONTINUE" button.

# Small Dynamic Business Search

[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

- Why is it important for a Small Business to be visible and “locatable” in the SDBS? **THIS IS WHERE FEDERAL AGENCIES AND PRIME CONTRACTORS SEARCH FOR SUBS / PARTNERS**

The screenshot displays the SBA DSBS search interface. At the top, there is a navigation bar with the SBA logo, 'DSBS', and buttons for 'Print', 'Exit', 'Help', 'DSBS', 'Quick Market Search', and 'TM OnLine'. Below the navigation bar, a welcome message reads 'Welcome to the Dynamic Small Business Search'. The main content area is divided into two sections: 'Location of Profile' and 'Government Certifications'.

**Location of Profile**

State(s):  
(How to make multiple selections.)

(any state)

AL - Alabama  
AK - Alaska  
AA - American Atlantic (APO/FPO)  
AE - American Europe (APO/FPO)  
AP - American Pacific (APO/FPO)  
AS - American Samoa  
AZ - Arizona  
AR - Arkansas  
CA - California

Searching within a State:  
(Requires exactly one state from the list at left.)

Congressional District:  [Help](#)

County:  Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

**Government Certifications**

**8(a) Certified or 8(a) Joint Venture:**

Required (Active Certifications only)  
 Required (Active Certifications and Previously Certified)  
 Required (Previously Certified only)  
 Not Required

**Disadvantaged Business Enterprise, Certification States:**

Not Required  
AL - Alabama  
AK - Alaska  
AA - American Atlantic (APO/FPO)  
AE - American Europe (APO/FPO)

**Small Disadvantaged Business:**

Required (Active Certifications only)  
 Required (Active Certifications and Previously Certified)  
 Required (Previously Certified only)  
 Not Required

**HUBZone Certification:**

Required (Active Certifications only)  
 Required (Active Certifications and Previously Certified)  
 Required (Previously Certified only)  
 Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).  
For more information, see also [SBA Certifications](#) in the search help page.

# Small Dynamic Business Search (DSBS)

- The Dynamic Small Business Search is tied to the System for Award Management (SAM)
  - Information that is entered into your SAM profile will be used to populate your DSBS profile
- HOWEVER; there are additional fields that you should update that are not automatically populated
  - Capabilities Narrative
  - Website
  - E-mail
  - Special Equipment/materials
  - Bonding (if applicable)
  - References

# Small Dynamic Business Search (DSBS)

Imported from the  
US SBA

Skip Navigation Accessibility Options  
Print Exit Help  
SBA DSBS DSBS Quick Market Search TM OnLine

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser

**Government Certifications**

**8(a) Certified or 8(a) Joint Venture:**

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

**Disadvantaged Business Enterprise, Certification States:**

Not Required

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)

**Small Disadvantaged Business:**

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

**HUBZone Certification:**

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).  
For more information, see also [SBA Certifications](#) in the search help page.

**Ownership and Self-Certifications**

- Any Minority Owned:
  - Any Native American Owned:
    - Tribally Owned
    - Alaskan Native Corp (ANC) Owned
    - Native Hawaiian Org (NHO) Owned
    - Other Native American
  - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran Owned
- Veteran Owned (including Service Disabled Veteran Owned)
- Any Women-Owned Small Business: ([search help](#))
  - Women-Owned Small Business under the Women-Owned Small Business Program ([more information](#))

Last modified: 07/13/2004 12:00:00 AM

> FirstGov > E-Gov > Regulations.gov > White House  
\* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

# Small Dynamic Business Search (DSBS)

Welcome to the Dynamic Small Business Search [All search form hotlinks](#)

## Specific Nature of Business

NAICS Code(s):  Any  All (slower)  [Help](#)

"Buy Green" NAICS Code(s):  Any  All (slower)  [Help](#)

Keywords:  Any  All (slower)  [Help](#)

## General Nature of Business

Manufacturing  Construction  Research & Development  Services

Has TECH-Net Award(s).

(Note: [TECH-Net](#) is an SBA web site related to Research & Development. But "Has TECH-Net Award(s)" is independent of "Research & Development".)

## Minimum Acceptable Bonding Levels

Construction Bonding Level (per contract)  
 Construction Bonding Level (aggregate)  
 Service Bonding Level (per contract)  
 Service Bonding Level (aggregate)

## Quality Assurance Standards

ANSI/ASQC Z1.4  ISO-9000 Series  ISO 10012-1  MIL-Q-9858  MIL-STD-45662A

## Size

At least  No more than  Employees and/or  Annual Gross Revenue

# Small Dynamic Business Search (DSBS)

## Capabilities

- Accepts Government Credit Card?  Required  Not Required  
GSA Advantage Contract?  Required  Not Required  
Exporter?  Yes  Wants to Be  Either  Not Required  
 Has an Export Profile in TM OnLine (\*)

(\*) To search the contents of "Export Profiles", use the DSBS-affiliated [Trade Mission Online Search](#) ("TM OnLine").

## Searching for a specific profile

- CAGE Code:  [Help](#)  
DUNS Number(s):  [Help](#)  
8(a) Case Number:   
Company Name or Trade Name:   
(slow)  
 Do "sounds like" matching  
 Do "first letters" matching  
 Do "contains" matching

## Profile Status

Profile Last Updated:  On or before  On or after

- Status:  Active (default)  
 Expired Registration in SAM  
 Not Fully Registered in SAM

("All" also sets Profile Last Updated to 'On or after 01/01/1900')

# Small Dynamic Business Search (DSBS)

## Small Dynamic Business Search (DSBS)

### PAST PERFORMANCE HISTORY (REFERENCES)

- Includes: Name, Contract, Start, End, Value, Contact and Phone

#### Performance History (References)

Name:	RAO/LTM EMAC
Contract:	N68711-01-D-0005
Start:	09/28/2001
End:	02/10/2008
Value:	\$1,816,553
Contact:	Michael Gonzalez, US Navy Southwest Division
Phone:	619-556-8685

Name:	Pemaco Superfund Site Specific, RG/FS, RA, O&M, CA
Contract:	DACA45-97-D-0015
Start:	09/27/2001
End:	07/31/2007
Value:	\$3,465,000
Contact:	Rose Marie Caraway, USEPA Region 9
Phone:	415-972-3158

Name:	Pre-Placed Remedial Action Contract
Contract:	DACA45-00-D-0006
Start:	06/27/2000
End:	06/27/2007
Value:	\$30,000,000
Contact:	Randy Peterson, USACE Omaha District
Phone:	402-995-2732

# Small Dynamic Business Search (DSBS)


Skip Navigation Accessibility Options

**SBA** SBA Search Results [Print](#) [Exit](#) [Help](#) [DSBS](#) [Quick Market Search](#) [TM OnLine](#) [Read](#)

SBA Search Results

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	<a href="#">ROYALTON PROPERTIES, LLC</a>		613 WAUPACA GRAVEL RD WAUPACA, WI 54981-0000	
2	<a href="#">Carpenter Brothers, Inc.</a>		7100 W Donges Bay Rd Medford, WI 53092-4448	
3	<a href="#">MIDDLETON DISCOVERY SPRINGS LODGING INVESTORS, LLC</a> <a href="#">COURTYARD MIDDLETON</a>	NICOLE CASALETTO	2266 WEMING WAY MIDDLETON, WI 53562-4770	
4	<a href="#">THOMPSON ARBORCARE TREE SERVICE</a>		1023 BARD ST KENOSHA, WI 53143-6146	
5	<a href="#">INTRABAND, LLC</a>	DAN BOTEZ	200 N PROSPECT AVE MADISON, WI 53726-4027	
6	<a href="#">DOCTORS OXYGEN SERVICE, INC.</a>		9760 S 60TH ST FRANKLIN, WI 53132-8644	
7	<a href="#">ADVANCED LASER MACHINING, INC.</a>	RALPH STECKMAN	600 CASHMAN DR CHIPPEWA FALLS, WI 54729-4118	Metal fabrication, forming, welding, assembly, powder coating.
8	<a href="#">Customized Support Services, Inc.</a> CSS Power		319 Ward Dr Verona, WI 53593-8434	Our capabilities revolve around mission critical infrastructure design and installation including project consulting, budgeting, design, equipment procurement, project management, construction, commissioning, maintenance, emergency service and monitoring.
9	<a href="#">WALSH MARINE PRODUCTS, INC</a>		2735 N CALHOUN ROAD BROOKFIELD, WI 53005-3555	Manufacturer of rotationally molder buoys and floats with capabilities for custom jobs.
10	<a href="#">PURELY MED GAS, INC.</a>	DOM SPREMO	W255 S7535 HI LO DR WAUKESHA, WI 53189-9307	

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

<p>Under \$3,500 <b>"Just Do It"</b></p> 	<p>\$3,500 to \$25,000</p> <p><b>Opportunity must be advertised somewhere and competing bids invited</b></p>
<p>Greater than \$25,000</p> <p><b>Opportunity must be advertised on Fed Biz Opps (fbo.gov)</b></p>	<p>Greater than \$700,000 <small>(or greater than \$1,500,000 for construction)</small></p> <p><b>Contractor must have a Subcontracting Plan</b></p>

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

- A web-based portal, which allows vendors to view federal government business opportunities (FedBizOpps) greater than \$25,000
  - Smaller requirements may be posted to agency specific websites
- Vendors may register on FBO to receive daily notifications
- On FBO, vendors may:
  - View solicitation requirements
  - View and respond to sources sought
  - View awards
  - List themselves as an interested vendor

# FedBizOpps – www.fbo.gov

The screenshot shows the FedBizOpps website homepage. At the top, there is a blue header with the FedBizOpps logo (a star and the text 'FEDBIZOPPS.GOV') and the text 'Federal Business Opportunities'. To the right of the header are logos for 'IAE', 'E-GOV', and 'USA.gov'. Below the header is a navigation menu with tabs for 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. The main content area is a yellow box with a search bar and filters. The search bar contains the text 'Search more than 34,000\* active federal opportunities.' Below the search bar are several dropdown menus for 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), and 'Type' (set to 'Any'). There are also input fields for 'Keyword / Solicitation #' and 'Agency'. A 'Search' button is located below the input fields. To the right of the search bar is a 'RECOVERY' section with a sub-header 'RECOVERY' and a description 'Locate actions funded by the American Recovery and Reinvestment Act.' Below this are two buttons: 'SEARCH RECOVERY OPPORTUNITIES' and 'SEARCH RECOVERY AWARDS'. Further down is a section for 'FBO RECOVERY REPORTS' with two links: 'Click here for Opportunities' and 'Click here for Awards'. Below that is a section for 'SMALL BUSINESS EVENTS' with a link 'Learn more about the Small Business Central Event Listing or search now for events.' and a 'SEARCH SMALL BUSINESS EVENTS' button. At the bottom is a section for 'VENDOR COLLABORATION' with the text 'FBO now contains the Vendor Collaboration Central Event Listing.' On the left side of the main content area, there are two warning messages. The first is a yellow warning icon followed by the text 'SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.' The second is a lightbulb icon followed by the text 'ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the FBO Buyers Guide. Do not upload ANY classified materials to FBO.'

★ **FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **34,000\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

**Search** Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**RECOVERY**  
Locate actions funded by the American Recovery and Reinvestment Act.

**SEARCH RECOVERY OPPORTUNITIES**

**SEARCH RECOVERY AWARDS**

**FBO RECOVERY REPORTS**

- Click here for **Opportunities**
- Click here for **Awards**

Learn more [about FBO recovery reports](#).

**SMALL BUSINESS EVENTS**

Learn more about the Small Business Central Event Listing or [search now](#) for events.

**SEARCH SMALL BUSINESS EVENTS**

**VENDOR COLLABORATION**

FBO now contains the Vendor Collaboration Central Event Listing.

**! SAM.gov REGISTRATION IS FREE:** There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

**💡 ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

## WHAT POSTS TO FBO?

- **Opportunities over \$25,000:** Solicitation type, posted date, response date, amendments and requirements
- **Sources Sought** (Market Research): the Sources Sought notice is a synopsis posted by a government agency that states they are seeking possible sources for a project. It is not a solicitation for work, nor is it a request for proposal.
  - Go to [www.fbo.gov](http://www.fbo.gov) Click on "opportunities" main navigation (upper navigation bar). On the "opportunities list" tab, use the "more" field to see additional search filters. Select "Sources sought" type. Refine the search with other search criteria as appropriate to your search (e.g., agency, keyword, posting date). Click "go" to proceed to filter the lists of opportunities

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

## WHAT POSTS TO FBO?

- **Awards:** allows you to view who has won contracts for specific criteria (e.g. construction in Wisconsin). This a good feature to identify your competitors and locate potential prime contractors

# FedBizOpps – www.fbo.gov

## REGISTERING ON FBO



**ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

### Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

Login

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

### Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

Click [here](#) to learn more.

#### SMALL BUSINESS EVENTS

[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.

SEARCH SMALL BUSINESS EVENTS

#### VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

#### USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

#### DEMONSTRATION VIDEOS

Learn about FBO features and functionality in on-line videos.

 [Watch the Videos](#)


# FedBizOpps – www.fbo.gov

## REGISTERING ON FBO –

### Vendor/Citizen Registration

◀ RETURN TO HOME   ◀ RETURN TO LIST (HOME)

- 1 DUNS #
- 2 Company Information
- 3 Personal Information
- 4 Review/Submit

 **On this step:** If you are a vendor: Enter your DUNS and click **Proceed**. The system will retrieve your company information in SAM.

**If you do not know the DUNS number for your company:** you may find this information through the following search page: [www.sam.gov](http://www.sam.gov)

**If your company does not have a DUNS number,** you can obtain one free of charge via webform at <http://fedgov.dnb.com/webform/displayHomePage.do> or by calling the D&B Government Customer Response Center at 1-866-705-5711 (visit [http://fedgov.dnb.com/webform/pages/regDuns\\_phone.jsp](http://fedgov.dnb.com/webform/pages/regDuns_phone.jsp) for more details). If requested over the phone, your DUNS number is provided immediately. Webform requests take 1 - 2 business days.

**If you are a citizen or do not wish to enter your DUNS number:** You may click **skip this step**. Your data will not be auto-filled and you will not have access to controlled unclassified data until your DUNS number is entered and verified by SAM.

#### Enter DUNS Number (Optional)

\* indicates a required field

**Vendors:** Please enter your company's 9 digit DUNS number. This will allow you to access controlled unclassified documents.

**Citizens / Others:** You may skip this step by leaving the field empty and pressing **Skip this Step** at the bottom of the page.

DUNS # (optional):

Vendors should complete this field to ensure access to controlled unclassified data.

# FedBizOpps – www.fbo.gov

## Vendor/Citizen Registration

◀ RETURN TO HOME    ▶ RETURN TO LIST (HOME)

- 1 DUNS #
- 2 Company Information
- 3 Personal Information
- 4 Review/Submit

**⚠ Note:** Your company information was **not** found in SAM.  
Please fill out all required fields and click **Proceed** to continue.  
Note: Without sam verification, you will not be permitted to view any controlled unclassified information. Please contact <http://www.sam.gov> for more information.

### Company Information

\* indicates a required field

Legal Business Name\*:

Doing Business As (DBA)\*:

Cage #:

Division Name:

Division Number:

### Physical Address

Street Address\*:

City\*:

State\*:

Zip+4\*:

Country:

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

## SEARCHING FBO

- **FBO allows you to search by a number of criteria**
  - Place of Performance
  - Set aside code
  - Procurement Type
  - Keyword
  - NAICS Code
  - PSC Code
  - AND ANY COMBINATION THEREOF

# FedBizOpps – www.fbo.gov

The screenshot shows the FedBizOpps website homepage. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search form with various filters and a search button. A red arrow points from the search form area to the Agency field. On the right side, there are several sections including RECOVERY, SMALL BUSINESS EVENTS, and VENDOR COLLABORATION. At the bottom, there are sections for Buyers / Engineers and Vendors / Citizens, each with a login form and links to view opportunities, register, and get password reminders.

**FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **26,400\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**RECOVERY**  
Locate actions funded by the American Recovery and Reinvestment Act.  
[SEARCH RECOVERY OPPORTUNITIES](#)  
[SEARCH RECOVERY AWARDS](#)

**FBO RECOVERY REPORTS**

- Click here for [Opportunities](#)
- Click here for [Awards](#)

Click [here](#) to learn more.

**SMALL BUSINESS EVENTS**  
[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.  
[SEARCH SMALL BUSINESS EVENTS](#)

**VENDOR COLLABORATION**  
FBO now contains the Vendor Collaboration Central Event Listing.  
[Learn more](#) or [search](#).  
[VENDOR COLLABORATION](#)

**USER GUIDES**

- Buyer

**Buyers / Engineers**  
Government users may post, manage, and award opportunities.

Username:  [View Opportunities](#)  
No login is required to view opportunities.

Password:  [Register Now](#)  
[Password Reminder](#)  
[Recovery FAQs](#)

**Vendors / Citizens**  
Vendors and citizens may search, monitor, and retrieve opportunities.

Username:  [Find Opportunities](#)  
No login is required to view opportunities.

Password:  [Register Now](#)  
[Password Reminder](#)  
[Recovery FAQs](#)

# FedBizOpps – www.fbo.gov

## Search For Opportunities

◀ RETURN TO HOME

Opportunities List

Advanced Search

Archives

### Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

Return To Opportunities List

#### Posted Date:

#### Place of Performance State:

Hold CTRL to select multiple states

- Alabama
- Alaska
- American Samoa
- Arizona
- Arkansas

#### Place of Performance Zip Code:

Separate multiple zip codes by commas

#### Documents To Search:

- Active Documents
- Archived Documents
- Both

#### Set-Aside Code:

[More information about Set-Aside Codes](#)

- Competitive 8(a)
- Emerging Small Business
- HUBZone
- Woman Owned Small Business
- Partial HBCU / MI
- Partial Small Business
- Service-Disabled Veteran-Owned Small Business
- Economically Disadvantaged Woman Owned Small Business
- Total HBCU / MI
- Total Small Business
- Veteran-Owned Small Business
- Very Small Business

#### Opportunity/Procurement Type:

- Presolicitation
- Modification/Amendment/Cancel
- Foreign Government Standard
- Intent to Bundle Requirements (DoD-Funded)
- Combined Synopsis/Solicitation
- Sale of Surplus Property
- Award Notice
- Fair Opportunity / Limited Sources Justification
- Sources Sought
- Special Notice
- Justification and Approval (J&A)

#### Agency/Office/Location(s)\*:

- All Agency/Office/Locations
- Specific Agency/Office/Locations

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## Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.

 [? TIPS](#)

## NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

<input type="checkbox"/> 111 -- Crop Production
<input type="checkbox"/> 111110 -- Soybean Farming
<input type="checkbox"/> 111120 -- Oilseed (except Soybean) Farming
<input type="checkbox"/> 111130 -- Dry Pea and Bean Farming
<input type="checkbox"/> 111140 -- Wheat Farming
<input type="checkbox"/> 111150 -- Corn Farming
<input type="checkbox"/> 111160 -- Rice Farming
<input type="checkbox"/> 111191 -- Oilseed and Grain Combination Farming
<input type="checkbox"/> 111199 -- All Other Grain Farming

0 of 1353 selected [ show selected ] [ show all ]

## Classification Code:

Use the search box to find Classification Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

<input type="checkbox"/> 10 -- Weapons
<input type="checkbox"/> 11 -- Nuclear ordnance
<input type="checkbox"/> 12 -- Fire control equipment
<input type="checkbox"/> 13 -- Ammunition & explosives
<input type="checkbox"/> 14 -- Guided missiles
<input type="checkbox"/> 15 -- Aircraft & airframe structural components
<input type="checkbox"/> 16 -- Aircraft components & accessories
<input type="checkbox"/> 17 -- Aircraft launching, landing & ground handling equipment
<input type="checkbox"/> 18 -- Space vehicles

# FedBizOpps – www.fbo.gov

## J&A Statutory Authority:

- |   |   |
|---|---|
| <input type="checkbox"/> FAR 6.302-1(c) - Brand name                  | <input type="checkbox"/> FAR 6.302-1 - Only one responsible source (except brand name)  |
| <input type="checkbox"/> FAR 6.302-2 - Unusual and compelling urgency | <input type="checkbox"/> FAR 6.302-3 - Industrial mobilization; engineering, developmental or research capability; or expert services |
| <input type="checkbox"/> FAR 6.302-4 - International agreement        | <input type="checkbox"/> FAR 6.302-5 - Authorized or required by statute  |
| <input type="checkbox"/> FAR 6.302-6 - National security              | <input type="checkbox"/> FAR 6.302-7 Public interest  |

## Fair Opportunity / Limited Sources Justification Authority:

- |   |  |
|---|--|
| <input type="checkbox"/> Urgency  | <input type="checkbox"/> Only One Source (except brand name) |
| <input type="checkbox"/> Follow-on Delivery Order Following Competitive Initial Order | <input type="checkbox"/> Minimum Guarantee                   |
| <input type="checkbox"/> Other Statutory Authority                                    |  |

## Posted Date Range:

to

## Response Deadline:

to

## Last Modified:

to

## Contract Award Date:

to

# FedBizOpps – www.fbo.gov



FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities **Agencies** Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

## Agencies

RETURN TO AGENCIES

**Search Tips:** Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-20 of 132 Showing 20 Jump 1 | [Next >](#)

	Name	Offices	Locations	Notices
	<a href="#">Patient-Centered Outcomes Research Institute</a>	<a href="#">0 Offices</a>	<a href="#">1 Location</a>	<a href="#">1 Notices</a>
	<a href="#">Administrative Conference of the United States</a>	<a href="#">0 Offices</a>	<a href="#">1 Location</a>	<a href="#">1 Notices</a>
	<a href="#">African Development Foundation</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">2 Notices</a>
	<a href="#">Agency for International Development</a>	<a href="#">2 Offices</a>	<a href="#">94 Locations</a>	<a href="#">1001 Notices</a>
	<a href="#">American Battle Monuments Commission</a>	<a href="#">1 Office</a>	<a href="#">4 Locations</a>	<a href="#">1 Notices</a>
	<a href="#">Architect of the Capitol</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">15 Notices</a>
	<a href="#">Armed Forces Retirement Home</a>	<a href="#">1 Office</a>	<a href="#">2 Locations</a>	<a href="#">4 Notices</a>
	<a href="#">British Defense Staff (Washington)</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>
	<a href="#">Broadcasting Board of Governors</a>	<a href="#">1 Office</a>	<a href="#">18 Locations</a>	<a href="#">47 Notices</a>
	<a href="#">Comm for Purchase from People Who Are Blind or Severely Disabled</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">4 Notices</a>

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**FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info **Opportunities** Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

**S--Building and Grounds Maintenance Service, Youghiogheny Lake, Confluence, Pennsylvania**  
Solicitation Number: W911WN13B0002  
Agency: Department of the Army  
Office: U.S. Army Corps of Engineers  
Location: USACE District, Pittsburgh

U.S. ARMY

Notice Details Packages Interested Vendors List

[Return To Opportunities List](#) [Watch This Opportunity](#) [Add Me To Interested Vendors](#)

**Complete View**

- [Original Synopsis](#)  
Presolicitation  
Jan 29, 2013  
4:55 pm
- [Changed](#)  
Mar 18, 2013  
3:43 pm  
Solicitation
- [Changed](#)  
Apr 02, 2013  
4:54 pm
- [Changed](#)  
Apr 12, 2013  
3:55 pm
- [Changed](#)  
Apr 17, 2013  
11:16 am

Solicitation Number: W911WN13B0002 Notice Type: Solicitation

**Synopsis:**  
Added: Jan 29, 2013 4:55 pm  
Building and Grounds Maintenance Service, Youghiogheny Lake, Confluence, Pennsylvania

The Corps of Engineers, Pittsburgh District, has a need for a Requirements Contract for Building and Grounds Maintenance Services at their Youghiogheny Lake Project in Confluence, Pennsylvania. Some of the services include, but are not limited to, grass mowing, trimming, maintenance of landscaped areas, tree removal, debris removal, pesticide application, cleaning of offices and restrooms, shampooing and steam cleaning carpets, and solid waste and raw sewage removal. This procurement is 100% set-aside for small business (NAICS 561210; size standard \$35.5 Million). The period of performance will be from 1 April 2013 (or date of award, whichever is later) through 31 December 2013, with four one-year option periods. Contractors must be registered in the System for Award Management (SAM) before receiving a contract award (go to <https://www.sam.gov/portal/public/SAM/> to register). The invitation for Bid (IFB) will be issued approximately 13 February 2013 on-line only thru Federal Business Opportunities (FedBizOpps); therefore requests for hardcopies of the specifications will not be honored. Request for this solicitation must be made thru FedBizOpps at <https://www.fbo.gov>. Vendors, Plan Rooms and Printing Companies will be able to download this solicitation on or after the above issuance date.

**ALL FILES**

- [Solicitation 1](#)  
Mar 18, 2013  
[See Solicitation](#)
- [Amendment 1](#)  
Apr 02, 2013  
[See Solicitation](#)
- [Amendment 2](#)  
Apr 12, 2013  
[See Solicitation](#)
- [IFB Abstract](#)  
Apr 17, 2013  
[BioResourcesfor13b00002](#)

**GENERAL INFORMATION**

Notice Type: Solicitation  
Original Posted Date: January 29, 2013

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

## INTERESTED VENDORS TAB

- If the buyer has designation an interested vendors list, REGISTERED users may add themselves to this list
- This allows that company to be visible by other companies who may bid on this solicitation
  - Opportunities for subcontracting
- To add yourself to this list (you MUST BE REGISTERED ON FBO):
  - use the “Add Me To Interested Vendors” button.

# FedBizOpps – www.fbo.gov

The screenshot shows the FedBizOpps website interface. At the top, there is a navigation bar with 'My FBO', 'My Profile', 'Opportunities', and 'Agencies'. Below this, a user is logged in as 'edimars calva'. The main content area displays a notice titled '2nd explicit access make sure not universal status for all' with details: Solicitation Number: estatestate, Agency: WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY, Office: test section, Location: 5. There are tabs for 'Notice Details', 'Packages', and 'Interested Vendors List'. The 'Notice Details' tab is active, showing a 'Complete View' section with a list of amendments (Original Synopsis, Amendment 1, 2, 3, 4) and a central synopsis area. A yellow arrow labeled 'II' points to the 'Add Me To Interested Vendors' button. The right sidebar shows 'ALL FILES' with a list of documents, including 'estatestate' and 'ranowengonip', each with a 'Locked' status.

**FEDBIZOPPS.GOV** Federal Business Opportunities

My FBO My Profile **Opportunities** Agencies

Welcome, edimars calva Accessibility User Guide Logout

**2nd explicit access make sure not universal status for all**  
Solicitation Number: estatestate  
Agency: WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY  
Office: test section  
Location: 5

Notice Details Packages Interested Vendors List

Complete View Back Add To Watchlist Add Me To Interested Vendors

**Original Synopsis**  
Combined Synopsis/Solicitation  
Mar 23, 2008

**Amendment 1**  
Mar 23, 2008

**Amendment 2**  
Mar 23, 2008

**Amendment 3**  
Mar 25, 2008

**Amendment 4**  
Mar 25, 2008

Solicitation Number: estatestate Notice Type: Combined Synopsis/Solicitation

Synopsis:  
Added: Mar 23, 2008 2:58 pm Modified: Mar 23, 2008 4:14 pm [Track Changes](#)  
this is a more clear description - added

Added: Mar 23, 2008 4:16 pm  
special note - please be extremely detailed in your response on details of unique capabilities - will be very competitive bid review process.

estatestate

ALL FILES

- estatestate  
Mar 23, 2008  
Locked
- ranowengonip  
Mar 25, 2008  
Locked
- ranowengonip  
Mar 25, 2008  
Locked
- Solicitation 01

# FedBizOpps – www.fbo.gov

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) Accessibility



## Z--Removal of Barriers

Solicitation Number: W911QY-13-T-0003  
 Agency: Department of the Army  
 Office: Army Contracting Command  
 Location: ACC-APG - Natick (SPS)

Notice Details Packages Interested Vendors List

Keywords:

Items 1-20 of 26

Showing 20 Jump 1 | [Next >](#)

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
AAA	Advice	<b>Marvin Heymann &amp; Associates</b> / Consultants Helping to Design and Build Your Business to Win and Successfully Perform US Federal Government Contracts / Proposal Writing + Much More! www.feddesignbuild.com / Pay After You Win Available / US Email: <a href="mailto:marvin@feddesignbuild.com">marvin@feddesignbuild.com</a> Phone: 513-706-8098		
Business	Development	<b>FedBizOpps Productivity Tools</b> FBO <==> Outlook/SalesForce/Google Apps Web: <a href="http://www.fboplus.net">www.fboplus.net</a> Local / State / US Email: <a href="mailto:enlightened@cfl.rr.com">enlightened@cfl.rr.com</a> Phone: (888) 783-3676	Service Provider	
Abromson	David	<b>AMERICAN BARRIER AND CONTROLS LLC</b> 100 SPRUCE ST FOXBORO, MA 020352754 USA	Minority-Owned business, For-Profit Organization, Women-Owned Small Business, Woman-Owned Business, Other than one of	236220, 237130, 237990, 238110, 238120, 238140, 238190, 238210, 238910, 238990, 332323, 332999,

# FedBizOpps – [www.fbo.gov](http://www.fbo.gov)

## HELPFUL LINKS:

FBO Help:

<https://www.fbo.gov/?s=getstart&mode=list&tab=list&tabmode=list>

# OTHER THAN [www.fbo.gov](http://www.fbo.gov)

- **Agency specific sites such as**
  - **The DLA Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **[Defense Logistics Agency \(DLA\)](http://www.dla.mil)** items of supply.  
<https://www.dibbs.bsm.dla.mil/default.aspx>
  - The official US Navy web site. This site links to Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy. <https://www.neco.navy.mil/>
  - AND OTHERS.....

# Bidmatching

- The Wisconsin Procurement Institute offers a free BIDMatching service
  - The system searches International, Federal, State and Local procurement databases and emails you relevant solicitations based on information specific to your company
  - Sites searched:
    - 46 International sites
    - 36 Federal sites
    - 3,246 Total sites, including state and local
- Contact Don Makowski or Joe Smetak for assistance

# Bidmatching

Daily Bids for 05/23/17



Inbox x



**NW MI PTAC** <s11t@ptassist.com>  
to Magic ▾

11:55 AM (21 hours ago) ☆



[View Bids](#)

These bid leads have been prepared for  
**Magic Moose**  
[donmakowski@nwm.cog.mi.us](mailto:donmakowski@nwm.cog.mi.us)

[View Bids](#)

A service of NW MI PTAC \*\*\* PO Box 506 1209 S Garfield Ave., Traverse City, MI 49685-0506 \*\*\* [\(231\) 929-5076](tel:2319295076)

After clicking on "View Bids" it is recommended that this site be added to the Favorites list in your Web browser for future use. If you do not wish to receive this daily email reminder to view your bids, please contact NW MI PTAC and request that your bid match be set to "On Without Email Notice".

These procurement notices are provided as an informational service of NW MI PTAC. NW MI PTAC is not responsible for the applicability, comprehensiveness, content, or timeliness of these notices. Registration with issuing agencies is recommended to ensure receipt of all applicable bid documents.

# Training Opportunities

- Series of classes in Sault Ste. Marie, MI; Sep-Dec 2017
- Series of classes in Iron Mountain, MI; Jan-Apr 2018
- “How to” events next year

<http://www.networksnorthwest.org/business/ptac/training-calendar.html>

<https://www.wispro.org/events/>

# Northwest Michigan PTAC & Wisconsin Procurement Institute (WPI)

2950 College Ave., Escanaba, MI

Phone: (906)789-0558, ext. 1311

**Don Makowski**, CFCM,  
Procurement Counselor –

[don.makowski@networksnorthwest.org](mailto:don.makowski@networksnorthwest.org)

10437 Innovation Dr. Ste. 251

Wauwatosa, WI

General phone: 414-270-3600

**Joseph Smetak**-  
[josephs@wispro.org](mailto:josephs@wispro.org)

