

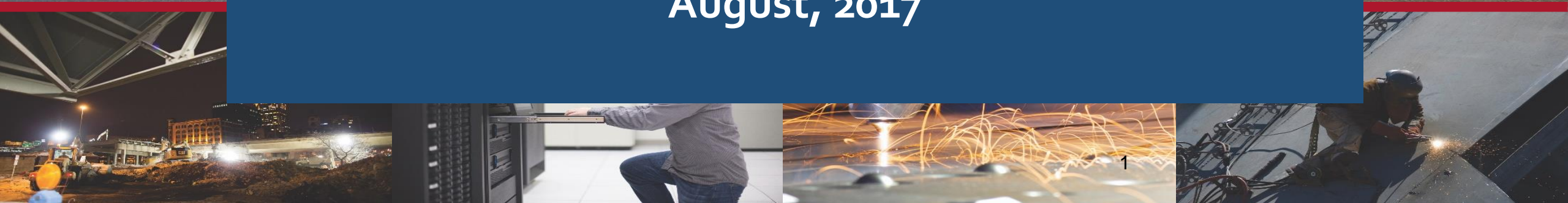


A Procurement Technical Assistance Center (PTAC)

A photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and trees with autumn foliage are visible in the foreground.

# HOW TO DO BUSINESS WITH THE DEPARTMENT OF VETERANS AFFAIRS

August, 2017

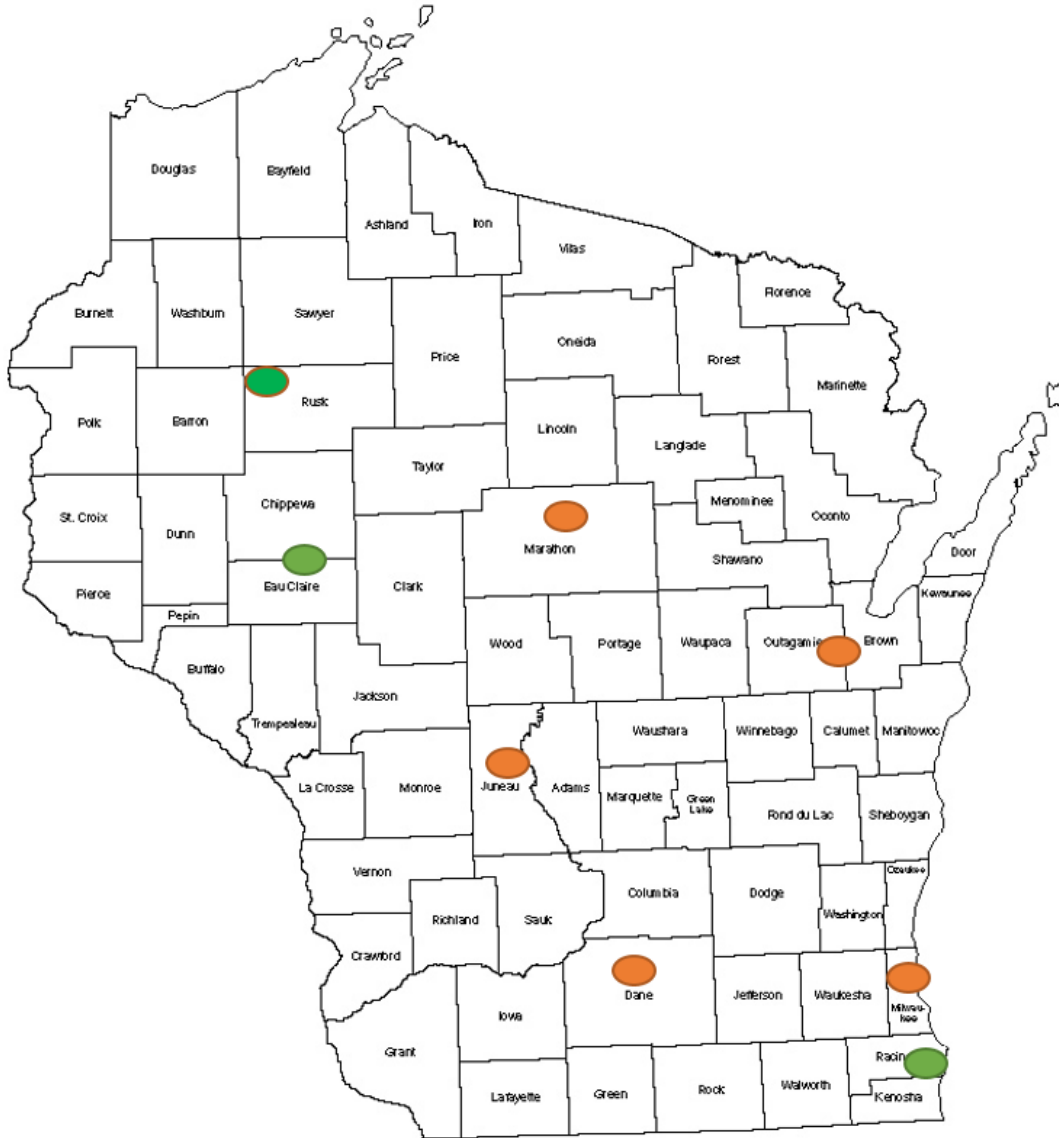


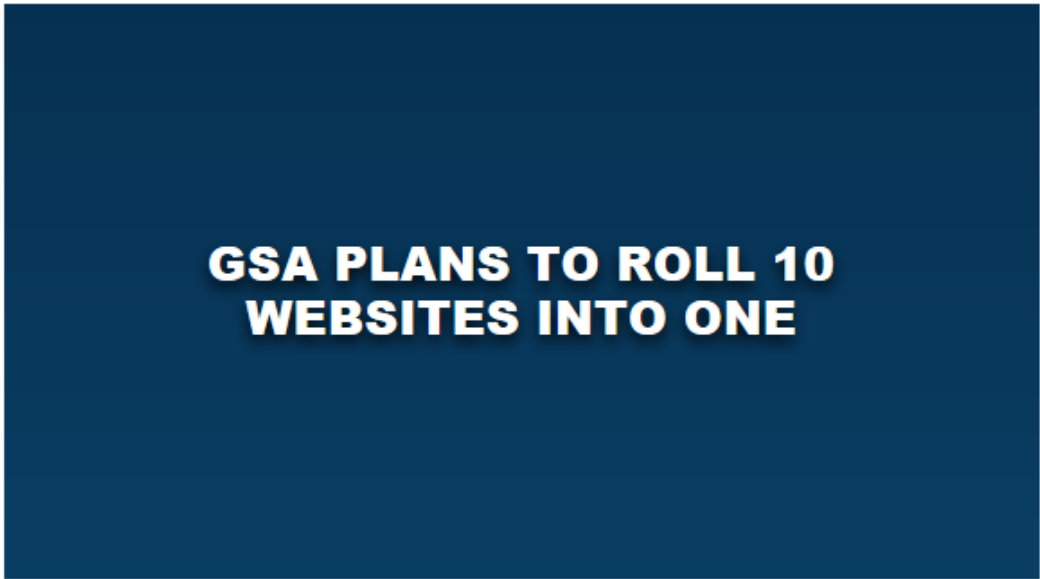
# WPI MISSION

Assisting businesses in creating,  
developing and growing their sales,  
revenue and jobs through Federal, state  
and local government contracts.

# 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





[www.wispro.org](http://www.wispro.org)

UPCOMING EVENTS



JULY 19 2017  
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEM (FPDS)

JULY 25 2017  
ACQUISITION HOUR: BUY AMERICAN – THE MANY RULES WEBINAR

JULY 27 2017  
SMALL BUSINESS WORKSHOP— "DOING BUSINESS WITH THE GOVERNMENT"  
APPLETON »

AUGUST 2 2017  
ACQUISITION HOUR: GOVERNMENT PROPERTY MANAGEMENT FOR FEDERAL CONTRACTORS AND SUBCONTRACTORS

AUGUST 2 2017  
HOW TO DO BUSINESS WITH THE DEPARTMENT OF VETERANS AFFAIRS  
IRON MOUNTAIN, MI »

CURRENT OPPORTUNITIES (4)



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

# SERVICES OFFERED

- 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
- 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 Certification / Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors

# WHAT WE WILL COVER TODAY

- How VA is Organized
- Products and Services VA Purchases
- How VA makes Purchases
- Veterans First Contracting Program
- VA Federal Supply Schedule Contracts
- Additional Tips
- VA Verification Process

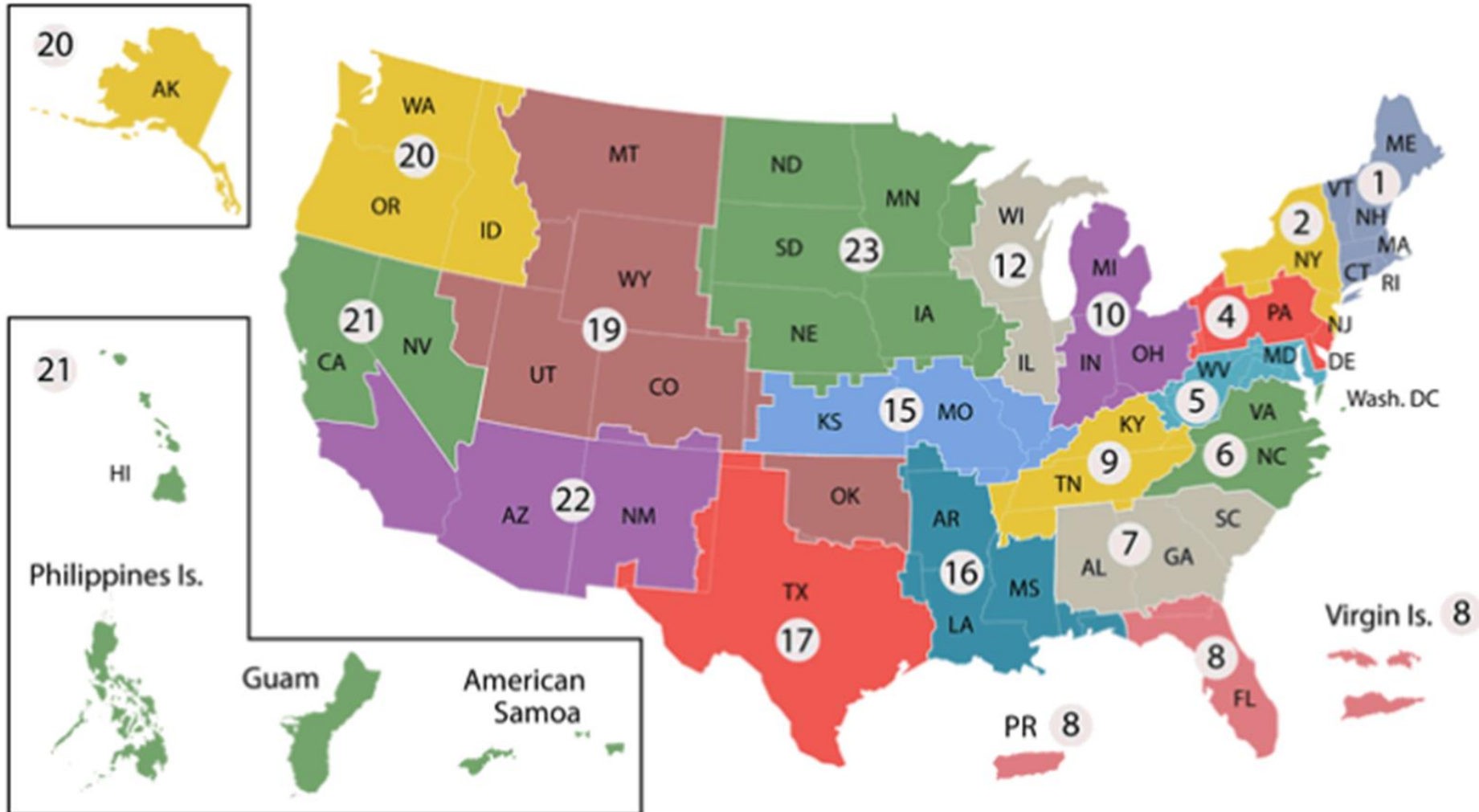
# VA ORGANIZATION

# DEPARTMENT OF VETERANS AFFAIRS

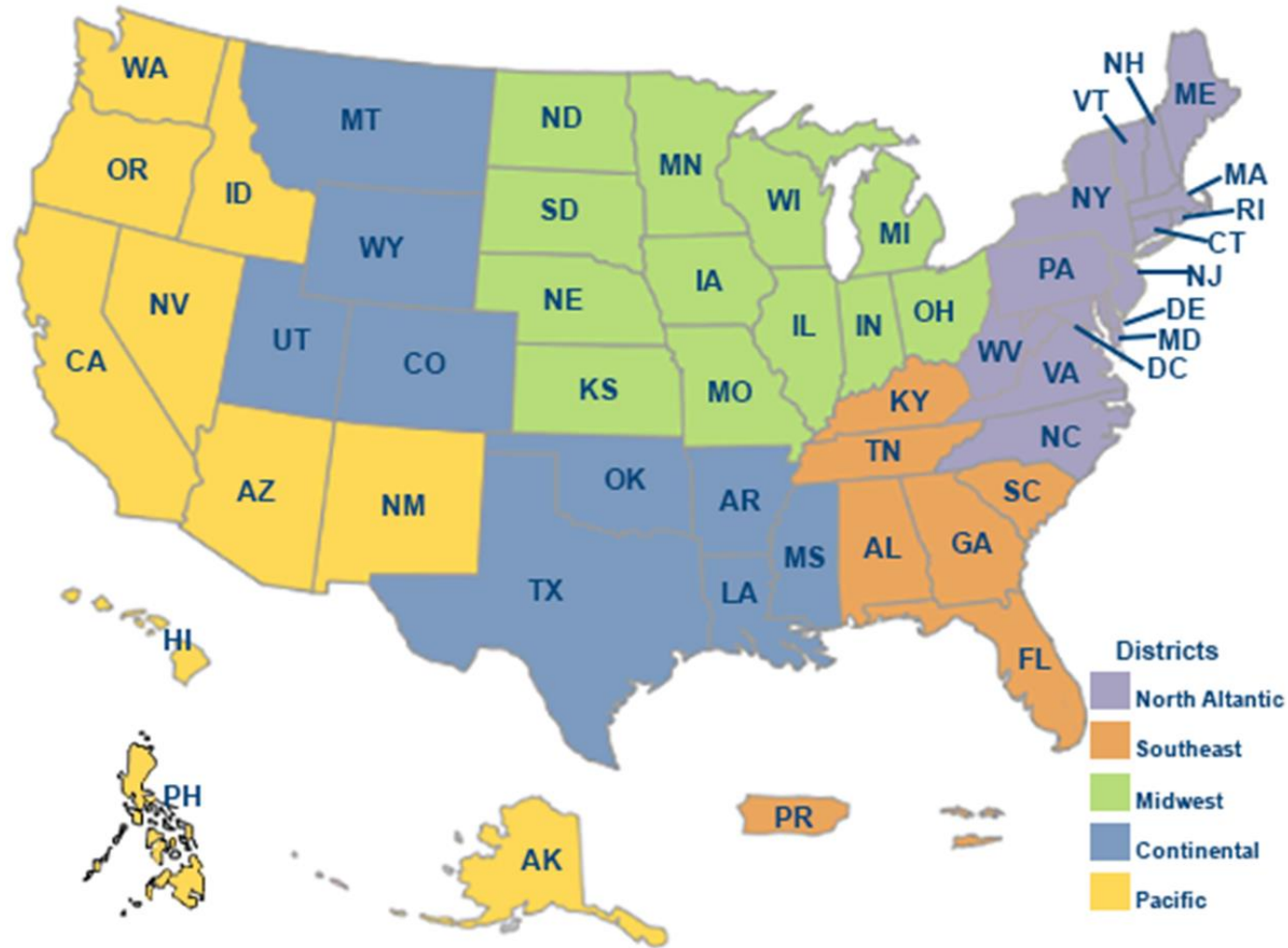
*Divided into three branches*

- **Veterans Benefits Administration (VBA)**
  - 5 Regions – includes Benefits offices and Loan offices
  - Milwaukee Regional Office is located on the VA Milwaukee Campus
- **National Cemetery Administration (NCA)**
  - 5 Service Networks operates 135 national cemeteries
  - Wood National Cemetery is located on the VA Milwaukee Campus
- **Veterans Health Administration (VHA)**
  - Operates 1,245 health care facilities, including 170 medical centers, 1,065 outpatient clinics, and community living centers serving 9 million veterans each year
  - Divided into 18 Regions called VISNs

# VHA VISN MAP



# VBA AND NCA DISTRICTS



# VA BUDGET

- VA spent more than \$23 Billion on contracted goods and services last year.
- Almost 30% or more than \$6.9 Billion went to Small Businesses
- VA requires a broad spectrum of goods and services. They purchase these goods and services on a national, regional, and local level. Regardless of how large or small a business is, VA is a potential customer.

# FY 2017 VA SMALL BUSINESS PROGRAM GOALS

## *Prime Contracting Goals*

- Small Business 28.5%
- Veteran-Owned Small Business 12.0%
- Service-Disabled Veteran-Owned Small Business 10.0%
- Small Disadvantaged Businesses (including Section 8(a)) 5.0%
- Women-Owned Small Business 5.0%
- Historically Underutilized Business Zone (HUBZone) Small Business 3.0%

## *Subcontracting Goals*

- Small Business 17.0%
- Veteran-Owned Small Business 7.0%
- Service-Disabled Veteran-Owned Small Business 5.0%
- Small Disadvantaged Businesses (including Section 8(a)) 5.0%
- Women-Owned Small Business 5.0%
- Historically Underutilized Business Zone (HUBZone) Small Business 3.0%

# FY 2017 VA SMALL BUSINESS PROGRAM GOALS

## *Prime Contracting Goals for Manageable Spend*

ORGANIZATION	SMALL BUSINESS	SDVOSB	VOSB
Veterans Health Administration	45.0%	18.0%	22.0%
Veterans Benefits Administration	60.0%	24.0%	30.0%
National Cemetery Administration	75.0%	30.0%	37.0%
Office of Construction and Facilities Management	20.0%	8.0%	10.0%
National Acquisition Center	13.0%	5.0%	7.0%
Office of Acquisition Operations	40.0%	16.0%	20.0%

# VISN 12

# VISN 12 BUDGET

- In Fiscal Year 2016, VISN 12 spent over \$357.2 million including about \$100 million in prime vendor and pharmaceutical purchases.
- (Prime Vendor contractor manages inventory and provides delivery of products in a more efficient and effective manner for a distribution fee which is a markup to the product price.)

# VISN 12 – FY 16 BUDGET

*Breakdown of \$357,200,000*

Small Business – 36.78%	\$131,378,000
Veteran-Owned Small Business – 23.37%	\$ 83,478,000
Service-Disabled Veteran-Owned Small Business – 21.21%	\$ 75,762,000
Small Disadvantaged Businesses (including Section 8(a)) – 11.66%	\$ 41,650,000
Women-Owned Small Business – 2.35%	\$ 8,394,200
Historically Underutilized Business Zone (HUBZone) Small Business – 2.94%	\$ 10,501,700

# VISN 12 AREA

- Wisconsin – All of State except Northwest Corner
  - Clement J. Zablocki Veterans Affairs Medical Center – Milwaukee, WI
  - William S. Middleton Memorial Veterans Hospital – Madison, WI
  - Tomah VA Medical Center – Tomah, WI
- Michigan Upper Peninsula
  - Oscar G Johnson VA Medical Center - Iron Mountain, Michigan
- Illinois – All of State except Southern
  - Edward Hines Jr. VA Hospital – Hines, IL
  - Jesse Brown VA Medical Center – Chicago, IL
  - VA Illiana Health Care System – Danville, IL
  - Captain James A. Lovell Federal Health Care Center – North Chicago, IL

# VISN 12 OUTPATIENT CLINICS

- Wisconsin
  - Appleton Green Bay Cleveland Union Grove
  - Baraboo Beaver Dam Freeport, IL Janesville
  - Madison West Rockford, IL Clark County Wausau
  - Wisconsin Rapids LaCrosse Rhinelander Kenosha
- Michigan
  - Hancock Marquette Ironwood Menominee
  - Sault Ste Marie Manistique
- Illinois
  - Evanston Chicago Heights Decatur McHenry Auburn-Gresham
  - Lakeside Oak Lawn LaSalle Mattoon
  - Kankakee Aurora Joliet Elgin-Hoffman Estates
  - Springfield West Lafayette Peoria
- Indiana
  - Crown Point

# NETWORK CONTRACTING OFFICE (NCO)

## 12

- Central Procurement Office for all VISN 12 facilities
- 2 Locations
  - Milwaukee (Off Campus from the VAMC)
  - North Chicago (On Campus at the FHCC)
- Staff of approximately 120 personnel
  - Contracting Officers
  - Contract Specialists
  - Purchasing Agents
  - Purchase Card Managers

# WHAT VA PURCHASES

# EXAMPLES OF ITEMS PURCHASED BY VISN 12 INCLUDE

- Pharmaceuticals, medical and surgical supplies (Prime Vendor Contracts)
- Perishable subsistence (Prime Vendor Contract)
- Equipment, supplies, and materials for facility operation
- Maintenance and repair of medical and scientific equipment
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Medical gases
- Janitorial, Trash, and Transportation Services
- Office Supplies (GSA National BPAs-22 of 23 awarded to SB)
- IT Equipment (NASA SEWP V Contracts – 145 contract holders - 110 SB)

# RECENT ITEMS VISN 12 PURCHASED

- Mortuary Services
- Recycle Bins
- Temporary Kitchen
- Repair Fire Barrier Walls – Replace Obsolete Fire Alarm Devices
- Mobile Skywatch Tower
- Tractor
- Sterilization Containers – Sterilizer/Washer
- Barcode Scanners and Docking Stations
- Physicians
- Video Broadcast System
- Treadmill

# HOW DOES VA BUY

Acquisitions are accomplished by:

- Sealed Bidding
- Negotiation
- Simplified Acquisition Procedures
- Credit Card Purchases
- Mandatory sources, i.e. Ability One, Federal Supply Schedules

Solicitations may be located on:

- Federal Business Opportunities (FedBizOpps) <https://www.fbo.gov/>
- GSA eBuy [https://www.ebuy.gsa.gov/advantage/ebuy/start\\_page.do](https://www.ebuy.gsa.gov/advantage/ebuy/start_page.do)

Wisconsin Procurement Institute (WPI) / Northwest Michigan PTAC can provide FREE Bid Matching Services that will search for opportunities for your company.

# SPECIFIC TO VA

- All procurements are considered commercial items, with the exception of construction and some very complex research and development items. Almost all procurements are completed using FAR Part 12 – Acquisition of Commercial Items  
[https://acquisition.gov/far/current/html/Subpart%2012\\_1.html#wp1085203](https://acquisition.gov/far/current/html/Subpart%2012_1.html#wp1085203)
- VA only has the authority to do Fixed Price Contracts and Fixed Price with Economic Price Adjustment Contracts. These types of contracts generally puts more risk on the contractor.

# PROCUREMENT REGULATIONS

VA procurements are completed in accordance with the Federal Acquisition Regulation (FAR), Department of Veterans Affairs Acquisition Regulation (VAAR), and VA policies and procedures.

Websites:

FAR: <https://www.acquisition.gov/?q=browsefar>

VAAR: <http://www.va.gov/oal/library/vaar/>

# VETERANS FIRST CONTRACTING PROGRAM

# VETERANS FIRST CONTRACTING PROGRAM

Public Law (P.L.) 109-461, Veterans Benefits, Health Care, and Information Technology Act of 2006 provides VA with unique authority for contracting with Service–Disabled Veteran– Owned Small Business (SDVOSB) and Veteran–Owned Small Business (VOSB). In order to qualify for participation in the VA Veterans First Contracting Program, eligible business owners must first be verified through the Center for Verification and Evaluation (CVE). Firms are eligible for three years from their last verified date.

*SDVOSB and VOSB must be verified in order to participate in SDVOSB and VOSB set-asides. <http://www.va.gov/osdbu/verification/>*

# SUPREME COURT KINGDOMWARE DECISION

- Supreme Court ruled that consistent with Public Law 109-461, the VA shall award contracts based upon competition restricted to SDVOSBs or VOSBs when a contracting officer has a reasonable expectation, based on market research, that two or more firms listed as verified in Vendor Information Pages database are likely to submit offers and an award can be made at a fair and reasonable price that offers best value to the United States.
- June 16, 2016

# VISN 12 FY 2016 NON-VETERAN AWARDS

Over \$47 million was awarded to non-veteran owned small businesses.

# VA CONSTRUCTION BUYS

- Generally completed as sealed bidding with award going to the lowest priced, responsive, responsible bidder.
- First consideration given to Service–Disabled Veteran–Owned Small Business (SDVOSB) set aside. (CVE verified)
- Announced on the Federal Business Opportunities (FedBizOpps) website - <https://www.fbo.gov/>

# GENERAL SERVICES ADMINISTRATION (GSA) CONTRACTS

# GENERAL SERVICES ADMINISTRATION (GSA)

- The Federal Supply Schedule (FSS) program also known as the GSA Schedules Program or the Multiple Award Schedule (MAS) Program offers speed, selection, flexibility, transparency, efficiency, value, and procurement management.
- Schedules are Multiple Award Indefinite Delivery, Indefinite Quantity (IDIQ) contracts providing an indefinite quantity of supplies and services at stated prices during a fixed period of time.
- Each GSA Schedule is composed of Special Item Numbers (SINs) that groups similar products and services together.

# GENERAL SERVICES ADMINISTRATION (GSA)

- Any federal agency can use these contracts and many prefer to use the schedule over other procurement options because of pre-negotiated terms and pricing, transparency, and ease of use. Agencies place orders instead of writing new contracts by competing among schedule holders.
- Awarded for a base period of five years with potential for 3 five-year option periods, resulting in a 20 year contract.
- Sales are only limited to minimum and maximum quantities defined by the contract holder.

# VA FEDERAL SUPPLY SCHEDULE CONTRACTS

# VA NATIONAL ACQUISITION CENTER (NAC) – HINES, ILLINOIS

The NAC solicits, awards, and administers VA's Federal Supply Schedule and National Contract Programs including the acquisition and direct delivery of pharmaceuticals, medical/surgical/dental supplies, high technology medical equipment and just-in-time distribution programs (also known as Prime Vendor Distribution Programs). With over 2,000 contracts, the NAC's programs realize annual sales of over \$16 billion.

All Federal agencies are able to purchase from the VA Schedules.

# VA SCHEDULES

Like GSA Schedule contracts, the VA Schedules are indefinite delivery/indefinite quantity type contracts awarded to pre-approved vendors using full and open competition. Additionally, the Federal Supply Schedule (FSS) program negotiates firm-fixed pricing based on a commercial “most favored customer” pricing concept, including an option for economic price adjustments. All products and services are state-of-the-art and provide national/worldwide coverage.

# ADDITIONAL TIPS

# IMPORTANT DOLLAR THRESHOLDS

- Procurements under \$3,500 are completed at the department level with use of a Government purchase card (credit card). Usually completed without or with limited competition.
- Procurements between \$3,500 and \$25,000 are completed competitively by small purchase staff.
- Open Market Procurements over \$25,000 are announced and available on the Federal Business Opportunities (FBO) Website.

# GET YOUR FIRM READY TO DO BUSINESS WITH VA

- Obtain a DUNS number
- Register in SAM and the Dynamic Small Business Search – Your Federal Business Resume
- SDVOSB and VOSB go through the verification process
- Develop company website – have email addresses for staff
- Develop a Capability Statement
- Capable of electronic invoicing and payment
- File VETS 4212 <http://www.dol.gov/vets/vets4212.htm> (Not mandatory for commercial item purchases)
- Locate Opportunities through WPI / Northwest Michigan PTAC Bid Matching Services
- Attend Pre-Solicitation Conferences
- Respond to Sources Sought Announcements

# SOLICITATION TIPS

- Read the document – what type of solicitation is it
- Understand what the VA is looking to purchase
- Respond to all elements of the document
- Do not promise anything you are unable to do
- Offer a fair price - Sign all offers
- Understand how award will be made, i.e. “Best Value”,  
Lowest Price Technically Acceptable
- Know what is required for Brand Name or Equal
- Understand Performance Requirements for the contract

# ADDITIONAL TIPS

- Introduce yourself to procurement staff – by phone or email
  - Polish your “Elevator Speech”
    - Who you are
    - What you do
    - Have you done any work with the government before
    - What makes you special
    - Be able to answer, “Why hire my company”
- Study certain sections of the FAR and VAAR for greater understanding of government contracts
  - FAR 8.4 - FSS
  - FAR 12 - Commercial Items
  - FAR 13 – Simplified Acquisitions
  - FAR 14 – Sealed Bidding
  - FAR 15 – Negotiated Contracts

# CONSTRUCTION

SDVOSB capable of working as the prime contractor, bid directly to VA. Locate bid on FBO, attend all site visits, and submit bid on time.

Non-SDVOSB locate bid on FBO and SDVOSB primes to determine sub contracting opportunities.

Have appropriate bonding levels ready and available

# HOW TO FIND PRIME CONTRACTORS

- Register on FBO as an Interested Vendor for the solicitation
- VA Vendor Information Pages - <https://www.vip.vetbiz.gov/>
- Check USA Spending - <http://www.usaspending.gov/>
- Federal Procurement Data System (FPDS) – ad hoc reports
- Check GSA eLibrary for FSS Primes - <http://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- SBA Subcontracting Opportunities Directory SUB-Net - [www.sba.gov/subnet](http://www.sba.gov/subnet)
- GSA Subcontracting Directory for Small Businesses - <http://www.gsa.gov/portal/service/SubContractDir/category/102831/hostUri/portal>
- Contact WPI or Northwest Michigan PTAC for assistance in locating Primes

# HOW TO FIND CONSTRUCTION PRIME CONTRACTORS

- Register on FBO as an Interested Vendor for the solicitation and review Interested Vendor list
- Attend site walks, prime contractors and other sub-contractors will attend.
- Look for the Amendment to the solicitation that contains the site walk sign in sheets - it will contain all contractors that attended the site walk

# OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION (OSDBU)

- Located in Washington, DC - OSDBU's goal is to help Veteran-Owned and Small businesses contribute to the mission of VA.
- All federal agencies must forecast their contracting opportunities. VA uses an electronic contract management system to generate their forecast.
- VA Forecast of Contracting Opportunities:  
<https://www.vendorportal.ecms.va.gov/eVP/fco/StateMap.aspx>

# VETERANS CANTEEN SERVICE (VCS)

Make direct contact with VCS Divisional Merchandise Managers. New merchandise selections and vendor sources are reviewed at Merchandise Committee meetings. Approved vendors have selected items with established terms, costs and Retail Sell Prices placed in VCS automated Purchase Order Management System (POMS). Items are then available for each Canteen to order thru POMS. Canteen Chiefs select merchandise for their canteen from POMS. This system offers a personalized selection process allowing local and regional needs to be met. VCS has no national warehousing facilities; all shipments ordered by canteens are to be shipped directly from the manufacturer to the ordering canteen. FAR and VAAR are not applicable.

<https://www.vacanteen.va.gov/VACANTEEN/ConductBusiness.asp>

# VA VERIFICATION PROCESS

## CENTER FOR VERIFICATION AND EVALUATION - CVE

# VA CENTER FOR VERIFICATION AND EVALUATION - CVE

- **Who Qualifies as a SDVOSB?**

- The business must be small by the SBA's Size Standards
- The Owner must meet the Government's definition of a Veteran
  - A Veteran is a person who served on active duty with the Army, Air Force, Navy, Marine Corps, or Coast Guard for any length of time, and was discharged or released under conditions other than dishonorable. A reservist or member of the National Guard called to federal active duty, or disabled from a disease or injury incurred or aggravated in the line of duty or while in training also qualifies as a Veteran. A Service-disabled Veteran is a Veteran who possesses either a disability rating letter issued by the Department of Veterans Affairs (VA) establishing a service-connected rating between 0 and 100 percent, or a disability determination from the Department of Defense (DoD)
- **Ownership**
  - One or more Veterans must unconditionally and directly own at least 51% of the businesses
    - Wisconsin Marital Property Law
- **Control**
  - One or more Veterans must demonstrate full control over the business operations
    - Day-to-day management
    - Decision-making authority and strategic policy setting
    - Managerial experience and the ability to exercise independent business judgement
    - Full-time devotion
    - Highest officer position & highest compensated employee

# NOTE ON OWNERSHIP

- Vet owners must have **Direct and Unconditional Ownership of at least 51% of the business**
- **A note on community property:** VOSBs and SDVOSBs that reside in Community Property states may have to take special measures in meeting the 51% ownership stipulation. However, it can be an **EASILY CORRECTIBLE ISSUE** that may be resolved before applying.
- In a Community Property jurisdiction, most property acquired during the marriage (except for gifts or inheritances) – is owned jointly by both spouses and is divided upon divorce, annulment, or death. Joint ownership is automatically presumed by law in the absence of specific evidence that would point to the contrary.
- In the instance of a business located in a Community Property state, unless otherwise indicated, the business would be automatically be **ONLY 50%** owned by the Veteran – **NOT MEETING THE ELIGIBILITY REQUIREMENTS**

# CVE VERIFICATION

- **Where and how do I get Certified?**
  - Veterans must register on the Vendor Information Pages (VIP) at [www.vip.gov](http://www.vip.gov)
  - Documents are uploaded via VIP for review by CVE
  - **Meet with a VA Verification Assistance Counselor prior to collecting & submitting documentation!**
- **Certification length**
  - Verification has recently been increased from 2 to 3 years
- **Certification Cost**
  - No Cost other than your time for verification

# CERTIFICATION BENEFITS

- VOSB and SDVOSB firms wishing to take part in the Veterans First Contracting Program must be verified by CVE
  - The Veterans First Contracting Program requires the VA to seek out SDVOSBs and VOSBs prior to other types of small businesses
    - 12% VOSBs
    - 10% SDVOSBs
  - Subcontracting Goals
    - 7% VOSBs
    - 5% SDVOSBs
- Sole Source Authority
  - Under \$5 Million
  - Fair and reasonable price
- Joint Venture & Teaming Opportunities

# VERIFICATION PROCESS

1. Obtain DUNS number and register in SAM (both free!)
2. Create an account in VIP
3. Meet with a VA verification assistance counselor to discuss the verification process, if verification is right for you and what documents are required
4. Collect required documentation
5. Review documentation with VA verification assistance counselor
6. Write Detailed Letters of Explanation (DLOEs) for missing documentation
7. Log into VIP and sign VA Form 0877 (must be signed by all owners) and required documentation. Only documentation designated as being required for pre verification is needed at first
8. Respond to any requests for additional information from CVE

# PRE-APPLICATION

- VA Form 0877 is cross-referenced with the applicant's VetBiz VIP profile to ensure all information matches
- The VA Beneficiary Identification and Records Locator Subsystem (BIRLS) database is used to validate the date of birth, Social Security Number, and Veteran status of each Veteran owner
- The Excluded Parties List System (EPLS) is used to verify all owners are in good standing with the federal government
- The Case Analyst ensures only six-digit NAICS Codes are listed on the Veteran's VIP profile
- The firm's Doing Business As (DBA) filing is reviewed to ensure that it has been properly registered
- Pre-Application Review documents are evaluated for accuracy and viability for examination. If any issues are identified, the applicant is provided an opportunity to address the issues
- If no eligibility issues are identified, CVE requests the remaining required documents
- Once all required documents are received, the application is ready for full Assessment

# MORE INFORMATION

- Current processing time is 120 days from the date of when CVE receives the documents
- Current number of firms verified: 11,045
- Required documentation available at:  
<https://www.vip.vetbiz.gov/Public/Register/DocumentList.aspx>

# COMMON REASONS FOR DELAY

- Missing required documentation – **meet with a VA verification assistance counselor first!**
- Applicant is not prepared
- Discrepancies in ownership information – VIP information must match what is on your form DD214
- Delays in responding to additional documentation requests
- Not updating your contact information

# CVE LOGO

- VA-verified firms may display the trademark-protected SDVOSB or VOSB logo (sample images shown below). Use of the logo communicates the firm has undergone a comprehensive review to validate its status as an eligible Veteran-owned and controlled firm.
- **Do not use the logos until you are verified!**
  - When VA discovers that a firm is using the logo fraudulently; they are sent a cease and desist letter. The letter requests the firm cease all use of the mark consisting of a wreath, stars, and any other misrepresentation of the firm being a verified SDVOSB or VOSB. VA must make this request to preserve the value of our certification mark. Firms are given 30 days to remove the logo.



# RESOURCES

# NCO 12 VA CONTACT

## Small Business Liaison

Steve Maier

Great Lakes Acquisition Center

Department of Veterans Affairs

115 S 84<sup>th</sup> Street, Suite 101

Milwaukee, WI 53214

[Steven.Maier2@va.gov](mailto:Steven.Maier2@va.gov)

414-844-4824

# RESOURCES

- VA Forecast of Contracting Opportunities: <https://www.vendorportal.ecms.va.gov/eVP/fco/StateMap.aspx>
- FAR: <https://www.acquisition.gov/?q=browsefar>
- VAAR: <http://www.va.gov/oal/library/vaar/>
- VA National Acquisition Center: <http://www.va.gov/oal/about/nac.asp>  
Phone: 708-786-5157
- VA OSDDBU: <http://www.va.gov/osdbu/>
- VA Vendor Information Pages: <http://www.va.gov/osdbu/verification/>  
Phone: 866-584-2344
- Federal Business Opportunities (FedBizOpps) website - <https://www.fbo.gov/>

# RESOURCES

- Veterans Canteen Service Central Office, St Louis, MO  
Phone: 314-845-1200 – [vcscanteen.com@med.va.gov](mailto:vcscanteen.com@med.va.gov)  
<https://www.vacanteen.va.gov/VACANTEEN/ConductBusiness.asp>
- VA Website - <http://www.va.gov/oal/business/dbwva.asp>
- Air Force FAR: <http://farsite.hill.af.mil/>
- Acquisition.gov is: <https://www.acquisition.gov/>
- Northwest Michigan PTAC - 906-789-0558  
<http://www.networksnorthwest.org/business/ptac/>
- Wisconsin Procurement Institute - 414-270-3600 [www.wispro.org](http://www.wispro.org)

# UPCOMING TRAINING - EVENTS

# UPCOMING EVENTS

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

## UPCOMING EVENTS

JULY 19 2017

ACQUISITION HOUR: MARKET RESEARCH – USING  
THE FEDERAL PROCUREMENT DATA SYSTEM (FPDS)

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JULY 25 2017

ACQUISITION HOUR: BUY AMERICAN – THE MANY  
RULES WEBINAR

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AUGUST 2 2017

ACQUISITION HOUR: GOVERNMENT PROPERTY  
MANAGEMENT FOR FEDERAL CONTRACTORS AND  
SUBCONTRACTORS

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AUGUST 2 2017

HOW TO DO BUSINESS WITH THE DEPARTMENT OF  
VETERANS AFFAIRS  
IRON MOUNTAIN, MI »

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AUGUST 3 2017

HOW TO DO BUSINESS WITH THE DEPARTMENT OF  
VETERANS AFFAIRS  
APPLETON, WI »

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## CURRENT OPPORTUNITIES (4)

# NATIONAL VA EVENT

2017 National Veterans Small Business Engagement

St Louis, MO

December 5 – 7, 2017

- All regions, VISNs, departments are represented
- Access to Procurement Decision Makers (PDM)
- Focus on Veteran-Owned Small Business – Others are welcome to attend

<http://nvsbe.com/>

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

[www.wispro.org](http://www.wispro.org)

Carol Murphy | Business Development Specialist

[carolm@wispro.org](mailto:carolm@wispro.org) 414-270-3600

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226