



# **VETERANS FIRST CONTRACTING PROGRAM**

May 12, 2015



---

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

---

**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 Box**

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)**

Search ...

[BLOG](#) [SERVICES](#) [ABOUT](#) [MY ACCOUNT](#) [SURVEY](#) [CONTACT](#)



[EVENT CALENDAR](#)

[FEDERAL GOVERNMENT](#)

[STATE GOVERNMENT](#)

[LOCAL GOVERNMENT](#)

[OTHER GOVERNMENT & GRANTS](#)

[FAQS](#)



## UPCOMING EVENTS

02/26/2015  
FEDERAL PRIME CONTRACTOR GROUP MEETING  
ST. FRANCIS (MILWAUKEE) »

03/03/2015  
SMALL BUSINESS GOVERNMENT CONTRACTING  
SERIES: SELLING TO THE DEPARTMENT OF VETERANS  
AFFAIRS  
WAUWATOSA »

03/04/2015  
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT  
WEBINAR »

03/09/2015  
ENTERING THE GOVERNMENT MARKET - A PRIMER  
RACINE »

03/11/2015  
ACQUISITION HOUR: PREPARING FOR CSPR AUDIT  
WEBINAR »

## CURRENT OPPORTUNITIES (7)

### 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](#)

## 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 BY WPI

- 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
- Development of Market Profile
- 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 Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid Review and Submission Assistance
- Proposal and Assistance, Review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

---

Wisconsin Procurement Institute  
10437 Innovation Dr., Suite 320  
Milwaukee, WI 53226  
Telephone 414-270-3600  
FAX 414-270-3610  
[www.wispro.org](http://www.wispro.org)  
Executive Director – Aina Vilumsons  
[info@wispro.org](mailto:info@wispro.org)

# 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 two years from their last verified date.

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

# How do I Become Verified?

Meet with a VA Verified Counselor. WPI has trained VA Verified Counselors on staff to help with the application process:

- Obtaining a DUNS number and registering in SAM
- Reviewing the required documentation with you
- Reviewing a sample application with you
- **Assisting businesses in registering in the Vendor Information Pages (VIP) on the CVE website and uploading the documentation**

# VA Contracting Priority-VAAR 819.7004\*

...Contracting officer shall consider in the following order of priority,...

- (a) To SDVOSBs
- (b) To VOSB, including but not limited to SDVOSBs
- (c) Pursuant to –
  - (1) Section 8(a) of the Small Business Act or
  - (2) The Historically-Underutilized Business Zone (HUBZone) Program and
- (d) Pursuant to any other small business contracting preference.

# SDVOSB Set-Asides

VAAR 819.7005 states:

The contracting officer shall set-aside an acquisition for competition restricted to SDVOSB concerns upon a reasonable expectation that (1) offers will be received from two or more eligible SDVOSB concerns and (2) award will be made at a fair and reasonable price.

The contracting officer shall ensure eligibility is extended to businesses owned and operated by surviving spouses and businesses are registered and verified in the CVE database prior to making an award.

# Upcoming WPI Events

- ***Small Business Government Contracting Series continues the first and third Tuesday of each month through June, 2015 – Milwaukee, WI***
- ***Acquisition Hour (Weekly Webinar) through June, 2015***
- ***Federal Acquisition Regulations (FAR) – The Basics – June 17, 2015 – Appleton, WI***
- ***Doing Business with the National Park Service – June 23, 2015 – Ashland, WI***
- ***How to Do Business with the Department of Veterans Affairs – July 21, 2015 – Green Bay, WI and July 22, 2015 – Iron Mountain, MI***
- ***9<sup>th</sup> Annual Volk Field Small Business Conference – July 29 – 30, 2015 – Camp Douglas, WI***
- ***Marketplace 2015 – October 29-30, 2015 – Milwaukee, WI***

# 9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE –

## CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

July 29 – 30, 2015 – Camp Douglas, WI



### Sponsored and Hosted by:

- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- US Small Business Administration
- Western Dairyland
- Wisconsin Procurement Institute
- Monroe County Economic Development
- SBDC – UW La Crosse
- Northwest Michigan PTAC

### PROGRAM HIGHLIGHTS:

*Current Issues in Government Contracting*  
*Contracting Opportunities in Emergency*  
*Preparedness and Disaster Relief*  
*Networking and Individual Meetings*  
*Capabilities Statement Exhibit*  
*Capabilities Presentation Competition*  
*Financing and Bonding for your Small*  
*Businesses*  
*Social Media*

UPDATED information will be posted to

<http://tinyurl.com/Volk2015> or contact David Olson at 608-427-2455 or [davido@wispro.org](mailto:davido@wispro.org)

# For Assistance or Additional Information - Contact

Wisconsin Procurement Institute (WPI)

Carol Murphy

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

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

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