



A Procurement Technical Assistance Center (PTAC)



FUTURE OF FEDERAL CONTRACTING

June, 2017





ABOUT WPI

Supporting the Mission

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

MARK YOUR CALENDAR! 5TH ANNUAL U.S DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE - MAY 10TH.

www.wispro.org

UPCOMING EVENTS

FEBRUARY 28 2017
ACQUISITION HOUR – THE CONTRACTOR PURCHASING SYSTEM REVIEW (CPSR) SERIES PART 4 OF 4

FEBRUARY 28 2017
GROWING NEW CUSTOMERS WITH GOVERNMENT CONTRACTING - THE FEDERAL SMALL BUSINESS HUBZONE PROGRAM - MILWAUKEE MILWAUKEE, WI »

MARCH 1 2017
ACQUISITION HOUR: ESRs INDIVIDUAL SUBCONTRACTOR REPORTING (ISR) BASICS

MARCH 1 2017
ACQUISITION HOUR – MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)

MARCH 2 2017
GROWING NEW CUSTOMERS WITH GOVERNMENT CONTRACTING - THE FEDERAL SMALL BUSINESS HUBZONE PROGRAM - LA CROSSE LA CROSSE, WI »

CURRENT OPPORTUNITIES (3)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

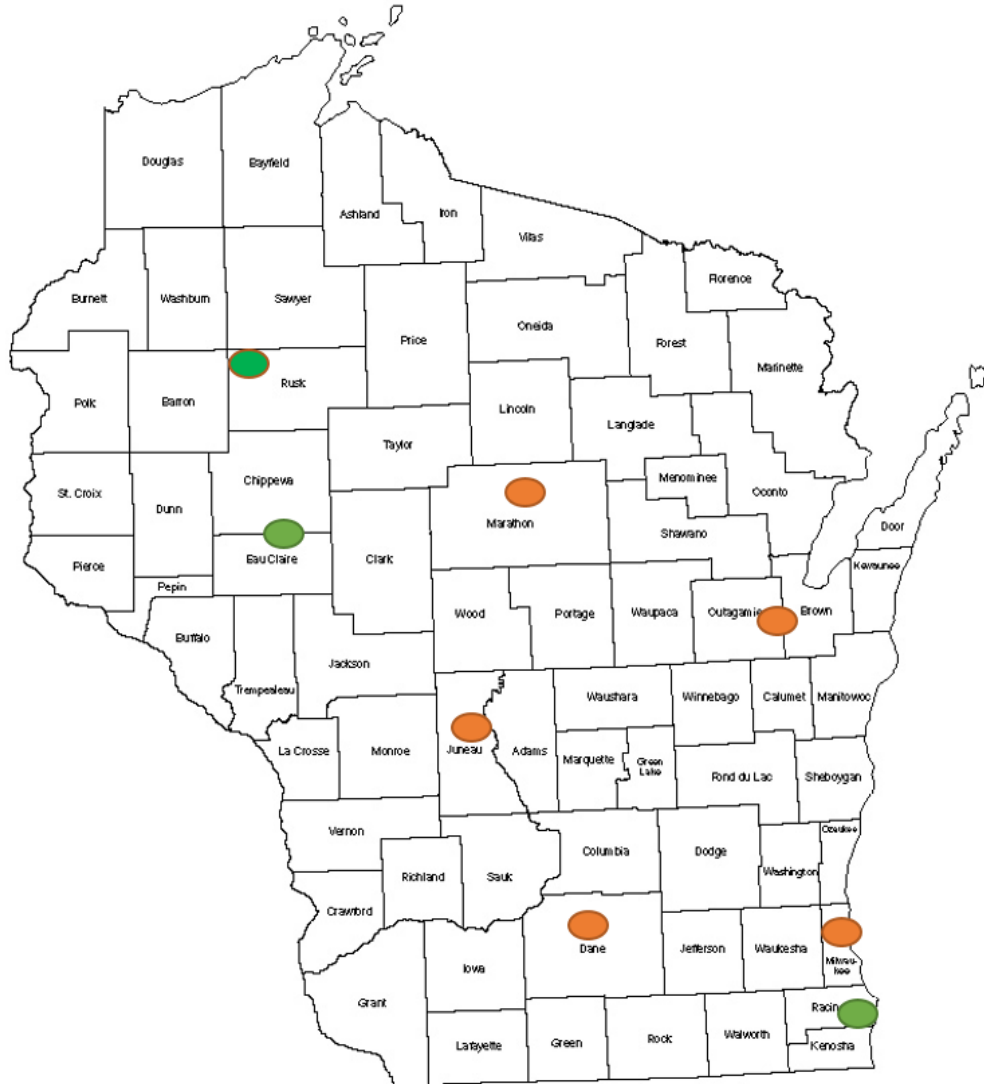
Stay up-to-date with the latest WPI news.

SIGN UP

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

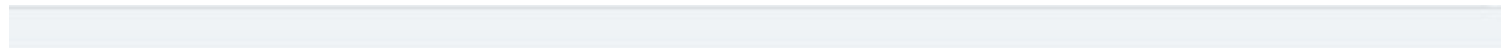
GET HELP



LOCATIONS:

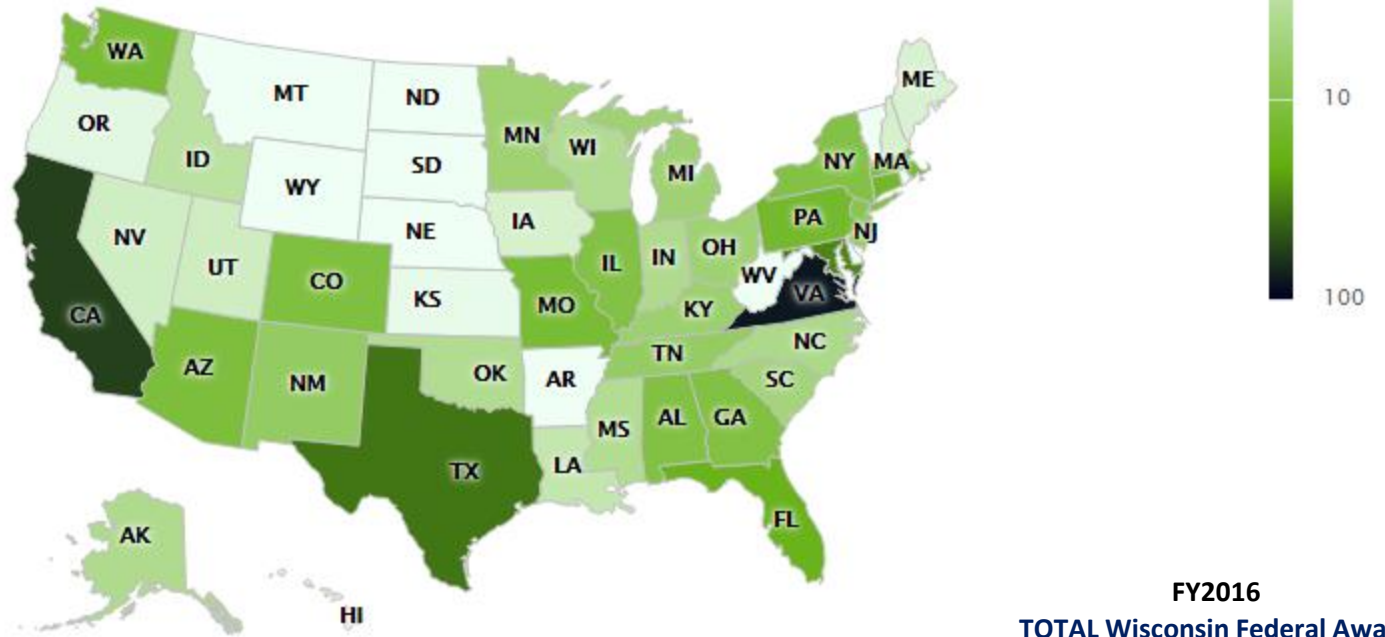
- **Primary office – Milwaukee** - Technology Innovation Center
- **Staffed Satellite offices**
 - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
 - Camp Douglas** (Juneau County Economic Development Corporation)
 - Wausau** (Wausau Region Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action

WHERE WAS THE MONEY GOING



Spending by State (Company Headquarters)

Fiscal year - 2016



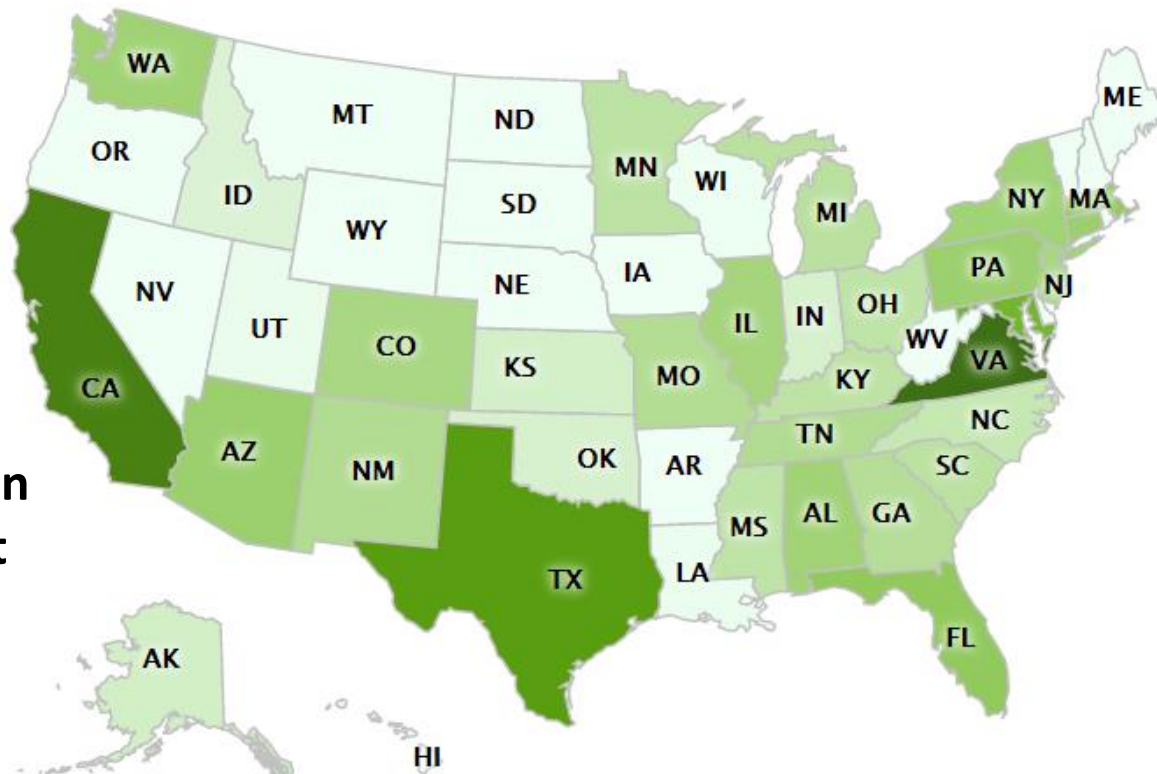
FY2016	
TOTAL Wisconsin Federal Awards to Wisconsin Companies (billions)	\$3.73
TOTAL Wisconsin Federal Awards by Place of Performance (billions)	\$3.32

WHERE IS THE MONEY GOING NOW

Spending by State (Company Headquarters)



Fiscal year - 2017



9- day delay in DOD contract reporting

FY2017	
TOTAL Wisconsin Federal Awards to Wisconsin Companies (billions)	\$1.04
TOTAL Wisconsin Federal Awards by Place of Performance (billions)	\$1.05

<http://oshkosh100.oshkoshcorp.com/>



Fincantieri Marinette Marine



ACQUISITION, BUDGET, SEA

Austal Or Lockheed Gets 3rd LCS In 2017? Navy Says There IS A Plan...

By SYDNEY J. FREEDBERG JR.

on June 26, 2017 at 2:33 PM

26 Comments

29
SHARES



LCS-2, USS Independence, shows off its unique "trimaran" design.

Austal's Alabama shipyard just got the first [Littoral Combat Ship](#) contract of 2017, an award of up to [\\$548 million](#) to build an [Independence-class](#) all-aluminum trimaran, the as-yet unnamed LCS-28. Lockheed Martin, which builds the steel-hulled [Freedom-class LCS](#) with Wisconsin shipyard Marinette Marine, is still in negotiations with the government, a Lockheed spokesman told me. The burning question as yet unresolved: Which of the two yards will get the *third* LCS in the 2017 budget?

Federal Dollars to Wisconsin by Congressional District

Place of Performance - (000)

Congressional District	2011	2012	2013	2014	2015	2016	
1	\$ 260,784	\$ 298,809	\$ 170,245	\$ 221,963	\$ 99,163	\$ 183,123	
2	\$ 413,606	\$ 282,272	\$ 363,676	\$ 507,340	\$ 487,823	\$ 569,565	
3	\$ 294,128	\$ 228,950	\$ 241,394	\$ 273,151	\$ 356,999	\$ 350,310	
4	\$ 308,528	\$ 230,861	\$ 210,953	\$ 214,852	\$ 196,193	\$ 222,362	
5	\$ 223,103	\$ 189,504	\$ 232,499	\$ 175,405	\$ 166,686	\$ 204,301	
6	\$ 4,945,195	\$ 1,700,709	\$ 1,800,714	\$ 631,842	\$ 1,356,812	\$ 1,470,592	
7	\$ 49,268	\$ 47,192	\$ 56,608	\$ 58,308	\$ 54,697	\$ 52,255	
8	\$ 203,357	\$ 270,531	\$ 152,267	\$ 121,083	\$ 119,318	\$ 243,153	
	\$ 6,697,969	\$ 3,248,828	\$ 3,228,356	\$ 2,203,944	\$ 2,837,691	\$ 3,295,661	
							variances due to some district overlap / coding

TOP 6 CONSIDERATIONS

1. REGULATIONS

- Effort to decrease number
- Effort to move from military to commercial – where realistic and reasonable
- Buy American

2. LARGER and LONGER TERM CONTRACTS

- Increased competition
- Increased responsibility to prime contractors

TOP 6 CONSIDERATIONS

3. DATA AND INFORMATION SECURITY

- Cyber threats
- Lack of understanding and implementation
- REAL data and information

4. DEVELOPING NETWORKS

- Everyone has access to internet
- Value of relationships – **VERY IMPORTANT**
 - Development of PARTNERS
 - Market knowledge

TOP 6 CONSIDERATIONS

5. SMALL BUSINESS

- Increased emphasis on meeting small business goals
- Set asides
- Regulations to “protect” small businesses – accelerated payment, subcontracting ...
- Inclusion of multiple tiers to support subcontracting plans

6. INCREASED DOD OPPORTUNITIES

- Manufacturing
- Technology

Contact information

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