

FORT MCCOY ACQUISITION OPEN HOUSE ----DOING YOUR HOMEWORK---

OCTOBER 18, 2016 FORT MCCOY

Presented by

David Olson

Wisconsin Procurement Institute



Wisconsin's TOP Small Business Contractors – FY2016 to date – wide range of success across the State

1	TOWER INDUSTRIES, INC.	Greenville, MFG	\$38.37M
2	DIDION, INC	Johnson Creek, Grain	\$28.55M
3	AVANTTI BUILDERS GROUP LLC	Milwaukee, Construction	\$20.30M
4	STATZ CORPORATION	Cross Plains, Distributor MFG, SDVOSB	\$11.08M
5	BRUNO INDEPENDENT LIVING AIDS, INC.	Waukesha, Wheelchair lifts	\$8.14M
6	ONEIDA TOTAL INTEGRATED ENTERPRISES, LLC	Green Bay, Environmental/Construction, Native 8a	\$6.91M
7	WELDALL MFG., INC.	Waukesha, MFG	\$6.70M
8	CLARK'S TRADING CO.	Mukwonago, Food	\$6.47M
9	R. STRESAU LABORATORY, INC.	Spooner, Explosives	\$5.83M
10	WEINBRENNER SHOE COMPANY, INC.	Merrill, Boots	\$5.80M
11	OCENCO, INCORPORATED	Pleasant Prairie, Oxygen regulators	\$5.55M
12	SHORELAND, INC	Milwaukee, Internet publishing	\$5.08M
13	BPD ENGINEERING, LLC	Green Bay, Warehousing, SDB	\$4.44M
14	BADGER TRUCK CENTER, INC	Milwaukee, vehicle parts	\$3.85M
15	LDV INCORPORATED	Burlington, vehicle MFG	\$3.85M

SO let's talk about **HOMEWORK –or- MARKET RESEARCH**

- **SOME BASICS –You need to learn about your potential customers**
 - Use the INTERNET
 - ATTEND or PARTICIPATE in events, seminars, networking.....
 - Read – newspapers, publications..... STAY CURRENT
 - Direct contact – whenever and wherever you can get it
 - Participate in Associations, Trade Groups, Business Groups..... especially those with members that you may want to meet
 - Join groups such as **SAME, NDIA, NCMA**..... WHY?
 - Contact WPI – can help guide you

Federal Agencies – WHO is BUYING / WHO is WINNING CONTRACTS / HOW MUCH / WHEN

- www.usaspending.gov
- Or www.fpds.gov/

- USASPENDING more user friendly

The screenshot shows the USA SPENDING.GOV website. At the top left is the logo with the text "USA SPENDING.GOV An official website of the U.S. Government". To the right is a search bar with "Search Data by Keyword" and "Search Site" options, and a "Go" button. Below the search bar is a navigation menu with links: HOME, ABOUT, WHERE IS THE MONEY GOING, REFERENCES, DOWNLOAD CENTER, CONTACT US.

WHAT IS USASPENDING.GOV?
USAspending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. [Learn More...](#)

OVERVIEW OF AWARDS - FY 2016
The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.

Category	Amount (Relative)
Contracts	Low
Grants	Medium
Loans	Very Low
Other Financial Assistance*	High

*See explanation in [Glossary](#) [Text View of Overview of Awards](#)

AWARDS BY STATE - FY 2016
Roll over map to see data. Click on state for more details

[Text View of Awards by State](#)

SHORTCUTS
• [FAQs](#)

SEARCH FOR A RECIPIENT
Recipient Name

SPENDING MAP

Federal Agencies

— **WHAT AGENCIES ARE BUYING / WHO WON the BIG CONTRACTS**

- www.fbo.gov

AND WPI's FREE BID MATCHING SERVICE – ask me about this after the presentation

The screenshot shows the FBO website interface. At the top, there's a navigation bar with 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. Below this, there's a search bar and a 'Search Results' tab. A warning message states: 'Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results.' Below the warning, there are 'Refine Results' and 'Clear Search' buttons. The search results are displayed in a table with columns: Opportunity, Agency/Office/Location, Type / Set-aside, and Posted On. The results are sorted by 'Posted On (Desc.)' and show 20 items per page. The first six results are listed below.

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
FCSB Oil Water Separator W912ES-16-T-0167 46 -- Water purification & sewage treatment equipment	Department of the Army U.S. Army Corps of Engineers USACE District, St. Paul	Presolicitation / Total Small Business	Sep 15, 2016
Zero turn mower with trade-in W912ES-16-T-0158 37 -- Agricultural machinery & equipment	Department of the Army U.S. Army Corps of Engineers USACE District, St. Paul	Solicitation (Modified) / Total Small Business	Sep 15, 2016
Mississippi River Pool 5 Island Deer Fence and Planting W912ES-16-T-0147 F -- Natural resources & conservation services	Department of the Army U.S. Army Corps of Engineers USACE District, St. Paul	Solicitation (Modified) / Total Small Business	Sep 15, 2016
H--BOILER INSPECTION SERVICE BASE PLUS FOUR OPTION YEARS VA69D16Q1317 H -- Quality control, testing & inspection services	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation / Total Small Business	Sep 15, 2016
Boat Ramp Replacement - Eau Galle Recreation Area W912ES-16-T-0124 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, St. Paul	Solicitation (Modified)	Sep 15, 2016
United States Government Seeking to Lease Office Space in Manitowoc, WI GS-05P-LWI19522 X -- Lease or rental of facilities	General Services Administration Public Buildings Service (PBS) Real Estate Division, SSA Client Delivery Team, Rm 3622 (5PC)	Presolicitation	Sep 15, 2016

NOW - Develop Your Approach

- **Target the MARKET** – Federal (Army, VA, FAA.....), Federal Primes (Oshkosh, Boeing, WPS Health Insurance.....)
- **Target INTRODUCTIONS**
 - SBLO
 - End User
 - Contracting officer
 - Potential partner
- **Prepare MARKETING MATERIALS**
 - Capabilities Statement
 - Business Cards
 - Website
 - Pitch - 30 second / Longer

THE BUSINESS CARD

- Stand alone representation of you and your business - example
 - Full Company Name – *Milwaukee Manufacturing*
 - Name and title – *Samantha Stumpf, President*
 - TAG line if company name does not provide description of what company does - *Custom Specialty Metal Parts*
 - Full address (not PO Box) – *Town Industrial Park, 1234 W. Newberry Dr., North Allis, WI 53222*
 - Telephone, email and website – *414-111-2345* and *sstumpf@milwaukeeemfg.com* and *www.milwaukeeemfg.com*
 - Certifications – *Woman Owned, HUBZone Certified Small Business* and *ISO 9001* and *ITAR*
 - NAICS codes /PCS-FSG, NIGP, DUNS, CAGE – state and local if appropriate -
http://www.census.gov/eos/www/naics/ -
http://support.outreachsystems.com/resources/tables/pscs/ -
http://vendornet.state.wi.us/vendornet/asp/CC14_Form.asp
 - GSA Schedule number / other long term contracts and contract numbers (IDIQs, OASIS,)
 - OTHER – unique features, recognitions, etc.

THE BUSINESS CARD

- **Appearance**

- Light in color – so recipient can write on
- Not glossy – so recipient can write on
- Not CUTE – this is business
- Leave “white space” for notes by recipients



Milwaukee Manufacturing

Custom Specialty Metal Parts

Samantha Stumpf, President

*Town Industrial Park
1234 W. Newberry Dr.
North Allis, WI 53222*

414-111-2345

sstumpf@milwaukeeemfg.com

www.milwaukeeemfg.com

ISO 9001

ITAR

***Woman Owned
HUBZone Certified
Small Business***



DUNS – 119922883 CAGE – 1FFDA

Experienced supplier to the Defense Industry

NAICS Codes – 333612, 331492, 332119, 332322

FSC/PSC – 18,20,22,23

Member: National Defense Industrial Association (NDIA)

Recognition: Wisconsin Marketplace –

2013 Woman Owned Business Award Winner

THE WEBSITE – a MUST HAVE

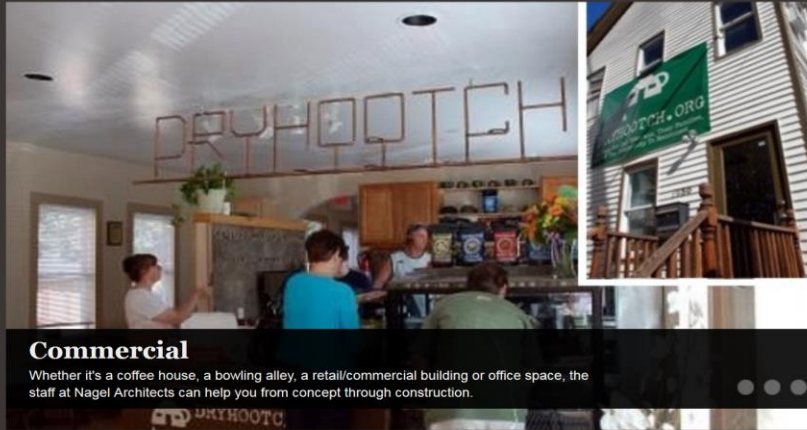
- **If you are a serious competitor for Government work – your website MUST reflect information targeted to the Government audience.**
- Break out Government section via TAB or other mechanism
- Link to Capabilities Statement (downloadable)
- About your business in the Government market
- About your product or service in the Government market
- Current news – info about recognition, community service, involvements, press releases, etc.
- Technical information if appropriate
- Conferences that you will be participating in or attending if appropriate
- Experience – past performance examples
- Hot link to GSA – IDIQ type contracts other online purchasing vehicles
- Other information that a Government representative would be looking for
- **ALSO USE SOCIAL MEDIA WHEN APPROPRIATE AND POSSIBLE**
- **DON'T BE CUTE**



Nagel Architects is a Service-Disabled Veteran-Owned Small Business



- Home
- Projects
- Firm Profile
- Federal
- Initiatives
- Partnering
- Contact Us



Commercial

Whether it's a coffee house, a bowling alley, a retail/commercial building or office space, the staff at Nagel Architects can help you from concept through construction.



Nagel Architects is a Service-Disabled Veteran-Owned Small Business



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Partnering

Relationships...

A true partnership requires both sides to have an investment, and an expected return. Nagel Architects has developed several strong partnerships over the years.



Fuse Planning + Design is a Joint Venture of **Facility Elements** and Nagel Architects. Fuse was created to pursue laboratory projects in the public sector and brings the specialized lab planning talents of Facility Elements' Eric Slifer and Steve Leonhardt together with the medical facility experience of Nagel Architects.



Nagel Architects continues to maintain a strong relationship with **IBC Engineering Services, Inc.**, an 8(a) certified Woman owned firm specializing in Mechanical, Electrical and Plumbing Engineering. Nagel Architects and IBC also have a joint venture company, Integrated Design Group, our partnership has led to successful projects for VA facilities across the state.



We have also established a relationship in the western part of the country. **Edifice Design and Engineering** is a Joint Venture with **SCL Consulting**, an engineering firm that focuses on Structural, Civil and Landscape Architecture. SCL Consulting has offices in Pheoniz Arizona and Milwaukee Wisconsin, making them an ideal partner for projects in the southwestern region.



Nagel-Reichl is a joint venture with **Reichl Construction**. Currently this joint venture is responsible for the construction of a new Community Living Center at Clement J. Zablocki VA Medical Center in Milwaukee Wisconsin. This partnership brings the core strengths of N2 Construction and Reichl Construction together, creating an exemplary team that is ready for the largest construction projects.

TAPCO
FEDERAL

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Contact our team

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(8am-5pm CST)

Contact our team

Contracts & Agreements

Learn More ▶



We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products. TAPCO is a complete supplier of traffic & parking goods for the GSA Advantage buyers. TAPCO prides itself on customer service & your complete satisfaction is guaranteed. Please call **1-800-236-0112** or [email us](#) with any questions.

TAPCO Federal Features & Benefits

- Complete supplier of traffic & parking goods for GSA Advantage buyers
- Access to contract ordering information, terms and conditions and up-to-date pricing is available through [GSA Advantage!](#)



KPH Government Construction

KPH Government Construction

KPH Construction has a long history with local, state and federal government. We are cleared at the highest levels to immediately perform government construction and environmental work without delay for the General Services Administration (GSA), Veterans Administration (VA), Air National Guard, Small Business Administration (SBA), Federal Aviation Administration (FAA), Federal Bureau of Investigation (FBI), Secret Service, Central Intelligence Agency (CIA), the Department of Transportation (DOT), just to name a few.

KPH has been awarded several multi-task contracts:

- Indefinite Delivery/Indefinite Quantity (IDIQ) contract with the GSA for three zones in the state of Michigan
- Noise Management Program (NMP) for the area surrounding Milwaukee's Mitchell International Airport – an FAA-funded sound mitigation program to provide improvements to windows, doors, insulation, indoor air quality (IAQ), electrical and mechanical upgrades to 574 homes and multi-family properties
- Six-state Region 5 GSA contract for general contracting

General Contracting

KPH Construction is a licensed commercial general contractor, providing successful management and self-performed services

Type and hit enter to search

GOVERNMENT TEAM



Steve Madziarczyk *Exec. Vice President, Construction*

[EMAIL >>](#)

CONTACT US

[Sign up for our e-newsletter](#)

Wisconsin - Corporate

1237 West Bruce Street
Milwaukee, WI 53204
phone 414-647-1530



Energy Efficient Lighting for all applications



Projects

Energy Tech Solutions, LLC has sold LED lighting lamps and fixtures in all 50 US States and 15 foreign countries. Here is a representation of the clients that we work with:

- American Family Flagship
- Baxter Healthcare
- Memorial Medical Center
- NASA
- USDA
- Orange County Convention Center
- CED
- WESCO
- HD Supply
- Cathedral of Faith
- CB Richard Ellis
- Lincoln Harris
- Graybar



THE CAPABILITIES STATEMENT

- **Five key elements are included in a successful capability statement:**
 - ***1. Core competencies***
 - ***2. Past performance***
 - ***3. Differentiators***
 - ***4. Corporate data***
 - ***5. Contact information***
- A Capability Statement should also include your firm's name, logo, tag line and other branding elements. It should be free of long paragraphs but instead, should use short sentences and bulleted lists for quick review. We recommend that you customize your CAPE's for various market segments. You should not itemize or number your CAPE statement but should include ALL 5 elements.

THE CAPABILITIES STATEMENT

1. *Core Competencies*

Begin this section with a short introduction statement relating the company's basic capabilities to the customer's specific needs utilizing bullet points. This is NOT everything a firm is capable of doing. Focus on what is important to your potential customer.

2. *Past Performance*

In this section you want to highlight your past experience. Include past customers (if they approve) for whom your business has done similar work. Focus on projects that will highlight the capabilities your potential customer will be looking for. Each listed reference should include: the organization name, location, project name or contract, month/year completed, a brief sentence describing work performed. **CRITICAL** – always ask permission to use this information from the past customer! ALSO – do not include any contact information or value of project. Also include if your projects or your work have received recognition.

THE CAPABILITIES STATEMENT

3. *Differentiators*

- *Why should I pick YOU?*
- *How is your company best suited for the needs of your potential customer?*
- *What is it about your product / services that make you stand above the rest?*
- *What is it about your people that give you the advantage over your competitors?*
- *Why are your products / services a better solution than the others that are available?*
- *Are you or your firm active members of business or philanthropic organizations or participate in community, STEM (Science, Technology, Engineering and Math), business or youth initiatives?*

4. *Company Data*

Include one or two short sentences about your company. This is the section where you would include:

- *Socio-economic program certifications including - Federal, State, Local and Corporate - including 8(a), HUBZone, SDVOB, DBE, etc.*
- *NAICS / NIGP / PSC-FSC codes (all but limit to 12 or so) do not include code descriptions*
- *DUNS number / CAGE code (if you have one)*
- *Acceptance of Credit Cards for payment(if applicable)*
- *Current Federal GSA Schedule or IDIQ / long term contract / agreement number(s)*
- *State / Local long term contracts*

THE CAPABILITIES STATEMENT

5. **Contact Information**

Your contact information should include a specific person(s) in your organization that could be contacted if there is interest in following up with your organization.

- *Full name of organization (include if division of a parent company)*
 - *Individual contact and title*
 - *Address (physical location as listed in your DUNS profile, not a PO Box)*
 - *Telephone (main and cell)*
 - *Email(s) of individuals listed*
 - *Company web site*
-
- ***We would suggest that you have someone review prior to FINAL***
 - ***DO NOT INCLUDE ANY REFERENCES OR CONTRACT DETAIL or any other competitive information***

CLARITY – MESSAGE – APPEARANCE – FOCUS



The Really Great Construction Company LLC

Leaders in Energy Saving Building Renovation

7523 North Concrete Avenue
Cement, WI 53222
414-222-0000

www.reallygreat.com

Joel Tallbuild, Project Manager, j.tallbuild@rgcc.com

Since 1962, the Really Great Construction Company has been a leader in providing the best energy savings building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience in successfully teaming on Federal and State projects.**

PAST PROJECTS

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MI)
- Federal Courthouses (IN)
- County Facility (MN)
- Military Base Housing (KY)

CAPABILITIES

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

The Really Great Construction Company LLC is

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program
- EPA Reclamation Program
- Quality Control Program
- Green qualified
- "TQM" Total Quality Management – USACE

NAICS CODES

- 237130 Alternative Energy
- 238220 Boiler Installation
- 541330 Engineering Services

**Winner of the 2010 BEST
ENERGY SAVING BUILDING
RENOVATION IN THE
COUNTY**

FSC / PSC Codes

- Z -- Maintenance, repair, and alteration of real property





Markets - Government

Capability Statement

Ictect, Inc

2320 Renaissance Blvd # 226
 Sturtevant, WI 53177

www.ictect.com

Contact: Pradeep Jain
 President

Tel: 262.898.7277 x568

Mobile: 414.218.5612

Fax: 262.995.7346

Email: Pradeep.Jain@ictect.com

NAICS:

- S11210 Software Publisher
- S61410 Document Conversion
- S41512 System Design
- S41511 Custom Programming
- S18210 Data Processing
- S19130 Portals/Internet Publishing
- S41519 Other Computer Related Services
- S41611 Administrative Management and General Management Consulting Services
- S11710 Educational Support Services

Cage Code:

SZTMS

DUNS:

S26099474

Small Business

GSA Contracts:

Schedule 70: [GS-35F-0346Y](#)
 Schedule 36: [GS-03F-0045Y](#)

Patents:

US Patent 7,251,777



SUMMARY:

Ictect, Inc. specializes in developing Document Preparation solutions for Department of Defense and other Federal Agencies using a newly developed technology. Our solutions significantly reduce the cost of document preparation, updates and compliance with guidance (such as AF133-360 or DCAAM 5025.15), while maximizing the document security and currency. With our GSA contracts, we offer Document Architecture, Information Technology (Schedule 70) and Document Processing services (Schedule 36).

CAPABILITIES:

- Document preparation solutions
- Publications Management solutions
- Document conversion services (XML, SGML, etc.)
- Document processing services, including section 508 compliance
- ePUB and eBook creation services
- Unstructured information management
- Knowledge worker productivity solutions

PAST AND CURRENT CLIENTS:

- **United States Air Force:** Process public directives, policy documents, manuals and other materials
- **Defense Contract Audit Agency:** Publications Management
- **The Joint Commission on Accreditation of Healthcare Organizations:** Standards documents
- **The World Bank:** Streamlined process of managing process flow documents
- **The City University of New York:** Web-publishing of policy documents
- **General Growth Properties:** Automation of contract documents
- **Cushman and Wakefield:** Preparation of property appraisal documents
- **Nelnet Peterson's:** Streamlined publishing reference documents

DIFFERENTIATORS:

- Unique patented methodology allows for faster solution implementation
- Our technology allows for in-sourcing of complex tasks while reducing costs
- We have in-depth familiarity with DOD publication standards such as AF133-360 or DCAAM 5025.15.
- Easy to use product, based on Microsoft Word.
- We use highly automated XML process, thus giving your organization "Single Source of Truth" and "Multi-Channel Delivery".

Links

- News & Events
- Case Studies

Tags

Air Force CMS
 Content Architecture
 Conversion
 Intelligent Content
 Publishing Word to XML
 Training Word XML

[Contact Us](#)

THE ELEVATOR PITCH

- LESS than 30 seconds
- Tight and to the point
- YOU CAN NOT DO EVERYTHING
- Start with what is most important – it is not your certification
- Practice
- **It is NOT about you – it is about your potential customer**
- **ADAPT**



Continuing the Conversation

- **Initial 1 minute plus pitch – Start of a ONE ON ONE meeting**
 - Know what the buyer's company does and how you would fit
 - Know what is important to the buyer
 - Who you are
 - What you do – REMEMBER YOU CANNOT DO IT ALL
 - Have you done any work with the government before
 - What makes you special – competitive edge
 - Keep it business
- **5 minute pitch – should include a visual of some kind then ADD**
 - WHAT CAN YOU DO FOR THEM
 - A bit of history
 - Capacity
 - Past work
 - What makes you special – management team, design capabilities, relationships.....
 - Other as appropriate
- **15 minute pitch – more visual**
 - Mission – vision
 - Increased specifics depending on what is being sold
 - Other



FOLLOWING UP

- **MAKE SURE YOU DO IT**
- Realize that they may NOT get back to you – nothing personal – be persistent **BUT NOT ANNOYING**
- This can be a **LONG TERM PROCESS [years long]**



WPI Webinars Schedule

- October 25, 2016 – **Understanding your Obligations when Quoting and Receiving Awards from Defense Logistics Agency (DLA) DIBBS** – [CLICK HERE](#) for additional information – presented by Jean Polka, Wisconsin Procurement Institute (WPI)
- October 26, 2016 – **Introduction to Certifications available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Kim Garber, Wisconsin Procurement Institute (WPI)
- October 27, 2016 – **Recent Regulatory Changes for Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP
- November 8, 2016 – **Contract Closeouts: Preparing for a Smooth Ending** – [CLICK HERE](#) for additional information – presented by Mark Dennis, Consultant, La Crosse River Consulting
- November 9, 2016 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- November 15, 2016 – **The New Small Mentor Protégé program –the SBA Perspective** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration
- November 29, 2016 – **The New Small Mentor Protégé Program – A Lawyer’s Perspective** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP

WORKING WITH THE DEPARTMENT OF DEFENSE – BUILDING NEW OPPORTUNITIES FOR WISCONSIN MANUFACTURERS

OCTOBER 24, 2016 OSHKOSH

Start Date	October 24, 2016
End Date	October 24, 2016
Time	8:00 am - 12:00 pm
Facility	UW Oshkosh Alumni Welcome and Conference Center
Address	625 Pearl Ave. Oshkosh, WI 54901
Contact Info	Joseph Smetak Josephs@wispro.org 414-270-3600
Register Online	Register for Event

There is no cost to attend, but registration is required. SEATING IS LIMITED.....REGISTER NOW!

Sponsored by Oshkosh Defense
Hosted by the Wisconsin Procurement Institute

Wisconsin manufacturers will have a unique opportunity to access high level officials from TACOM, DLA, DCMA as well as two of our States largest Defense contractors, Oshkosh Defense and Fincantieri Marinette Marine in Oshkosh, WI.

Obtain a competitive advantage by meeting with senior representatives responsible for program management, oversight and budgets totaling billions of Defense dollars.

Participating in this event will be:

- Special Guest Speaker Senator Tammy Baldwin
- US Army Program Executive Officer, Combat Support & Combat Service Support
- US Army Tank Automotive Command (TACOM)
- Defense Logistics Agency Land / Maritime Division (DLA)
- Defense Contract Management Agency (DCMA)
- Fincantieri Marinette Marine
- Oshkosh Defense

<https://www.wispro.org/events/working-with-the-department-of-defense-an-opportunity-for-wisconsin-manufacturers/>

[https://www.eis
everywhere.com
/ehome/118386](https://www.eis
everywhere.com
/ehome/118386)

**BUYER
MEETING
SCHEDULING IN
PROCESS**

The screenshot shows the homepage of the Marketplace Wisconsin website. At the top left is the Marketplace Wisconsin logo, which features three stylized human figures in blue, green, and orange. To the right of the logo is the text "MARKETPLACE WISCONSIN". Further right is the text "Governor's Conference on Minority Business Development Welcoming minority, woman and veteran-owned businesses December 13 - 14, 2016". In the top right corner is the Wisconsin Economic Development Corporation logo, which is a white outline of the state of Wisconsin inside a circle, with the text "WISCONSIN ECONOMIC DEVELOPMENT CORPORATION" to its right. Below the header is a black navigation bar with white text links: "About", "Event Details", "Registration", "Sponsorship", "Buyer Meetings", "FREE Workshops", "Hotel", "Contact Us", "Archive", and "Home". Below the navigation bar is a yellow banner with the text "New Dates Announced December 13th & 14th". The main content area is a large banner with a blue and orange gradient background. It features the text "REGISTRATION NOW OPEN" in large white letters, a blue button with "CLICK HERE" in white, and the dates "DECEMBER 13 - 14, 2016" and the location "POTAWATOMI HOTEL & CONFERENCE CENTER MILWAUKEE, WISCONSIN" in white. On the right side of the banner are three smaller promotional boxes. The top one is blue and white and says "AWARDS NOMINATION NOW OPEN". The middle one is red and white and says "flickr" in blue, with "CLICK HERE TO VIEW MARKETPLACE 2015 PHOTOS" below it. The bottom one is red and white and says "2015 AWARD WINNERS" with a "CLICK HERE" button below it. At the very bottom right is a blue box that says "2016 SPONSORS" with "CLICK HERE TO VIEW" below it.

OTHER EVENTS – TRAINING

from WPI www.wispro.org

Search ...

BLOG SERVICES ABOUT MY ACCOUNT DONATE CONTACT

WPI Wisconsin Procurement Institute

EVENT CALENDAR FEDERAL GOVERNMENT STATE & LOCAL GOVERNMENT OTHER GOVERNMENT & GRANTS SUCCESS & AWARDS FAQs

**EVENTS AROUND THE STATE-
A WINNING APPROACH TO
CONTRACT AWARD:
PREPARATION, LEAD
GENERATION, FOLLOW-UP &
CLOSING THE DEAL**

UPCOMING EVENTS

SEPTEMBER 16 2016
A WINNING APPROACH TO CONTRACT AWARD:
PREPARATION, LEAD GENERATION, FOLLOW-UP AND
CLOSING THE DEAL
MILWAUKEE, WI »

SEPTEMBER 20 2016
A WINNING APPROACH TO CONTRACT AWARD:
PREPARATION, LEAD GENERATION, FOLLOW-UP AND
CLOSING THE DEAL
WAUSAU, WI »

SEPTEMBER 21 2016
GREEN BAY PACKERS MENTOR PROTÉGÉ PROGRAM
NETWORKING EVENT
GREEN BAY, WI »

SEPTEMBER 22 2016
A WINNING APPROACH TO CONTRACT AWARD:
PREPARATION, LEAD GENERATION, FOLLOW-UP AND
CLOSING THE DEAL
HAYWARD, WI »

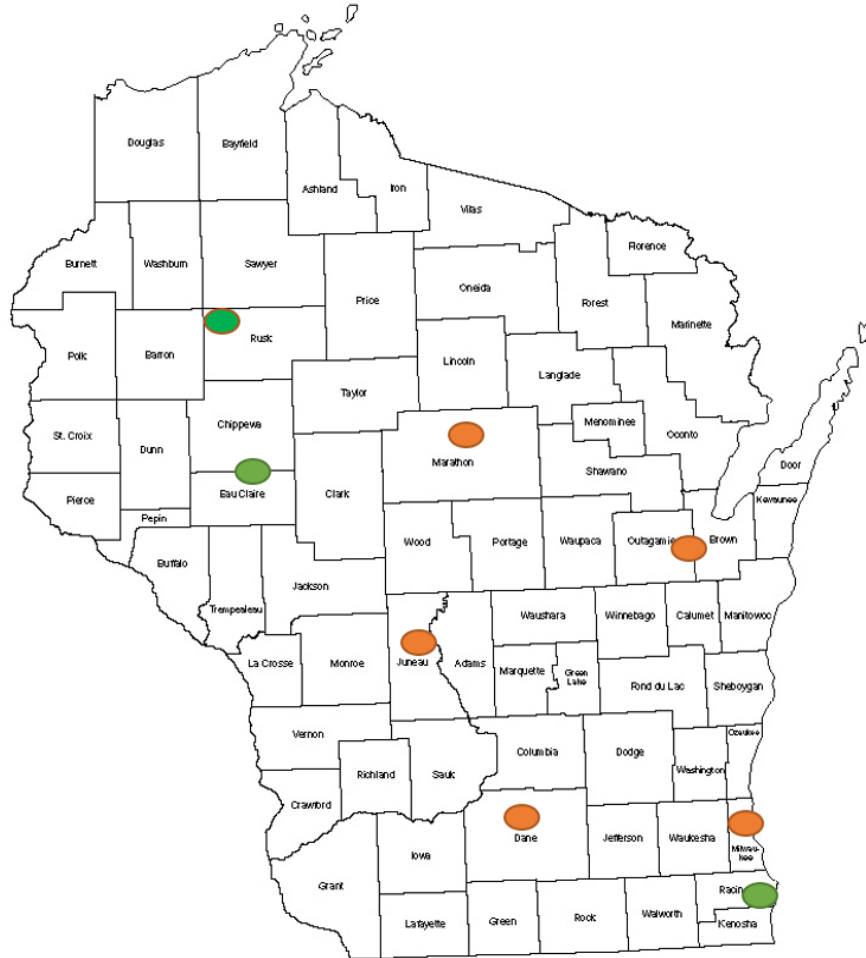
SEPTEMBER 28 2016
ACQUISITION HOUR: SELLING TO THE STATE OF
WISCONSIN AND LOCAL GOVERNMENTS

CURRENT OPPORTUNITIES (3)

GET STARTED WITH THE BASICS
Questions & answers on how to get started.

SIGN-UP FOR OUR NEWSLETTER
Stay up-to-date with the latest WPI news.

HAVE A QUESTION? WE'RE HERE
TO HELP.
One of our staff of experts is available to answer your
questions.



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

FOR ASSISTANCE from WPI

Contacts throughout the State

- Joseph Smetak - 414-270-3600 Milwaukee / Racine josephs@wispro.org
- Carol Murphy - 414-270-3600 Milwaukee carolm@wispro.org
- Benjamin Blanc - 414-270-3600 Milwaukee benjaminb@wispro.org
- Kim Garber - 608-444-0047 Madison kimg@wispro.org
- **David Olson - 608-338-8018 Camp Douglas** davido@wispro.org
- Marc Violante - 920-456-9990 Wausau marcv@wispro.org
- Patricia Sullivan – 920-840-3771 Appleton patricias@wispro.org

