

Doing Business with Federal, State and Local Governments– Government Contracting 101

Presented by the
The Wisconsin Procurement Institute
June 25, 2015 Rhinelander, WI



The Wisconsin Procurement Institute (WPI), a non-profit organization established in 1987, is an outgrowth of then Congressman Les Aspin's efforts to help Wisconsin businesses win federal contracts, especially defense contracts.

WPI's mission is to assist Wisconsin businesses in creating, developing and growing their Federal, State and Local Government sales, revenues, profits and jobs. Not only does WPI provide technical and professional expertise and experience to Wisconsin's business community, we have successfully engaged our State's most successful government contractors to mentor and teach developing small business suppliers. In addition, WPI actively engages our Congressional delegation and staff in the process.

WPI co-hosts several annual conference and outreach events in support of this mission, including:

- Annual Volk Field Small Business Conference*
- B2Gconnect Federal Contractor Training*
- Prime Contractor Group meeting*
- SAME Small Business Expo*
- Wisconsin in Washington*

WPI works throughout the State -- in rural and urban areas -- with large, small, well-established and newly created businesses in areas of manufacturing, technology, construction, research, IT and services. WPI works closely with Federal, State and Local small business programs to maximize the opportunities and market success for disadvantaged, minority, woman, disabled and veteran owned firms as well as those located in designated HUBZone and distressed areas.

The Federal government spends over \$475 billion and the State of Wisconsin spends about \$2 billion on goods and services each year. Even during these times of decreasing budgets, there are tremendous opportunities for businesses that learn the rules and process, know how the market works and are willing meet the needs of a very demanding customer.

WPI provides the help that is necessary for businesses to succeed in winning Government awards and contracts.

Offices located at:

Milwaukee County Research Park

10437 Innovation Drive, Ste. 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

Appleton, WI
920-840-3771
FAX: 414-270-3610

Racine County Economic Development Corporation -

LAUNCHBOX

Racine, WI
414-270-3600
FAX: 414-270-3610

www.wispro.org

info@wispro.org

Government Contracting Basics – an Overview

Government Basics

- **NO ONE HAS TO BUY FROM YOU**
 - The market is VERY competitive
 - You may have to **invest** in developing your internal capabilities to meet the requirements of a Federal Prime
 - Agencies / Prime contractors / Businesses will choose based on what is best for them – DECREASED RISK
 - People like to do business with people they know

Determine if this is a good fit for your business – minimum requirements

- Established business
- Established systems – ex quality, financial...
- Commitment to invest in developing this customer
- Commitment from top management - owners
- Willingness to sell and market
- Willingness to learn and understand how it works
- Willingness to look outside of local area
- Good understanding of your capabilities and limitations
- Willingness to COMPETE and FOCUS ON NEEDS OF CUSTOMER
- Willingness to be open and transparent
- Ability to wait and be patient
- Tenacity – willingness to be the David to the Government Goliath

What does the government look for in a contractor

- Quality – Manufacturing
- Safety – Construction
- On time delivery /performance
- Understands the process
- Follows the rules
- Treats the government as their best customer

Challenge – the government is a VERY large and VERY demanding customer

Defining your business

- What do you really do – YOU DO NOT DO EVERYTHING
- Identifying your product / service in government terms
 - NAICS codes - <http://www.census.gov/eos/www/naics/>
 - FSC-PSC codes - Federal
<http://www.acquisition.gov/PSC%20Manual%20-%20Final%20-%202011%20August%202011.pdf>
 - NIGP Codes – State
http://vendornet.state.wi.us/vendornet/asp/CC13_Process.asp

Government Purchasing

- Each level works differently (Federal, State, Local)
- Each level has its own rules / regulations although may be influenced by Federal requirement
- Vary by size of budgets, priorities, opportunity
- Relationships important
- **ALL ARE COMPETITIVE**
- **BUT FOR ALL do need to**
 - **PREPARE – DO YOUR HOMEWORK**
 - **PROFESSIONAL** in your approach, presentation and interaction
 - **HAVE the CAPABILITY AND CAPACITY** to meet the requirements

Federal Government – Small Business Program

Category	Goal	2011	2012	2013
Small Business	23%	21.65%	22.25%	23.39%
SDB (8(a))	5%	7.6%	8%	8.61%
HUBzone	3%	2.35%	2.01%	1.76%
Women	5%	3.98%	4%	4.32%
SD Vets	3%	2.65%	3.03%	3.38%

Federal Government

- Overview – agency list <https://www.federalregister.gov/agencies>
 - Purchases approximately \$500 billion each year
 - Purchasing nearly everything and anything
 - The government's way or no way
 - **Small Business Goals are important**
 - Teaming and partnering also very important
 - Rules and regulations – federal acquisition regulations – www.acquisition.gov
 - Internet / web based
 - Significant barriers to entry
- Department of Defense
 - Largest agency spend - \$361 billion
 - *In Wisconsin = \$3 billion in FY2012*
 - Includes Army, Navy, Air Force
 - *In Wisconsin largest contractor to the Army – Oshkosh Corporation and largest contractor to the Navy – Marinette Marine*
 - Very Competitive

Federal Government - continued

- **Non-Defense Agencies**
 - Includes General Services Administration, Veterans Administration, Department of Homeland Security...
 - Although the overall process is the same, each agency operates with their unique priorities, budgets and challenges
- **Independent agencies and government-owned corporations – quasi government organizations**
 - Includes Amtrak, Smithsonian, USPS
 - Some do not have small business requirements
- **Registration as contractor required – www.SAM.gov**

A Note on SAM Registration

You **MUST** register in SAM to do business (previously CCR) – **SAM IS FREE**

- Among other things, SAM is how:
 - You get PAID
 - How you are FOUND
- Dynamic Small Business Search
 - Once you complete your SAM registration, register for the Dynamic Small Business Search
 - Another way to be visible
- For SAM and the Dynamic Small Business Search: **Make sure all information is CURRENT and ACCURATE**

www.sam.gov

Federal Prime Contractors

- **Locating Federal Prime Contractors**
 - In Wisconsin the largest are
 - *Oshkosh Corporation – manufacturing (Oshkosh)*
 - *Marinette Marine Corporation - manufacturing (Marinette)*
 - *United Health Group – healthcare (La Crosse)*
 - *General Electric – medical (Waukesha)*
 - *Johnson Controls – facilities / energy (Milwaukee)*
 - *National Presto – **ammunition** (Eau Claire)*
 - *WPS Health Insurance (WPS) – (Madison)*
- **Small Business Subcontracting Plans**
 - Requirement to work with SMALL BUSINESS
 - Importance of FEDERAL certifications
 - *Self-certification vs. formal certification*
- www.usaspending.gov

State Government

- Purchases about \$2 billion annually
- No small business program but does have woman, minority and veteran owned business certification
- Areas of purchasing
 - Goods and services – VENDORNET
<http://vendornet.state.wi.us/vendornet/default.asp>
 - Construction - <http://doa.wi.gov/index.asp?locid=4>
 - Transportation – WisDOT - <http://www.dot.state.wi.us/>

State Prime Contractors

- Do not have the same requirements as on the Federal side
- Certifications do not have a subcontracting element – although there are exceptions in some applications of some certification programs

Local Governments

- Each works differently – need to contact
- Some have certification programs and preference
- Websites
 - List of counties, cities, fire departments.....
<http://www.wisconsin.gov/state/core/government.html>

A Note on Market Research

- Before making the decision to enter the government market, your business should conduct market research to determine if this is a viable option for you
- www.usaspending.gov –
- Meet with WPI
 - We will assist you identify your government contracting codes
 - Proximity
 - Locating prime contractors

Locating Opportunities

Locating Opportunities – Federal / Federal Prime

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **29,800*** 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

Buyers / Engineers
Government users may post, manage, and award opportunities.
Username: [View Opportunities](#)
No login is required to view opportunities.
Password: [Register Now](#)

Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.
Username: [Find Opportunities](#)
No login is required to view opportunities.
Password: [Register Now](#)

Locating Opportunities – Federal / Federal Prime

<p>Water Well Decommissioning and Closure, JBLM-Lewis North W912DW13Q0058 Z – Maintenance, repair, and alteration of real property</p>	<p>Department of the Army U.S. Army Corps of Engineers USACE District, Seattle</p>	<p>Combined Synopsis/Solicitation / Total Small Business</p>	<p>Aug 03, 2013</p>
<p> Arqos Telemetry Data from Satellite Tags PIFSC-13-031 D – Information technology services, including telecommunications services</p>	<p>Department of Commerce National Oceanic and Atmospheric Administration (NOAA) NOAA-Pacific Islands Fisheries Science Center</p>	<p>Special Notice</p>	<p>Aug 03, 2013</p>
<p> V--Iron Mountain VAMC Linens Transportation Services VA89D13Q1800 V – Transportation, travel, & relocation services</p>	<p>Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System</p>	<p>Solicitation / Total Small Business</p>	<p>Aug 03, 2013</p>
<p> 71--Furniture for the Miami VA Medical Center VA248-13-Q-1911_ 71 – Furniture</p>	<p>Department of Veterans Affairs VA Miami Health Care System Department of Veterans Affairs Miami Health Care System</p>	<p>Combined Synopsis/Solicitation (Modified) / Total Small Business</p>	<p>Aug 03, 2013</p>
<p> 71--Furniture for the Miami VA Medical Center VA248-13-Q-1912 71 – Furniture</p>	<p>Department of Veterans Affairs VA Miami Health Care System Department of Veterans Affairs Miami Health Care System</p>	<p>Combined Synopsis/Solicitation (Modified) / Total Small Business</p>	<p>Aug 03, 2013</p>
<p> 71--Furniture for the Miami VA Medical Center VA248-13-Q-1913_ 71 – Furniture</p>	<p>Department of Veterans Affairs VA Miami Health Care System Department of Veterans Affairs Miami Health Care System</p>	<p>Combined Synopsis/Solicitation (Modified) / Total Small Business</p>	<p>Aug 03, 2013</p>
<p> 89--89 - EARTHGRAINS BAKING COTTONWOOD DAY SCHOOL A13PS00812 89 – Subsistence</p>	<p>Department of the Interior Bureau of Indian Affairs BIA - DAPM</p>	<p>Presolicitation</p>	<p>Aug 03, 2013</p>
<p> 89--89 - DAIRY PRODUCTS FOR RED ROCK DAY SCHOOL A13PS00811 89 – Subsistence</p>	<p>Department of the Interior Bureau of Indian Affairs BIA - DAPM</p>	<p>Presolicitation</p>	<p>Aug 03, 2013</p>
<p> SOFTWARE</p>	<p>Department of the Navy</p>	<p>Combined Synopsis/Solicitation</p>	<p>Aug 03, 2013</p>

Locating Opportunities – Federal / Federal Prime

The screenshot displays the VA eProcurement system interface. At the top, there is a navigation bar with tabs for Home, Getting Started, General Info, Opportunities (highlighted in green), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon.

The main content area features the Department of Veterans Affairs logo on the left and the following details for the solicitation:

- V--Iron Moutian VAMC Linens Transportation Services**
- Solicitation Number: VA69D13Q1800
- Agency: Department of Veterans Affairs
- Office: VA Great Lakes Healthcare System
- Location: Department of Veterans Affairs Great Lakes Healthcare System

Below the details, there are three tabs: Notice Details, Packages, and Interested Vendors List. A large red arrow points to the Interested Vendors List tab. To the right of the tabs are Print and Link icons.

On the left side, there is a 'Complete View' section with a list of changes:

- Original Synopsis**
Presolicitation
Aug 03, 2013
6:05 pm
- Changed**
Aug 03, 2013
6:11 pm
Solicitation

In the center, there are two buttons: 'Return To Opportunities List' and 'Watch This Opportunity'. Below these is an 'Add Me To Interested Vendors' button.

The main content area contains the following information:

- Solicitation Number:** VA69D13Q1800
- Notice Type:** Solicitation
- Synopsis:**
Added: Aug 03, 2013 6:05 pm
Linens Transportation Service between Iron Mountain VAMC and William S Middleton VA Hospital

A warning message is displayed: Please consult the list of [document viewers](#) if you cannot open a file.

Below the warning is an 'Attachment' section:

- Attachment**
Type: Other (Draft RFPs/RFIs, Responses to Questions, etc.)
Posted Date: August 3, 2013

On the right side, there is an 'ALL FILES' section with two attachments:

- Attachment**
Aug 03, 2013
[VA69D-13-Q-1800 VA69...](#)
- Solicitation 1**
Aug 03, 2013
[VA69D-13-Q-1800 VA69...](#)

Below the attachments is a 'GENERAL INFORMATION' section:

- Notice Type:** Solicitation
- Original Posted Date:** August 3, 2013
- Posted Date:** August 3, 2013
- Response Date:** -
- Original Response Date:** -

Locating Opportunities – Federal / Federal Prime



The screenshot shows the FEDBIZOPPS.GOV website interface. The header includes the site logo and navigation tabs: Home, Getting Started, General Info, Opportunities (highlighted), and Agencies. A secondary navigation bar contains links for Buyers (Login, Register) and Vendors (Login, Register).

The main content area displays a search result for a U.S. Army solicitation. The U.S. Army logo is on the left. The title is "Z--Combined Synopsis/Solicitation" followed by "Water Well Decommissioning and Closure, JBLM-Lewis North". Below the title, the following details are listed: Solicitation Number: W912DW13Q0058, Agency: Department of the Army, Office: U.S. Army Corps of Engineers, and Location: USACE District, Seattle.

Below the details are three tabs: Notice Details, Packages, and Interested Vendors List. A yellow warning banner below the tabs states: "Note: Please log-in to view the Interested Vendors List".

At the bottom, there is a login form with fields for Username and Password, a checkbox for "Keep me logged in on this computer", and "Go" and "Reset" buttons.

Locating Opportunities - State of Wisconsin

- **VendorNet** – goods and services
<http://vendornet.state.wi.us/vendornet/default.asp>
- **DOA facilities Divisions** – construction -
<http://doa.wi.gov/index.asp?locid=4>
- **WisDOT** - <http://www.dot.state.wi.us/business/index.htm>

Locating Opportunities in All State

- NASPO - <http://www.naspo.org/>

NASPO
National Association of State Procurement Officials

Email Address
Password
Forgot Password

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REACHING NEW HEIGHTS IN PROCUREMENT

JUST RELEASED
2011-2012 SURVEY OF STATE PROCUREMENT PRACTICES
>> order now

SURVEY OF PROCUREMENT PRACTICES

The National Association of State Procurement Officials' *survey* examines the current landscape of procurement practices among the states and offers insight on the various initiatives the states have implemented.

[more](#)

GOVERNMENT PROCUREMENT GUIDE

Updated for the 21st Century, the latest version of NASPO's flagship publication features a durable hard cover, a new look and tone, and a new reader-friendly format that makes learning about state and local procurement easy!

[more](#)

NASPO STATE PROCUREMENT

>> **2013 Supplier Guide**

Procurement policies
Knowledge of these can give your company placement on bid list
Do Business with the information affecting
[Click here](#) to order your

>> **Successful 2013 H Meeting**

Locating Opportunities - Meeting agency representatives

- Attend conferences and trainings – visit www.wispro.org
- Industry Days – site visits – other opportunities
- Belong to groups with interests in Government contractors
 - SAME
 - NDIA
 - NCMA
 - Trade groups
 - Professional groups

Bid Match

- The Wisconsin Procurement Institute offers a free BID Matching service
- This system searches International, Federal, State and Local procurement databases and emails you relevant solicitations based on information specific to you company

Sites searched:

- 42 International Sites
- 45 federal sites
- 2,011 state and local sites

Contact WPI to sign up for this service

Selling and Marketing

Selling and Marketing - Business Card

- **Business cards** - 2 sided to include your full contact information, NAICS codes, certifications and clear “tag line” on your product or service

DANIEL DYE, LEED AP
Associate Project Manager

8(a) SBA CERTIFIED FIRM



60 E. Van Buren Street, Suite 1501 • Chicago, Illinois 60605
Telephone (312) 987-0061 • Facsimile (312) 987-0071
Cellular (773) 459-4409 • Direct Facsimile (773) 681-7044
E-mail: ddye@milhouseinc.com
Website: www.milhouseinc.com

JB Matsol LLC
Water and Energy Saving Products
A Veteran Owned Small Business

Cage 5AG67 – NAICS: 33299, 326191, 332998, 332913

Rory Bautch

pbautch@uzlow.com – 715-441-3195 - www.uzlow.com
808 Carmichael Rd. PMB 163 - Hudson, WI 54016


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KEVIN MCDERMOTT
Vice President Business Development
kevin.mcdermott@patriottaxiway.com
290 Pleasant Hill Avenue | Lomira WI 53048
p: 414.688.7276 f: 414.755.0797
1425 K Street NW, Suite 350 | Washington DC 20005
p: 202.587.2744



James A. Mosel
President/CEO

Service Disabled, Veteran Owned, Small Business

925 First Avenue Chippewa Falls, WI 54729	Cell 715.215.0678 Corporate 800.753.8636 Fax 800.335.0473	www.jalangroupllc.com moz@jalangroupllc.com
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Selling and Marketing - Business Card

NAICS Code

236220 (Primary Construction)
541330 (Secondary Engineering)

Exit Date 1/10/2015
Cage Code # 48DX8

Cage Code: **4WZN7 DUNS #806757949**

NAICS:

335129 - Other Lighting Equipment
336321 - Vehicular Lighting Equipment
336413 - Other Aircraft Parts and Auxiliary Equipment
238210 - Airport Runway Lighting Contractors
541990 - All Other Professional, Scientific and Technical Services

Federal Supply Codes: **1680; 4920; 6210; 6220; 6230; 6240; 6250; 6260**

• Your link to the Federal Market •

NAICS Codes

238390	337122	337214
321912	337124	337215
321999	337127	423210
332322	337211	423450
332999		425120

Selling and Marketing - Capabilities statement

- Make sure that your one page document includes:
- Complete contact information including email and website
- NAICS Codes [www.census.gov/eos/www/naics/]
- For Federal – FSC/PSC codes - [www.outreachsystems.com/resources/tables/pscs/]
- Past performance examples
- Small Business Certifications – Federal, state, local and corporate
- Performance certifications – ex. ISO, LEED, Bio Preferred, other
- Firms logo and any graphics that would add value
- Information on what you are selling
- Value to customer



The Really Great Construction Company LLC

Leaders in Energy Saving Building Renovation

7523 North Concrete Avenue

Cement, WI 53222

414-222-0000

www.realygreat.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

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FSC / PSC Codes

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





Contract Information

DUNS: 199623596
CAGE CODE: 8SUAB

USA Contract Numbers:
Schedule 55: G00770211M
Schedule 56: G00770211M

GSA Schedule 55
SIN: 353-10 Portable Light Towers
SIN: 353-2 Portable, Standby, Generators

GSA Schedule 54
SIN: 465-11 Fire Extinguishing/Suppressing Products, Retardant, Foams, and Equipment

NAFDC Codes
333117: Motor and Generator Manufacturing
333122: Commercial, Industrial and Institutional Electric Lighting Fixture Manufacturing
333120: Construction Machinery Manufacturing
333125: Other Lighting Equipment Manufacturing

NSIC Codes
6115: Generator & Generator Sets, Electrical
6230: Electric Portable and Hand Lighting Equipment
6240: Electric Lamp
6210: Indoor and Outdoor Electric Lamp

Ordering Information

JIM JOBERTS
International and Government Sales Manager
Phone: (920) 361-1412 x222
Fax: (920) 361-2214
Cell: (920) 215-1292
jjoberts@mg-p.com

Stephanie Glocks
International and Government Sales
Phone: (920) 361-4442 x219
Fax: (920) 361-2214
sglocks@mg-p.com

Contract Holder

FEDERAL CAPABILITIES STATEMENT

Since our founding in 1968, we've built a reputation for keeping the customer at the forefront of everything we do. When you work with us you interact with the people who get to know your needs and take a personal stake in your success. Customer Service is not just a department at Magnum, it's our way of doing business.

As a GSA Contract Holder, Magnum always offers the most competitive pricing to government agencies. Pricing under our GSA schedule is equal to that of our most favored customers.

Our Commitment to Sustainability

The U.S. Government has come to rely on the quality, performance and endurance of Magnum light towers and generators to provide the power and light sources needed in critical situations, both here in the States, as well as abroad. Along with quality, Magnum Power Products has a philosophy of maintaining high inventory levels, to enable our rapid response in emergency situations. Magnum light towers and generators have been used in recovery efforts at The Pentagon, Ground Zero, the Oklahoma City Federal Building and in relief efforts led by FEMA in the wake of hurricanes Hugo, Andrew and Katrina.

Products Offered

- Mobile Generators
- Mobile Light Towers
- Mobile Trash Pumps
- Mobile Water Trailers
- Dewatering Pumps
- Mobile Light, Water & Power

Key Differentiators

- US designed and assembled products
- Award winning product innovations; patented
- Strong community commitment and involvement
- Maintains leadership by enabling innovation in the development of new products
- Experienced considerable and consistent growth since our founding
- Company focus is on mobile products

Federal Agency Past Performance

US Army, Navy, Air Force, Marines, Coast Guard, Border Patrol, National Guard, Army Corp of Engineers, Bureau of Land Management, Department of Energy, Department of Fire Services, Department of Veterans Affairs Medical Center, National Park Service, Department of Homeland Security, Federal Bureau of Prisons, US Department of Interior, Department of Defense, USDA Forest Service, FAA, DLA, NASA, US Capital Police


GSA Disaster Recovery & Cooperative Purchasing Program Participant

The GSA Disaster Recovery Purchasing Program for Schedule 54 & 56. This program gives state and local governments the ability to purchase products and services in recovery from major natural disasters, terrorism, nuclear, biological, chemical, or radiological attacks. The Cooperative Purchasing Program for schedule 54 allows eligible entities to purchase from Cooperative Purchasing approved vendors, at any time, for any reason, using any funds available.




INDUSTRY LEADING MANUFACTURER OF MOBILE POWER EQUIPMENT

Selling and Marketing - Website


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(8am - 5pm CST)

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TAPCO Contracts & Agreements

Federal Contracts

TAPCO Federal division wants to be your primary supplier of traffic and parking control items while wanting to make it as easy and economical for you as possible. We have a variety of contracts available to the Federal Government below that might be useful to you.



State Contracts

Selling and Marketing - “Pitch”

- **30 second to 1 minute pitch – elevator pitch – KEEP IT TIGHT**
 - **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**
 - **Have you done any work with the government before**
 - **What makes you special**
 - **Keep it business**

Contacts

- SUBCONTRACTING DIRECTORIES
 - **US SBA -**
<http://web.sba.gov/subnet/search/index.cfm?CFID=18586639&CFTOKEN=655adcc808f8fe8a-3539FE64-ED43-DE49-D851038AA9C0A599&jsessionid=5e30c571ef0e63ef19123b5c7d7467167724>
 - **General Services Administration (GSA)**
<http://www.gsa.gov/portal/content/101195>
- US SBA Government contracting Field Staff
<http://www.sba.gov/content/government-contracting-field-staff-directory>
- Agency contacts
 - <http://www.usa.gov/directory/federal/index.shtml>
 - <http://www.osdbu.gov/>

Contacts

- **U.S. Department of Agriculture - Mike Belovsky, Contracting Officer**
- Forest Products Laboratory
- One Gifford Pinchot Drive
- Madison, WI 53726-2398
- (608) 231-9285 jbelovsky@fs.fed.us
-
- **U.S. Forest Service – Shawn Lacina, Contracting Officer**
- Lake States Acquisition Team (LSAT)
- 500 Hansen Lake Road
- Rhinelander, WI 54501
- (715) 362-1347 slacina@fs.fed.us
-
- **128th Air Refueling Wing (WIANG) – Steven Maier, Contract Specialist**
- 1919 E. Grange Avenue
- Milwaukee, WI 53207
- (414) 944-8517 Steven.maier@wimilw.ang.af.mil
-
- **Naval Facilities Engineering Command, Midwest - Janis Kaiser, Deputy for SB**
- Building 1A
- 201 Decatur Avenue
- Great Lakes, IL 60088
- (847) 688-2600 phone Janis.kaiser@navy.mil
-
- **U.S. Veterans Affairs - Laura Silguero, Contracting Officer, Small Business Specialist**
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- Wisconsin Procurement Institute (WPI) – Joseph Smetak – 414-270-3600 or josephs@wispro.org
- For other upcoming training opportunities visit www.wispro.org