



A Procurement Technical Assistance Center (PTAC)

WOMEN'S BUSINESS CONFERENCE

May 2018 – Eau Claire, WI



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

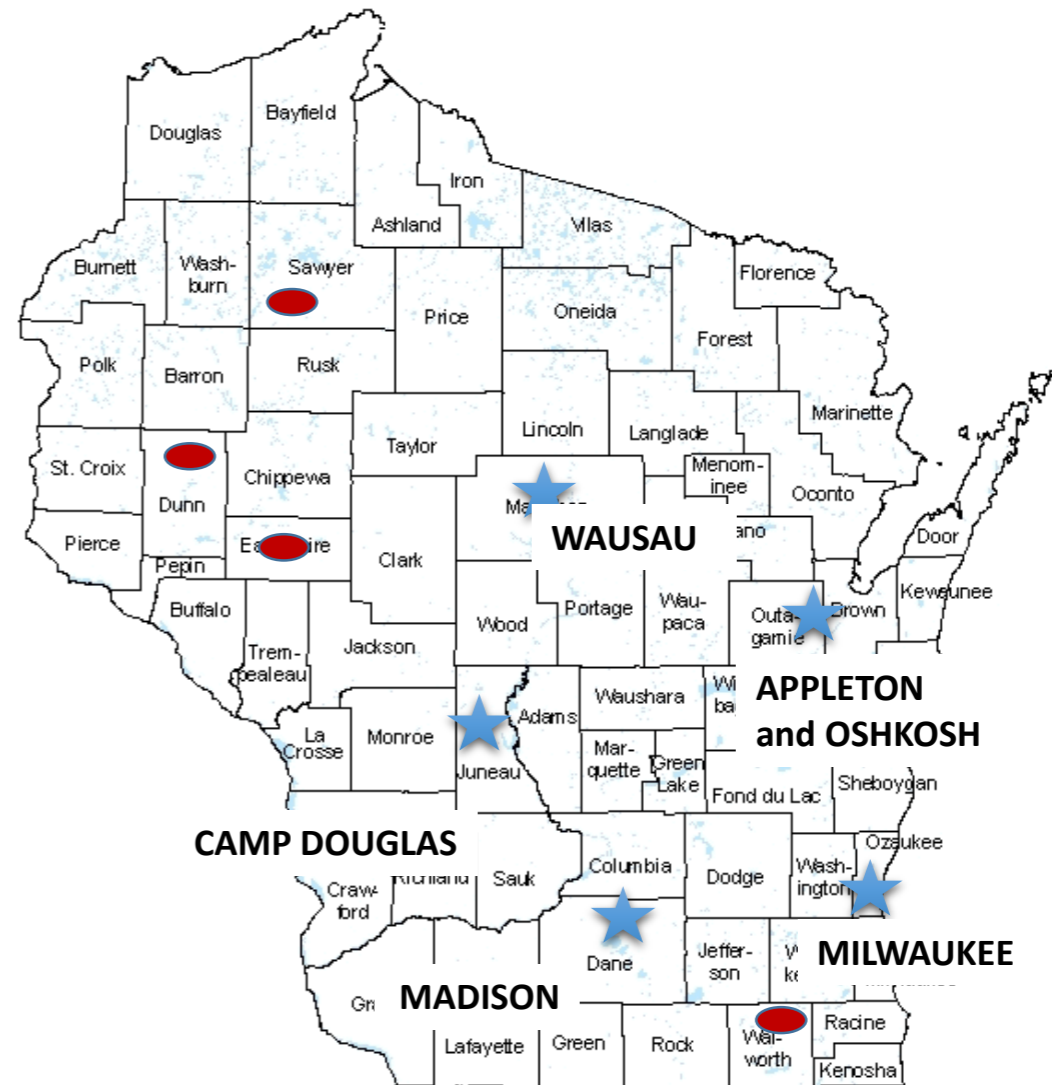
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON / OSHKOSH – *Fox Valley Technical College*

WPI partner co-locations

- Eau Claire – *Western Dairyland*
- Ladysmith – *Indianhead Community Action Agency*
- Menomonie – *Dunn County EDC*
- Racine - *Launchbox*



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BLOG SERVICES ABOUT MY ACCOUNT DONATE CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- OTHER GOVERNMENT & GRANTS
- SUCCESS & AWARDS
- FAQS

SAM UPDATE - ALLEGED FRAUDULENT ACTIVITY IN SAM

www.wispro.org

UPCOMING EVENTS

- MAY 1 2018**
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 12: PARTS 42-45
- MAY 3 2018**
CONTRACTING BASICS AND WOMAN OWNED BUSINESS CERTIFICATIONS
MADISON, WI »
- MAY 3 2018**
BUILDING YOUR BUSINESS – DEVELOPING THE TOOLS FOR GROWTH AND SUCCESS FOR NATIVE AND TRIBAL SMALL BUSINESSES
HALES CORNERS (MILWAUKEE) »
- MAY 8 2018**
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 13: PARTS 46-53
- MAY 8 2018**
ACQUISITION HOUR: HOW TO QUICKLY ANALYZE SOLICITATIONS

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

WISCONSIN PROCUREMENT INSTITUTE
10437 INNOVATION DR., SUITE 320
MILWAUKEE, WI 53226

P: 414-270-3600
F: 414-270-3610
INFO@WISPRO.ORG
WISPRO.ORG



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ABOUT the GOVERNMENT MARKET

LOCAL / STATE GOVERNMENT

▪ State

- Medium size market
- Statewide
- Less complex – DIFFERENT FROM FEDERAL – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Minimal manufacturing and R&D
- Some DIVERSITY PROGRAMS

▪ Local

- Smaller market
- Local
- Less complex - DIFFERENT FROM FEDERAL AND STATE – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Products, Services and construction for the most part
- Some DIVERSITY PROGRAMS

FEDERAL GOVERNMENT

- **Federal – a \$500 billion market**
 - Very Large market
 - Worldwide
 - Complex
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Manufacturing, construction, services, R&D..... – anything / everything
- **Federal Primes**
 - Large market
 - Worldwide
 - Less Complex – flow-down of rules from Federal Prime contractor
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Diverse products and services



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LOCAL / STATE GOVERNMENT

LOCAL SMALL BUSINESS PROGRAMS

SOME Local Governments have specific programs, for example City of Milwaukee and County of Milwaukee, Madison, Dane County, MMSD and others

LOCAL GOVERNMENT LINKS

Each locality is different – HOW THEY PURCHASE and their associated small business programs

- List of Counties <https://www.wicounties.org/counties.iml>
- List of Cities / Municipalities <http://www.citytown.info/Wisconsin.htm>
- Fire Departments <http://www.firedepartment.net/directory/wisconsin>
- Police Departments <http://www.usacops.com/wi/>
- Schools <http://dpi.wi.gov/directories>

STATE GOVERNMENT SMALL BUSINESS PROGRAMS

- **State governments also have goals of various types that can be used by small businesses as a benefit in competing for contracts. The State of Wisconsin has programs supporting minority, woman and service disabled veteran owned businesses. <https://wisdp.wi.gov/>**
- **WisDOT also has the DBE program with preference for minority and woman owned firms. <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>**

STATE GOVERNMENT SMALL BUSINESS PROGRAMS

Use of Small Business type programs -

<https://wisdp.wi.gov/>

WISCONSIN DEPARTMENT OF ADMINISTRATION
DIVISION OF ENTERPRISE OPERATIONS
WISCONSIN SUPPLIER DIVERSITY PROGRAM
BUSINESS CERTIFICATION PROGRAM

For Recertification/Annual Updates: [[Log In](#)]
[Instructions for New Application](#)
[Instructions for Recertification](#)
[Instructions for Annual Update](#)

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WELCOME TO THE WISCONSIN SUPPLIER DIVERSITY PROGRAM - BUSINESS CERTIFICATIONS

[CLICK HERE TO VIEW THE WISCONSIN SUPPLIER DIVERSITY PROGRAM'S MBE & DVB ANNUAL REPORT 2014 SUPPLIER DIVERSITY ANNUAL REPORT](#)

[Search Certified Suppliers Database](#)

[Apply for Certification](#)

[Login](#)

ALL QUESTIONS APPLICABLE TO THE TYPE OF BUSINESS MUST BE ANSWERED ON THE ONLINE APPLICATION FORM

Certification Types

Minority Business Enterprise - MBE More Info	Woman-Owned Business Enterprise - WBE More Info	Disabled Veteran Business - DVB More Info
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STATE GOVERNMENT LINKS

[VendorNet](#) [Registration](#) [Bids](#) [Contracts](#) [NIGP Codes](#) [Forms](#) [General Procurement](#) [FAQ](#) [Contact Us](#) [Login](#)

Welcome to VendorNet

VendorNet provides easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the state as well as state agencies and municipalities. Bidding and the time required to identify new vendors is minimized while vendors are automatically notified of opportunities in their area of interest.

General information on how to do business with the state, names, addresses and telephone numbers of state agency procurement staff, and a summary of what the state buys.

Please note, **VendorNet does not provide information on highway or construction projects**; VendorNet is related to purchases of goods and services only. Please see the [Department of Administration, Division of Facilities Development](#) Web site for information on construction projects and the [Department of Transportation](#) for road and airport construction projects.

Vendors and Businesses

[Lookup Agency Acronyms](#)
[Vendor's Guide](#)
[VendorNet 2.0 Guide for Public Use](#)

VendorNet Information Center
Hours: 8:00 a.m. - 4:30 p.m. M-F

Local (608) 264-7897
Toll Free (800) 482-7813

Tips on Doing Business with the State of Wisconsin

- Read the solicitation documents thoroughly and follow all instructions and conditions. Failure to do so could result in the rejection of your submittal.
- Make sure your solicitation is submitted before the specified due date.
- Follow up on your submittal, search the archived solicitations to find who won the award.
- Get to know the purchasing needs of various state agencies. Much of this information can be obtained by reviewing the solicitations and contracts on VendorNet.
- Maintain a good reputation for service and reliability.
- Ask questions; depending on the situation, you can contact the individual that has conducted the solicitation or the State Bureau of Procurement.

<http://vendornet.state.wi.us/vendornet/default.asp>

STATE GOVERNMENT LINKS

- **Projects**

- <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>

- **Small Business DBE program**

- <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>





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FEDERAL GOVERNMENT

LAST YEAR.....

The Federal government purchased

- **\$21.34B good and services from WOMAN OWNED BUSINESSES**
- **\$37.1 from Wisconsin WOMAN OWNED BUSINESSES**

TOP 15 WISCONSIN FEDERAL WOB CONTRACTORS

Company Name	Total Dollars
BRUNO INDEPENDENT LIVING AIDS, INC.	\$6,797,039.97
FRESH WATER ENGINEERING LLC	\$4,075,825.40
ALLCON, LLC	\$2,832,049.65
NDT SOLUTIONS, LLC	\$2,535,829.02
FUEL SYSTEMS, INCORPORATED	\$2,246,141.75
HICKEY BROS. RESEARCH, LLC	\$1,640,310.12
ALLIANCE STEEL CONSTRUCTION, INC.	\$1,500,183.24
NORTHWOODS FORESTRY, INC.	\$1,293,017.45
CREATIVE MARKETING RESOURCES, INC.	\$975,577.79
SUPERIOR EQUIPMENT AND SUPPLY, CO.	\$890,063.68
PREMIER MEDICAL STAFFING SERVICES, LLC	\$858,477.64
ENGLISH, KATHLEEN	\$806,541.00
TETRA RESEARCH CORPORATION	\$750,000.00
ALMOST HOME, LLC	\$619,259.10
AVITEK AEROSPACE INDUSTRIES, INC.	\$600,788.69

FEDERAL SMALL BUSINESS PROGRAMS

Federal Goals [applied to Federal agencies and their large prime contractors:]

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#); **NOT MEETING THEIR GOALS**
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses; **NOT MEETING THEIR GOALS**
- 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses [VA also has both a veteran and service disabled veteran business preference with a higher goal].



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Log In

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ALERT: You must submit a [notarized letter](#) appointing the authorized Entity Administrator before your registration will be activated. This requirement now applies to both new and existing entities. Read [our FAQs](#) to learn more about this process change.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

<https://www.sam.gov>

Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.



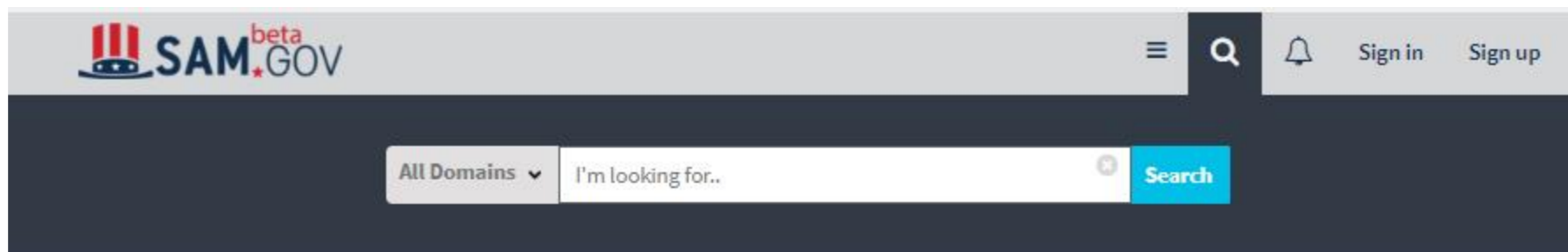
IBM v1.P.13.20180427-1347

WWW7

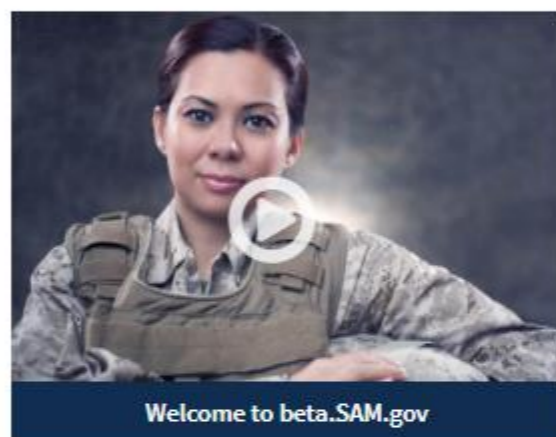
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[GSA.gov](#)
[USA.gov](#)



In the future, Beta.SAM.gov will be the official U.S. government website for people who make, receive, and manage federal awards.



SAM is FREE

Gain access to data in a variety of formats. Perform searches, download extracts.

- 100% Free to Use
- Free to Search

Award Domains

Different types of award data, or "domains", make up the heart of SAM. If you are coming from one of our legacy websites, click on the related link below to learn how to use those same features here.

- [Assistance Listings \(CFDA\)](#)
- [Contract Opportunities \(FBO\)](#)
- [Contract Data \(FPDS\)](#)
- [Entity Information \(SAM\)](#)
- [Federal Hierarchy](#)
- [Wage Determinations \(WDOL\)](#)

<https://beta.sam.gov/>





http://dsbs.sba.gov

Table Listing, where

the firm is at least one of: women owned, WOSB, EDWOSB, WOSB joint venture the profile address is in EAU CLAIRE (county) of WI the profile location is in: Wisconsin; the profile's status is Active; and randomized by original start time of search: 2018-05-04 (

Data validation took 0.02 seconds. The count and search queries took 2.21 seconds and 2.37 seconds, respectively.

Displaying profiles 1 - 9 (of 9 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	SHREDAWAY USA INC SHREDAWAY	DAWN SCHWIETERS	2515 W PRINCETON AVE EAU CLAIRE, WI 54703-1362	
2	PURSUIT OF EXCELLENCE LLC	Dawn Garcia	310 PINNACLE WAY STE 301 EAU CLAIRE, WI 54701-3414	Business Management Consulting Services Organizational Excellence Baldrige Cor Operations, Workforce and Customer Care Business Action Plans, Measurement-b
3	Nutrition Matters, Inc.	Robert Yarrington	316 N Barstow St Ste I Eau Claire, WI 54701-3791	
4	Maletto's Packaging, Inc.	David Maletto	2715 Hogarth St Eau Claire, WI 54703-3762	Contract packaging Variety Packs, Repackaging, Shrink sleeving, Shrink Wrapping
5	Hayworth Fence Co., Inc.	JOSEPH HAYWORTH	720 N HILLCREST PKWY ALTOONA, WI 54720-2702	Hayworth Fence Co, Inc. is a commercial and residential construction company th installation.
6	Burdick, Bobette	BOBETTE BURDICK	2207 Eagle Lane Eau Claire, WI 54703-9147	
7	Riverside Machine & Engineering, Inc.	Timothy W Kilness	2445 Alpine Rd Eau Claire, WI 54703-9562	Precision Machining, Aluminum Vacuum Furnace Brazing, custom Cold Plates and
8	Watson Industries, Inc	Tom Henke	3035 Melby St Eau Claire, WI 54703-0463	AS9100, ISO9001 compliant, Electro-Static Discharge manufacturing
9	DELL CONSTRUCTION CO., INC.	Donna Kay Rodgers	4220 Cardell Rd Eau Claire, WI 54703-9602	General Contractor - Self performs concrete, drywall/framing, rough and finish ca

No more matches Refine Search

Save E-mail Addresses for All
delimited by:
 semi-colon and space
 comma and space
 ..

Opportunities

Opportunities List Advanced Search Archives

Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

Keyword / Solicitation #: [TIPS](#) Posted Date:

Search by Agency, Set-aside, State, and Type Search by Classification, NAICS code, Recovery actions, and more

1 - 20 of 89 Sort By Showing per page [1](#) | [2](#) | [3](#) | [4](#) |

Opportunity	Agency/Office/Location	Type / Set-aside	Posted C
Historic Office Renovation 47PF0018R0023 Z -- Maintenance, repair, and alteration of real property	General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00)	Award	May 04, 2
CN - MED 2B MPF - Common Stand Exams 12569R18Q0022 F -- Natural resources & conservation services	Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT)	Combined Synopsis/Solicitation / Total Small Business	May 04, 2
J--ROOFTOP GUARDRAIL REPAIRS 38C25218Q0923 J -- Maintenance, repair & rebuilding of equipment	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation (Modified) / Total Small Business	May 04, 2
Pavement Preservation - Bayfield, Sawyer, Ashland, Price, Florence and Forest Counties, Wisconsin 12569R18Q0024 Z -- Maintenance, repair, and alteration of real property	Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT)	Combined Synopsis/Solicitation (Modified) / Total Small Business	May 04, 2
SSA CDI Milwaukee SSA_CDI_Milwaukee Z -- Maintenance, repair, and alteration of real property	General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00)	Solicitation (Modified)	May 03, 2

www.fbo.gov



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UPCOMING TRAINING - EVENTS

DOING BUSINESS WITH THE US FOREST SERVICE

JUNE 6, 2018 RHINELANDER, WI

Start Date	June 6, 2018
End Date	June 6, 2018
Time	1:00 pm - 4:00 pm
Facility	Fieldside Center Room 102
Address	Nicolet Area Technical College 5364 College Dr Rhineland, WI 54501
Details	Read More Information
Register Online	Register for Event

Guest Speakers:

- Karie Linn, Contract Specialist, Lake State Acquisition Team – US Forest Service
- US Small Business Administration
- Don Makowski, CFCM, Northwest Michigan PTAC
- Joseph Smetak, CFCM, Wisconsin Procurement Institute



[REGISTER](#)

Nicolet Area Technical College

Northwest Michigan PTAC

US Forest Service (USFS)

US Small Business Administration (SBA)

Wisconsin Procurement Institute (WPI)

DOING BUSINESS WITH THE NATIONAL PARK SERVICE

JUNE 7, 2018 HOUGHTON, MI



REGISTER

Start Date	June 7, 2018
End Date	June 7, 2018
Time	1:00 pm - 4:00 pm
Facility	Michigan Technological University, ATDC
Address	1400 Townsend Drive Houghton, MI 49932
Contact Info	Joe Smetak josephs@wispro.org (414) 270-3600
Details	Read More Information
Register Online	Register for Event

National Park Service – Midwest Region

U.S Small Business Administration (SBA)

Northwest Michigan Procurement
Technical Assistance Center (PTAC)

Wisconsin Procurement Institute (WPI)

The federal government market is worth nearly \$100 billion in sales to small businesses each year, but selling to the government is very different than selling to the commercial sector.

The National Park Service has a broad range of requirements ranging from construction services to outerwear. At this unique workshop, your business will have the opportunity to meet with and learn from a National Park Service Midwest Region contracting official.

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 905
Address	Ft. McCoy Building 905 11th Avenue Fort McCoy, WI
Contact Info	Dave Olson davido@wispro.org (608) 338-8018

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

SAVE THE DATE!



Fort McCoy

Volk Field Air National Guard Base

Juneau County Economic Development Corporation

American Indian Chamber of Commerce (AICCW) – First American Capital Corp. (FACC)

Center for Economic and Entrepreneur Development (CEED)

Small Business Administration (SBA)

Western Dairyland

Wisconsin Economic Development Corporation (WEDC)

Wisconsin Procurement Institute (WPI)



WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION

Governor's Conference on Minority Business Development
Welcoming minority, woman and veteran-owned businesses

December 13 - 14, 2017

[About](#) [Awards](#) [Sponsors](#) [Exhibitors](#) [Event Details](#) [Buyer Meetings](#) [Register](#) [FREE Workshops](#) [Hotel](#) [Contact Us](#)

SAVE THE DATES
2018 MARKETPLACE
December 12-13, 2018

LOCATION:
Potawatomi Conference Center
Milwaukee, Wisconsin

THANK YOU

2017



QUESTIONS?



A Procurement Technical
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Contact information

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Kim Garber | Manager, Small Business Programs

608-444-0047 kimg@wispro.org

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