



# THE DOD SUPPLY CHAIN – FOR MANUFACTURERS

## WHERE:

**Fox Valley Technical College**  
DJ Bordini Business & Industry  
Center  
5 Systems Drive – Room 140BC  
Appleton, WI 54912

### **SESSION ONE - NOVEMBER 12, 2015**

#### **SELLING TO DEPARTMENT OF DEFENSE PRIME CONTRACTORS**

### **SESSION TWO - DECEMBER 3, 2015**

#### **UNDERSTANDING THE REQUIREMENTS AND OBLIGATIONS**

**REGISTRATION AND UPDATED  
INFORMATION AT [WWW.WISPRO.ORG](http://WWW.WISPRO.ORG)  
OR CONTACT PATRICIA SULLIVAN AT  
[PATRICIAS@WISPRO.ORG](mailto:PATRICIAS@WISPRO.ORG)  
OR 920-840-3771**

### **SESSION ONE – November 12**

Defense prime contractors purchase millions of dollars of parts, components and assemblies to support a wide variety of requirements.

This workshop is specifically designed as an introduction for manufacturing firms who are either considering entering the market or those just starting to review and look for opportunities.

In this session attendees will learn:

1. How to locate DOD Prime Contractors
2. Evaluate your readiness as a subcontractor
3. Getting Prepared for the opportunity
4. Expectations of the Prime Contractor

### **SESSION TWO – December 3**

A contractor that is part of a DOD supply chain must understand and be prepared to comply with all the requirements and obligations of the DOD contract.

They must also be prepared to deal with potential challenges from their suppliers, contract modifications, and other challenges that could lead to non-compliance or non-performance.

In this session attendees will learn:

1. Expectations of the Prime contractor
2. Flow Down Clauses – DOD requirements passed down the supply chain
3. What to do when things go WRONG!