

# WHAT IT TAKES TO WIN – SERIES

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**October 26, 2016**

## A DISCUSSION WITH SUCCESSFUL GSA SCHEDULE CONTRACTORS

WPI will welcome two successful Wisconsin GSA Schedule Contractors to lead this discussion:

- Andrew Bergholz, Vice President Sales and Co-Owner, TAPCO
- Steve Makovec, Government Sales Manager, C&H Government

Discussion will include topics such as:

- Should your business seriously consider a GSA Schedule Contract
- What investment is required to secure a contract
  - Preparing the proposal / negotiations
  - Understanding your competition
  - Administering the contract
  - Sales and marketing required to secure sales
- Leveraging your GSA Schedule
- Other considerations

Moderator: Carol Murphy, Wisconsin Procurement Institute

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**November 17, 2016**

## OPPORTUNITIES WITH THE DEPARTMENT OF DEFENSE FOR SMALL BUSINESS MANUFACTURERS

Attendees will learn how to:

- Prepare their business to work on Department of Defense contracts and subcontracts
- Locate and bid on Federal and Prime opportunities Evaluate their company's readiness as a supplier
- Understand and meet the expectations of a prime contractor

Speakers:

- Jean Polka and Ken Kotloski, Wisconsin Procurement Institute
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Updated information and registration is available at [www.wispro.org](http://www.wispro.org) For additional information, please contact Carol Murphy at [carolm@wispro.org](mailto:carolm@wispro.org) or 414-270-3600.

**THESE EVENTS ARE AT**

**NO COST BUT  
REGISTRATION IS  
REQUIRED**

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**HOSTED AND  
SPONSORED BY:**



**LOCATION**

Technology Innovation  
Center  
10437 Innovation  
Drive, Room 121  
Wauwatosa, WI

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**PROGRAM  
SCHEDULE**

**10:00am - 12:00pm**

10:00am – Registration  
and Networking

10:15am – Program

11:45 – Q&A and  
Networking until noon