Wisconsin Procurement Institute

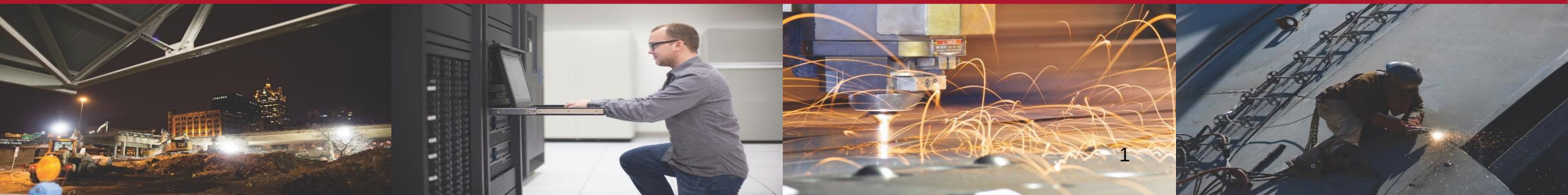
A Procurement Technical Assistance Center (PTAC)

Northwest Michigan PTAC

Government Contracting Expertise

MARKETING YOUR BUSINESS TO THE GOVERNMENT

March 2nd, 2017



Thank you to our hosts

INTRODUCTIONS

- Your name
- Company name
- City
- Contracting experience?

Wisconsin Procurement Institute

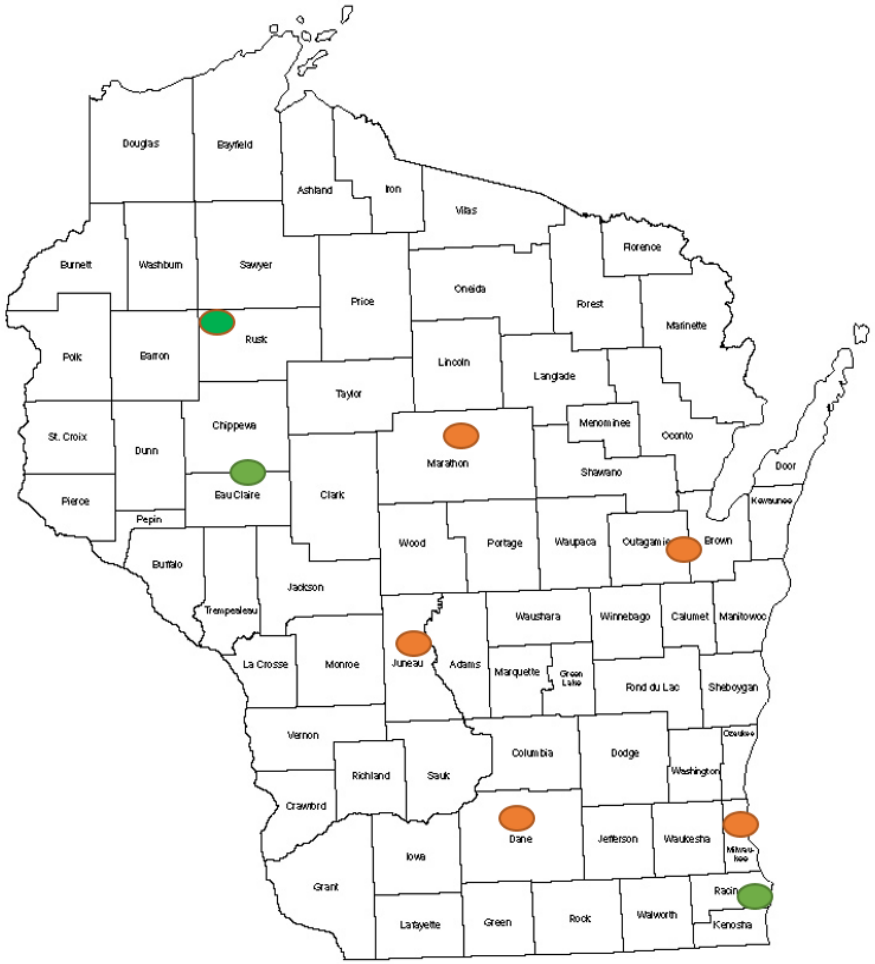
A Procurement Technical Assistance Center

ABOUT WPI
Supporting the Mission

Wisconsin Procurement Institute

A Procurement Technical Assistance Center

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



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 Region Chamber of Commerce)
  - **Appleton** (Fox Valley Technical College)

- ***Active Partnerships***
  - **Racine** – LaunchBox
  - **Eau Claire** - Western Dairyland
  - **Ladysmith** – Indianhead Community Action

Search ...

BLOG SERVICES ABOUT MY ACCOUNT DONATE CONTACT

Wisconsin Procurement Institute

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

MARK YOUR CALENDAR! 5TH ANNUAL U.S DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE - MAY 10TH.

UPCOMING EVENTS

FEBRUARY 28 2017
ACQUISITION HOUR – THE CONTRACTOR PURCHASING SYSTEM REVIEW (CPSR) SERIES PART 4 OF 4

FEBRUARY 28 2017
GROWING NEW CUSTOMERS WITH GOVERNMENT CONTRACTING - THE FEDERAL SMALL BUSINESS HUBZONE PROGRAM - MILWAUKEE
MILWAUKEE, WI »

MARCH 1 2017
ACQUISITION HOUR: ESRS INDIVIDUAL SUBCONTRACTOR REPORTING (ISR) BASICS

MARCH 1 2017
ACQUISITION HOUR – MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)

MARCH 2 2017
GROWING NEW CUSTOMERS WITH GOVERNMENT CONTRACTING - THE FEDERAL SMALL BUSINESS HUBZONE PROGRAM - LA CROSSE
LA CROSSE, WI »

CURRENT OPPORTUNITIES (3)

www.wispro.org

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

What we are going to talk about today

- Review of Federal Contracting & Small Business Programs
- What does the Government look for in a Contractor
- Marketing to the Government
- Understanding your Competition
- Strategies for Success in the Federal Marketplace

Wisconsin Procurement Institute
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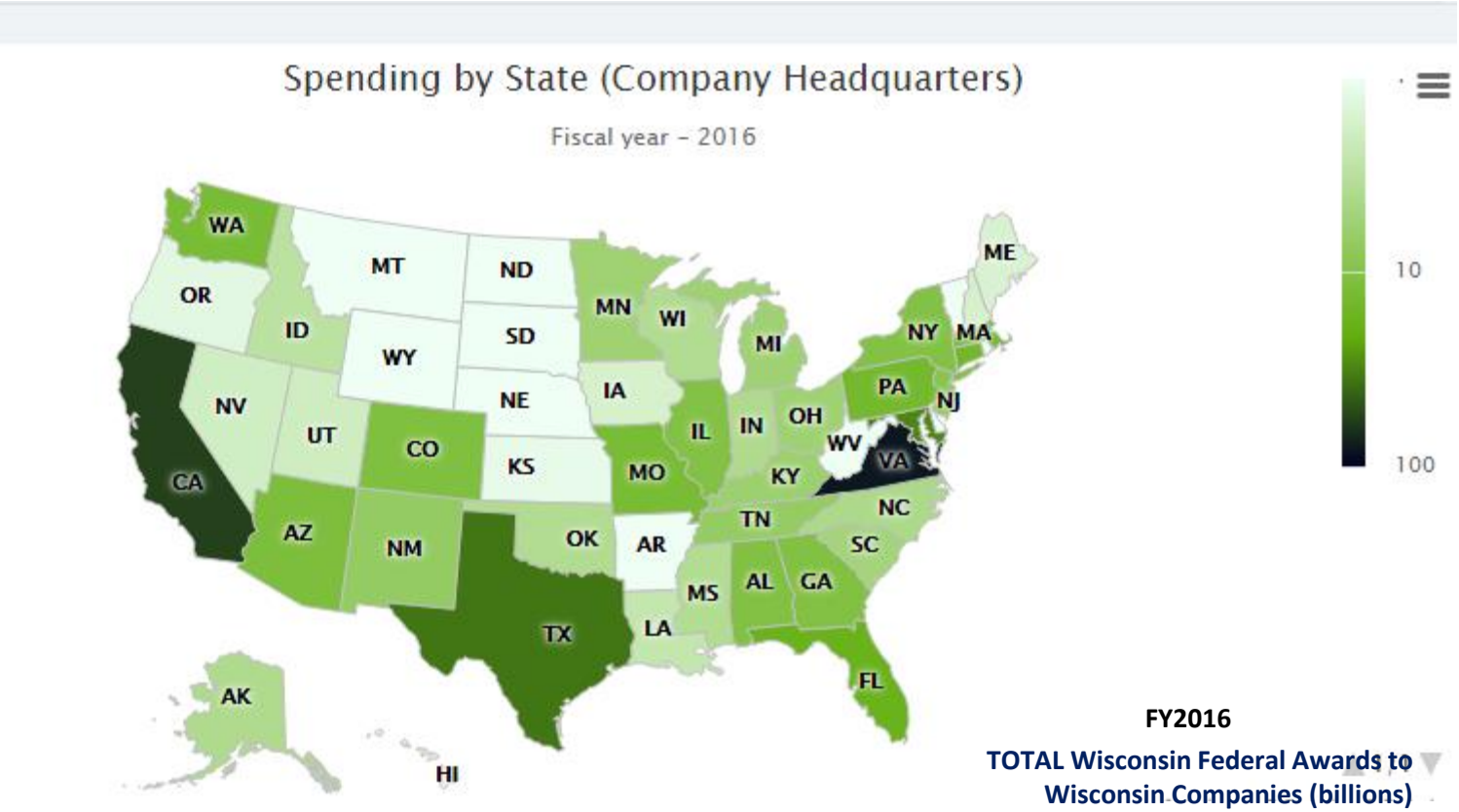
Overview of Federal Contracting

WHERE IS THE MONEY GOING



FY2016

TOTAL Wisconsin Federal Awards to Wisconsin Companies (billions)	**$3.73**
TOTAL Wisconsin Federal Awards by Place of Performance (billions)	**$3.32**

Wisconsin Procurement Institute

FEDERAL CONTRACTS – TOP WI COUNTIES – FY2016

TOP 10 Counties by Place of Performance (million)	FY16 Dollars in County	Largest Federal Contractor in the County
Winnebago	$ 1,430.00	Oshkosh Defense
Dane	$ 548.43	WPS Insurance Corp.
Milwaukee	$ 283.74	Industries for the Blind
LaCrosse	$ 211.01	Logistics Health Inc.
Outagamie	$ 163.48	Tower Industries
Waukesha	$ 114.90	Konecranes Nuclear Equpment & Service
Rock	$ 106.00	AMTEC Corporation
Brown	$ 82.73	Krueger International
Monroe	$ 82.00	Versar Inc. (HQ VA)
Kenosha	$ 49.77	Ocenco

In the last two years businesses in every county in the State received contract awards

More on Federal Contractors in Wisconsin – FY2016

TOP 5 NAICS Codes (millions)

336212 - Truck Trailer Mfg	$	939.99
336992 - Military Armored Vehicle	$	314.94
332992 - Ammunition	$	213.86
621111 - Offices of Physicians	$	204.94
522390 - Credit Intermediation	$	183.83

TOP FIRST TIME WI Contractors (millions)

Calument Diversified Meats	$	2.37
Silver Lake Construction	$	1.90
PGB LLC	$	1.49
American Patriot Construction Services	$	1.02
Quality Lockout	$	0.93

TOP 5 Small Business Contractors

Tower Industries	$	125.52
AMTEC Corporation	$	87.40
Didion Inc.	$	34.40
Statz Corporation	$	23.96
Avantti Builders Group	$	20.03

TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	$1,405,857,672
2. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	$212,089,206
3. LOGISTICS HEALTH, INC.	$190,006,396
4. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	$183,834,126
5. TOWER INDUSTRIES, INC.	$126,459,020

Text View and More Details on All Prime Recipients

TOP CONTRACTOR SUB-AWARDEES

1. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	$486,548,157
2. United Technologies Corporation	$67,225,047
3. EXTREME ENGINEERING SOLUTIONS, INC	$29,272,601
4. COLTEC INDUSTRIES INC	$12,139,618
5. Dover Corporation	$2,570,604

Text View and More Details on All Contractor Sub-Awardees

More on Wisconsin Federal Contractors

FY2016 – 8(a)

Contractor name	
ONEIDA TOTAL INTEGRATED ENTERPRISES, LLC	$17.63M
SUSTAINMENT&RESTORATION SERVICES, LLC	$9.66M
1PROSPECT TECHNOLOGIES, LLC	$8.09M
O-TECH SOLUTIONS LLC	$6.46M
MISSION SUPPORT SERVICES, LLC	$5.79M

FY2016 - SDVOSB

STATZ CORPORATION	$23.96M
PROGRESSIVE CONSTRUCTION SERVICES, LLC	$14.79M
MAINSTAY DISTRIBUTING, LLC	$7.97M
C3T, INC.	$5.60M
VETERANS ELECTRIC, LLC	$5.52M

FY2016 – HUBZone

Contractor name	
ROEN SALVAGE CO.	$11.87M
O-TECH SOLUTIONS LLC	$6.46M
ALLIANCE STEEL CONSTRUCTION, INC.	$4.22M
ALMOST HOME, LLC	$1.67M
KPH CONSTRUCTION, CORP.	$1.35M

FY2016 - WOSB

ALLIANCE STEEL CONSTRUCTION, INC.	$4.22M
ALLCON, LLC	$2.90M
STRATATECH CORPORATION	$1.93M
ALMOST HOME, LLC	$1.67M
HICKEY BROS. RESEARCH, LLC	$1.17M

SUCCESS STORY

Veteran Pursues Massage Business Growth Through SBDC, SBA Mentoring and Contracting Certifications

Jessica Dragan, a Wisconsin native, joined the U.S. Army as a logistics and transportation specialist and spent four years traveling the globe with tours in South Korea, Texas, and Kuwait during Operation Iraqi Freedom. She knew when she left the service that she would take a different path. She spent two years in Los Angeles studying as many styles of massage as she could learn. She gained experience working at one of the Los Angeles area's most respected spas, Burke Williams. In 2009, she felt a pull back to Wisconsin and family, and returned to the Milwaukee area.

She started her business, Spa Massage on the Go, working with people in their homes. Unlike many massage therapists, she felt more comfortable working with clients in their own environments rather than in a salon or other setting. Soon she began hiring other massage therapists on contract when she needed extra help. Within a year, Spa Massage on the Go needed more help on a regular basis. She expanded her practice to retirement homes and homes for the disabled and started working at corporate wellness events, sometimes personally working on as many as ten clients a day. By 2013, the rigors of the physical work of massage resulted in an injury. She soon realized that she needed to work more on her business and do less hands-on work with clients. Thus began an intensive phase of business planning and development.

Seeing a TV ad prompted her to begin exploring government contracting as a possible business opportunity. In 2014, she attended SBA's ChallengeHER women's contracting event in Milwaukee and began attending the Wisconsin Procurement Institute's (WPI) events and classes to educate herself. She also reached out to SBA's Veterans Service Development Officer Frank Demarest. By August 2015 she had gotten certified as a Service Disabled Veteran-Owned Small Business, an Economically Disadvantaged Woman Owned Small Business and a Wisconsin Women's Business Enterprise.

Jessica also has sought SBA counseling and mentoring resources, which can help businesses generate more revenues and hire more employees. With mentor Richard Gorko of the Small Business Development Center in Milwaukee, Jessica is working on her business model canvas. This easy-to-use tool helps business owners put the key aspects of their business development on just one sheet of paper.

Rick says, "Right now, Jessica is quantifying her value proposition, which focuses on convenience and customized service on location, and prioritizing her customer segments so that she can create consistent revenue streams. She is very committed to her business' success." In a new venture, Jessica has just partnered with an eldercare concierge provider in the Milwaukee area as its exclusive massage therapy service. In the meantime, Spa Massage onthe Go still has nine contract massage therapists working with current clients. Jessica says that she's finding the resources she needs and a level of ease working SBA partners as she grows Spa Massage on the Go. She says, "As a veteran, it feels very comfortable. It's straightforward—it feels like home."

SUCCESS STORY

Hayward Awards Business Finds Online Niche in Contracting through HUBZone Location

When Dennis Smith was coaching high school basketball in the 1980s, he never dreamed his dissatisfaction with local trophy products for his teams would set him on a journey to government contracting. After building a golf course in the 1990s and selling personalized trophies and awards there, Smith decided to open a small shop in the town of Hayward. In fall 1996 he went to look at Apple Awards, a mail order awards business whose owners had recently moved from Green Bay to Hayward. When the owners realized they needed to sell the business and retire, Smith was in the right place at the right time. Apple Awards historically has sold to teachers' associations and educational organizations. Its brass, marble and crystal apple products are sourced from India, Taiwan and China with personalizing and base production taking place at its Hayward shop. Smith keeps a ready stock for quick service and ships products to all 50 states, Canada and occasionally China.

While Smith continued to sell from his local shop after purchasing Apple Awards, he saw a great opportunity in the nascent Internet to add to the traditional catalog and mail order marketing for the company. Before it was common, he built an e-commerce site in 2000. Through the years he developed his online business into a thriving one, with more than 700 new customers in 2015. As his online business was growing, Smith's foray into contracting began in September 2014 when he attended a seminar held by the Wisconsin Procurement Institute, the federal Procurement Technical Assistance Center in the state. Through that and WPI's in-person visit to his business, he learned Hayward was in one of Wisconsin's historically underutilized business zones (HUBZone), which are designated to encourage economic development and employment growth in distressed areas by providing access to more federal contracting opportunities. As a HUBZone-certified small business, Apple Awards could receive a 10 percent price preference and be awarded sole source contracts.

Smith's first step was to register Apple Awards in the System for Awards Management (SAM) online with the help of Joe Smetak and Ben Blanc at WPI. The registration led to a contract with the New York Housing and Preservation Authority, which had an incentive to use small businesses and is now a repeat customer. Dennis worked on the HUBZone verification process around the daily demands of his busyschedule. Soon after completing it in 2015, he got his first HUBZone contract with a Texas-based company. Smith is looking now at how to sustain the HUBZone advantage and his SAM registration as an income stream. "I'm pulling business into Wisconsin that I would not have been able to without the registration, and WPI was key to getting me into SAM and into the HUBZone program. It's a commitment and I'm looking at the best way to move forward."

SUCCESS STORY

Determination, Investment in People Drives 8(a) Graduate to Excellence in Government Contracting

When Thomasina M. Ivy was working for a Large Corporation in 2000, she was told it would be many years before she could be considered for a vice presidency. She rejected that path--she had already built up extensive professional experience, and, as a Milwaukee native, she had seen firsthand the effects of urban poverty, lack of education, and economic decline. She wanted more for herself and her community.

Ivy founded TMI Consulting LLC in March 2001 as a single person firm. TMI provides professional services for local state and federal governments as well as commercial businesses. Its core competencies include business process re-engineering, financial and risk management, infrastructure support, project and program management, and security services. The firm's core values are integrity, innovation, and growth, and from the beginning it has successfully demonstrated all three.

While her first clients were major corporations, many from her extensive network of professional contacts, she had her eye on the federal marketplace. Ivy first applied for SBA's HUBZone (Historically Underutilized Business Zone) program as a way to fulfill her deep commitment to providing employment for economically disadvantaged populations. The HUBZone program helps small businesses located in distressed urban and rural communities to access federal sole source and set-aside contracts. To qualify, the business must be located in a designated HUBZone area, and at least 35% of employees must also live in a HUBZone. Since then, she has trained and hired employees from HUBZones throughout the country, with 40 percent of her staff living in HUBZones.

That same year, she also enrolled in SBA's 8(a) business development program for economically and socially disadvantaged small businesses. This nine year long program provides training, counseling, and matchmaking opportunities as well as sole-source contracts of up to $4 million for goods and services and $6.5 million for manufacturing. Within a few years, she had contracts with the Department of Transportation, the Department of Justice, the FBI and HUD. She obtained financing and a line of credit to help meet the growth opportunity provided by the contracts. In 2010, the year she graduated the 8(a) program, the company was awarded a $7.2 million contract to provide enterprise architecture support to the Department of Labor, and got additional financing from Associated Bank to fund the necessary growth. TMI now self-funds its line of credit.

From the start, Ivy has viewed her employees as her top asset. She invests about $10,000 on average in her team members to train them on the latest technologies and necessary industry certifications. The company recently began an internal mentorship program which pairs soon-to-retire, experienced employees with newer, more tech-savvy hires. This commitment, along with company's ISO 9001:2008 Certifications ensures that it meets or exceeds its contractual obligations has paid off with repeat business, high growth, national recognition, and the trust of lenders. The company has consistently placed in the Inc. 5000 list and Washington SmartCEO Magazine recognized Ivy as one of its 25 Brava! Award winners in 2012. Forbes published a profile of her in its June 2016 issue focused on women business leaders.

In 2016, Thomasina Ivy was recognized as Wisconsin's SBA 8(a) Graduate of the Year for her business development and growth through the 8(a) program and her commitment to the community. What's next for TMI Consulting and Thomasina Ivy? "TMI Consulting will continue to make significant investments in our people, processes and the communities in which we do business. This will assist us in becoming better at what we do and launch us into our next phase."

Wisconsin and area Federal agencies

U.S. Department of Agriculture –Colleen M. Rettinger, Supervisory Contract Specialist
Forest Products Laboratory & Northern Research Station
One Gifford Pinchot Drive
Madison, WI 53726-2398
608-231-9285 **creittinger@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) – Dionne Holloway, Contract Specialist
1919 E. Grange Avenue
Milwaukee, WI 53207
(414) 944-8517
dionne.f.holloway.mil@mail.mil

U.S. Veterans Affairs – Steve Maier, Small Business Liaison
Great Lakes Acquisition Center (GLAC)
112th South 84th St. Suite 101
Milwaukee, WI 53214
(414) 844-4824 steven.maier2@va.gov

Environmental Protection Agency - Adrianne Callahan
Small and Disadvantaged Business Utilization Coordinator
USEPA, Region 5
77 West Jackson Blvd. (MC-10J)
Chicago, IL 60604
(312) 353-5556 Callahan.adrianne@epa.gov

VA locations and contacts Nationally
http://www.va.gov/directory/guide/

Wisconsin and area Federal agencies

Oxford Prison – Bob Pahmeier, Contract Specialist
Federal Correctional Institution
P.O. Box 500
Oxford, WI 53952
(608) 584-5511 rpahmeier@bop.gov

115th Fighter Wing - SMSgt Katherine Pinnow
Wisconsin Air National Guard
3110 Mitchell Street
Madison, WI 53704
(608) 245-4528 Katherine.pinnow@ang.af.mil

Volk Field Combat Training Readiness Training Center - TSgt Seth Swieter
100 Independence Drive
Camp Douglas, WI 54618-5001
(608) 427-1235 seth.swieter@ang.af.mil

Fort McCoy Contracting Division - Tony Steinhoff, Small Business Specialist
Mission & Installation Contracting Command
60 South O Street
Fort McCoy, WI 54656
(608) 388-7351 phone
tony.r.steinhoff.civ@mail.mil

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What does the Government look for in a Contractor?

INSIGHTS to the DECISION MAKING and BUYING PROCESS

There has to be a **REASON TO PURCHASE**

- NEED
- PROBLEM THAT NEEDS SOLVING

- **NO ONE HAS TO BUY FROM YOU**

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CAPABILITIES

1. Quote – Bid
2. Administer contracts / awards
3. Manage your supply chain
4. Appropriate quality level
5. Business Management Process (ERP etc…)
6. Accounting system that can identify, segregate and analyze
7. Appropriate certification – technical expertise and talent
8. Electronic-capabilities vs. paper

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What is the DRIVER in the DECISION MAKING PROCESS

- **Evaluation criteria**
  - If they want it LARGE and BLUE – it has to be LARGE and BLUE
  - If they want it done by March 2017 – you need to be able to get it done by March 2017
  - If they want 200 hours of professions services with 5 years of experience – you need to be able to provide it
- **Past Performance** – YOUR REPUTATION (they talk you know)
- **Price – Best Value - Competitive**

What is the DRIVER in the DECISION MAKING PROCESS – WHY YOU

- **Experience – do you have it**
  - **Work of the same type –** you are going after renovation of 1000 sq ft at the VA Milwaukee / you have been successful at renovating 800 sq ft at VA Iron Mountain
  - **Work that was similar is size and scope –** you are going after grounds maintenance at the 128th ARW – no experience or have you done similar work for a small business down the street
- **Capacity / capabilities**
  - One man show bidding on $1 million contract requiring 5,000 labor hours in 3 different labor categories?
  - Bonding – financing
  - Award would double the size of your company

Why is someone NOT CHOSEN

- **NOT RESPONDING**
- **NOT RESPONDING** to bid / solicitation **AS REQUIRED**
  - Late in submitting
  - Saying you can do X but they are asking for Y
  - Not answering questions
  - Asking to replace windows that can open – you offer windows that are sealed shut
- Can't demonstrate that you can **MEET THE REQUIREMENTS**
- **PRICE**
- **LACK** of **CAPABILITY** or **CAPACITY**
- **LEGAL** or **FINANCIAL ISSUES**
- **BAD PAST PERFORMANCE**
- **NO EXPERIENCE** (but there are ways to take the first step – previous slide)

When AGENCY or LARGE BUSINESS representatives are asked - WHAT IS MOST IMPORTANT when first meeting with a business

- They have done their **HOMEWORK**
- They have a **GOOD TRACK RECORD**
- They have **EXCELLENT QUALITY / SAFETY**
- They know who they are and what they **CAN REALLY DO**
- **NO ISSUES**

CAPABILITIES – LEVERAGING SMALL BUSINESS PROGRAMS

Federal Goals:

- **23 percent of prime contracts for small businesses;**
- **5 percent of prime and subcontracts for women-owned small businesses;**
- **5 percent of prime contracts and subcontracts for Small Disadvantaged Businesses;**
- **3 percent of prime contracts and subcontracts for HUBZone small businesses;**
- **3 percent of prime and subcontracts for service-disabled veteran-owned small businesses.**

CAPABILITIES – LEVERAGING SMALL BUSINESS PROGRAMS

SMALL BUSINESS PROGRAMS AND THE PRIME CONTRACTOR

a. **Small Business Subcontracting Plans**
b. **$700,000 for manufacturing**

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Value of the Small Business Programs

Federal Government

- Small business goals apply to
  - Contracts directly with Federal agencies
  - With large Prime contractors with large Prime contracts

Federal Government – Small Business Programs

Contracting

Video: Sell to the Government ►

Qualify for Government Contracts ►

Government Contracting Blogs ►

SBA.gov » Contracting » Government Contracting Programs

Contracting

- What is Government Contracting?
- Getting Started as a Contractor
- Finding Government Customers
- Resources for Small Businesses
- **Government Contracting Programs**
- For Contracting Officials

Government Contracting Programs

What is a Small Business Set Aside?

Small business set-asides are a powerful tool for helping small businesses compete for and win federal contracts.

Women-Owned Small Businesses

The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to set aside certain federal contracts for eligible women-owned small businesses.

8(a) Business Development Program

Learn how SBA's 8(a) Business Development Program helps small, disadvantaged businesses compete in the marketplace.

HUBZone Program

The Historically Underutilized Business Zones (HUBZone) prog helps small businesses urban and rural communities gain preferential access to federal procurement opportunities.

Service-Disabled Veteran-Owned Businesses

disabled veteran-owned small business concerns.

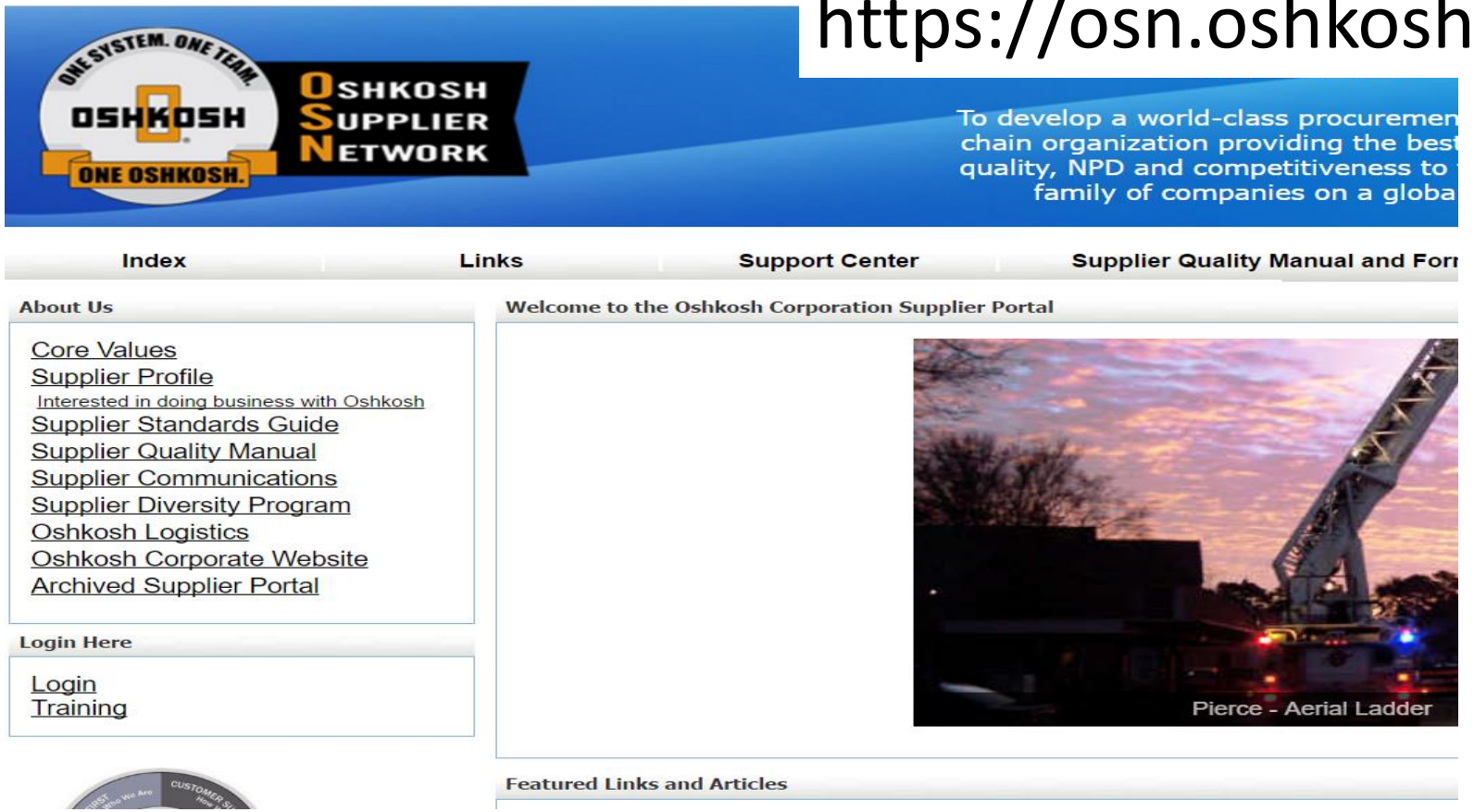
Small Disadvantaged Businesses

Firms that are considered to

https://www.sba.gov/contracting/government-contracting-programs

Federal Government – Primes (example)

https://osn.oshkoshcorp.com/



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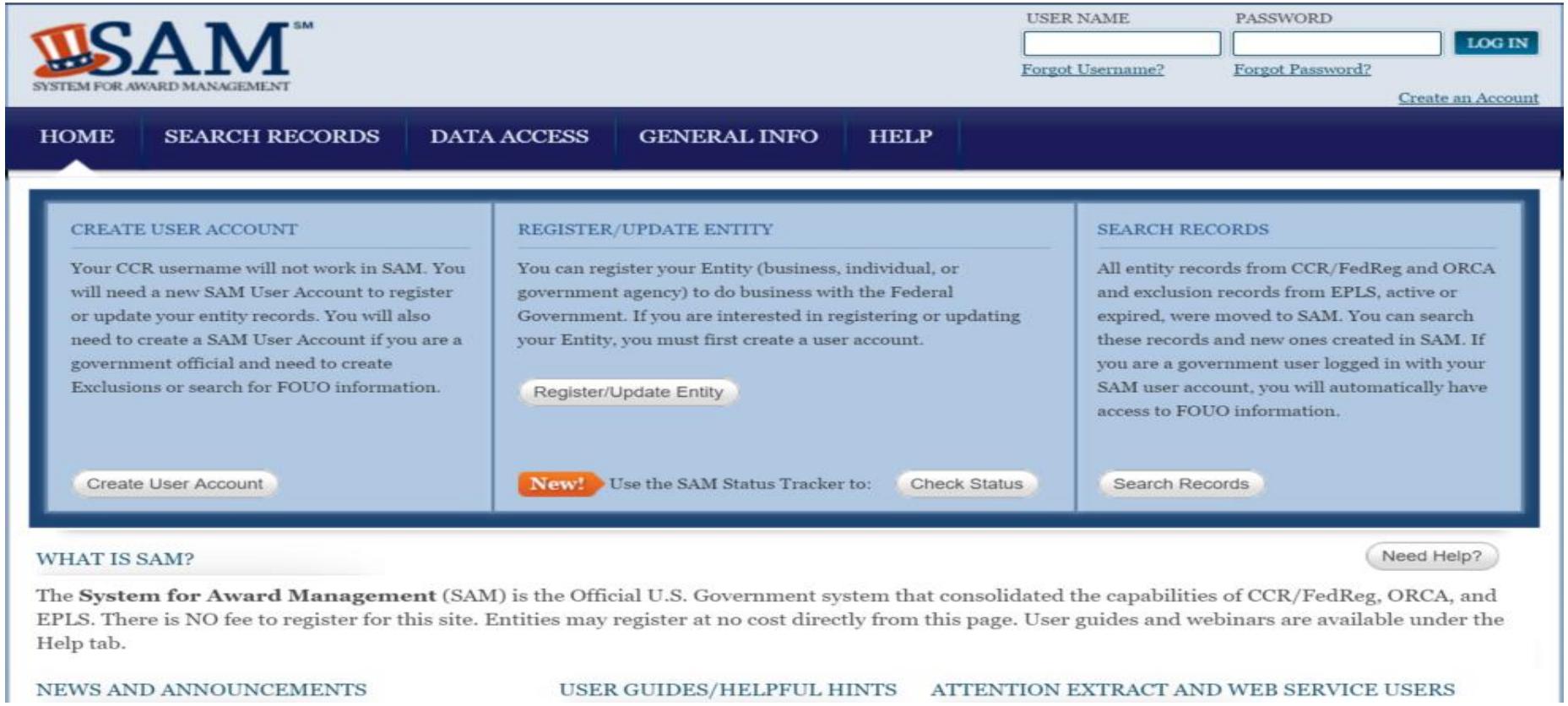
Marketing Your Certification

Federal Government

- Register as a contractor - www.SAM.gov



Federal Government Complete the Dynamic Small Business Search information - http://dsbs.sba.gov/

Data validation took 0.01 seconds. The count and search queries took 0.00 seconds and 2.16 seconds, respectively.

Displaying profiles 1 - 14 (of 14 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	Sinner, Stacy	Stacy Sinner	6278 Hunter Lake Rd Winter, WI 54896-0000	
2	Bills Locksmith Service Inc	William Cochran	W 1598 LEE RD HAYWARD, WI 54843-7846	
3	SAWYER COUNTY SNOWMOBILE ALLIANCE, INC.	MICHAEL OUTCALT	7633 N Wurster Rd Hayward, WI 54843-2024	
4	HAYWARD POWER SPORTS, INC.	HAYWARD POWER SPORTS INC Schroeder	12305 W STATE ROAD 77 HAYWARD, WI 54843-4023	
5	APPLE AWARDS INC APPLE AWARDS	Dennis L Smith	15577 W PAR LN HAYWARD, WI 54843-6200	Award sales, Engra
6	SUNRISE FABRICATION, LLC	Andrew Channing	10883N ROUND LAKE SCHOOL RD HAYWARD, WI 54843-6003	
7	FUTUREWOOD CORP. JHONSON TIMBER	DONALD J ADERMAN	9676 N KRUGER RD HAYWARD, WI 54843-7189	
8	MITTLESDORF, CAROL L	DEBRA BRIESACHER	15890 W SUNSHINE ACRE LN HAYWARD, WI 54843-2599	
9	Caribou Thunder, LLC CTL Resources	RITA PETERSON	8558 N County Rd K Hayward, WI 54843-2132	CTL provides CONU dev, integration, su
10	RE Properties LLC	JANE FASTELIN	15954 Rivers Edge Dr Hayward, WI 54843-7800	
11	GURUKRUPA INC NORTHERN PINE INN	JAYENDRA THAKKAR	9966 N STATE RD 27 S HAYWARD, WI 54843-2526	Special Governmen
12	FACILITY ASSET MANAGEMENT INC	Jerry A Turner	15739W State Hwy 2770 Stone Lake, WI 54876-0000	
13	RUNAMUK RIDES LLC	James G Taylor	13679 W THANNUM FIRE LN HAYWARD, WI 54843-6349	
14	KAJ FOODS, LLC	Kerry Jacobson	5496 N Ham Holly Dr Stone Lake, WI 54876-4111	

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@milwaukeemfg.com*** and ***www.milwaukeemfg.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@milwaukeemfg.com
www.milwaukeemfg.com

ISO 9001
ITAR

Woman Owned
HUBZone Certified
Small Business

DUNS *– 119922883* ***CAGE*** *– 1FFDA*

Experienced supplier to the Defense Industry

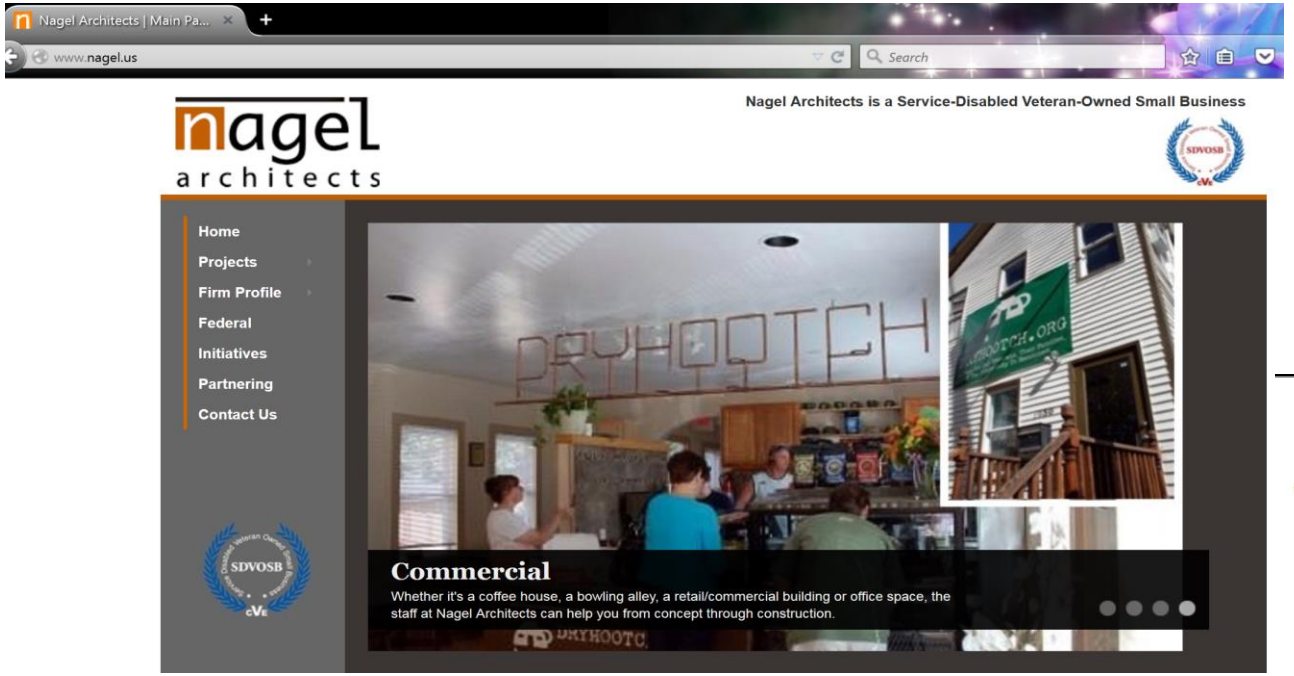
NAICS Codes *– 333612, 331492, 332119, 332322*

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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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.

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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
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.
IBC
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.
edifice DESIGN and ENGINEERING
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 a joint venture business
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.
Site Design by DesignMuses,LLC
© 2012 Nagel Architects | 13100 Watertown Plank Road Suite 200 | Elm Grove Wisconsin | p. 262-641-0746 | f. 888-600-6207

www.tapconet.com/federal-division/

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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 TECH SOLUTIONS, LLC

YOUR BEST RESOURCE FOR QUALITY LED PRODUCTS

Energy Efficient Lighting for all applications

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LEED

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.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

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

FSC / PSC Codes

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

the intelligent content company

ictect

GSA Contract Holder

Home | Technology | Markets | Company | Resources

Contact | 262.898.7277

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:

511210 Software Publisher

561410 Document Conversion

541512 System Design

541511 Custom Programming

518210 Data Processing

519130 Portals/Internet Publishing

541519 Other Computer Related Services

541611 Administrative Management and General Management Consulting Services

611710 Educational Support Services

Cage Code:

52TM9

DUNS:

826059474

Small Business

GSA Contracts:

Schedule 70: GS-35F-0346Y
Schedule 36: GS-03F-0045Y

Patents:

US Patent 7,251,777

GSA Contract Holder

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 AFI33-360 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*
- **Neinet 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 AFI33-360 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

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Home | Technology | Markets | Company | Resources

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**

Wisconsin Procurement Institute
A Procurement Technical Assistance Center

Understanding your Competition & Strategies in the Marketplace

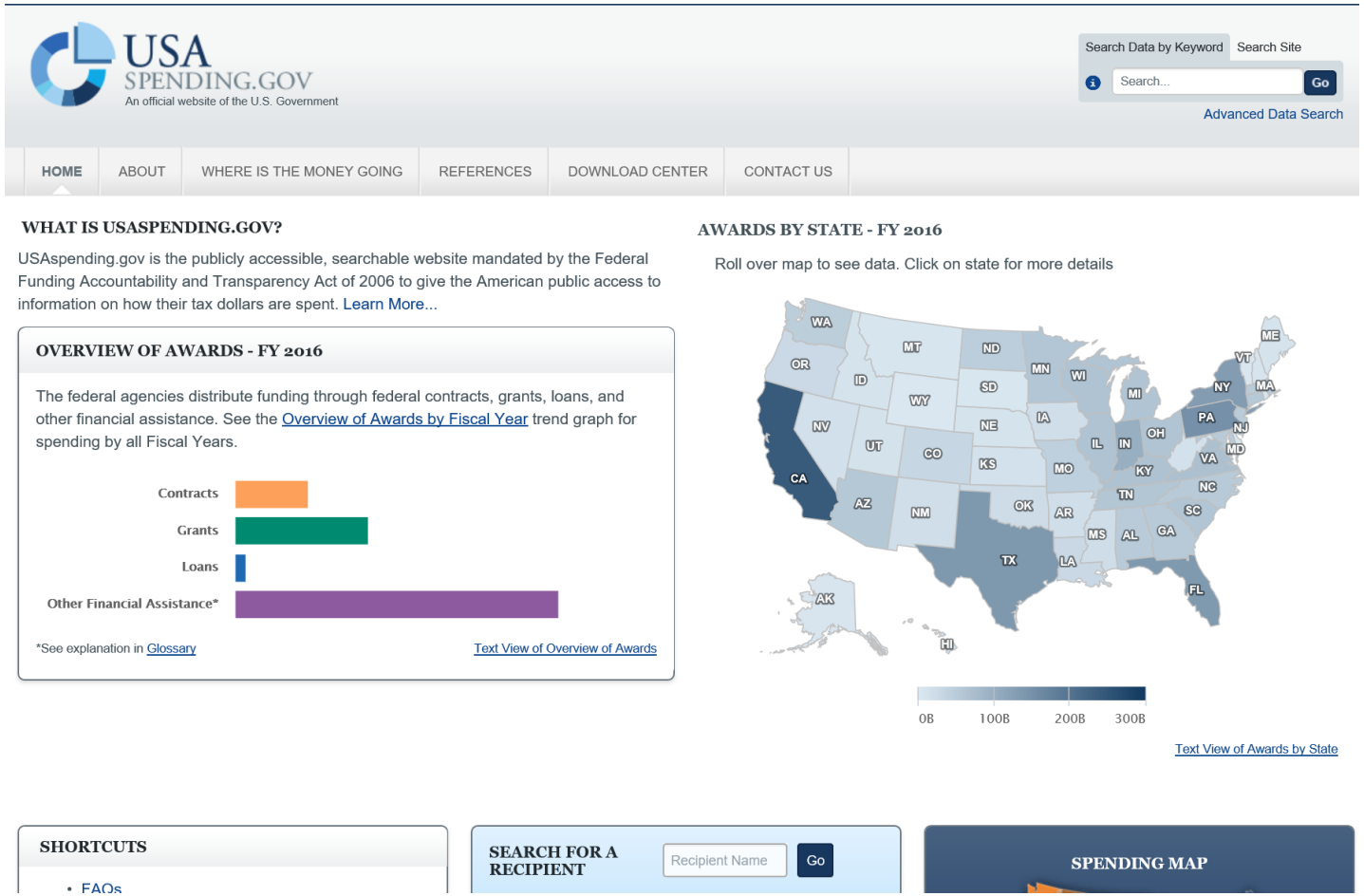
HOMEWORK –or- MARKET RESEARCH

- **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



PRIME CONTRACTORS

Let's go to www.USASPENDING.gov

- **Some guidance**
  - Look up MANUFACTURERS with FEDERAL AWARDS
  - Identify MANUFACTURERS by NAICS codes – 31,32,33
    - Let's go to http://www.census.gov/cgi-bin/sssd/naics/naicsrch - here you can search for other NAICS
    - Identify other attributes in USASPENDING search that could narrow your search – location, agency……
    - Export your search to a CVS file (look at in EXCEL)– this will give you the ability to see detail including number of contracts, dollar value, subcontracting plan requirement, contracting agency and much more

Wisconsin Procurement Institute

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

FEDERAL AGENCIES

FBO – www.FBO.gov

Training Videos
Guides
FAQs

FedBizOpps.gov Business Opportunities

Getting Started | General Info | Opportunities | Agencies | Privacy

Buyers: Login | Register Vendors: Login | Register Accessibility

U.S.ARMY

59--Subject: Wiring Harness, Bran. Direct your requests and communications ATTN: CCAM-AL-L, Michael Haywood, Contracting Officer, via email: Michael.haywood1@us.army.mil or FAX 256-955-9237. No telephone requests will be accepted

Solicitation Number: W31P4Q10R0123
Agency: Department of the Army
Office: Army Contracting Command
Location: AMCOM Contracting Center - Missile (AMCOM-CC)

Notice Details | Packages | Interested Vendors List Print Link

Complete View
Original Synopsis
Presolicitation
Mar 30, 2010

Return To Opportunities List | Watch This Opportunity | Add Me To Interested Vendors

ALL FILES
Amendment 1
Apr 13, 2010
See Solicitation

5:00 pm

BE DIRECTED TO MICHAEL HAYWOOD, CONTRACTING OFFICER. You may fax or mail you request ATTN: CCAM-AL-L, Michael Haywood, Contracting Officer, via email: Michael.haywood1@us.army.mil or FAX 256-955-9237. No telephone requests will be accepted. PRON: D10T5007, NSN:5995-01-388-9126, P/N: 13376390, Quantity: 18 each minimum/ 68 each maximum 5 year Indefinite Delivery/Indefinite Quantity

Notice Type:
Presolicitation

Original Posted Date:
March 30, 2010

Posted Date:
May 11, 2010

Federal regulations require that contracting officers publicize proposed contract actions expected to exceed $25,000 through the on-line Government point of entry, FedBizOpps

FEDERAL AGENCIES

WPI FREE BIDMATCHING

Client Last Viewed RFQ's on 2014-06-04

Bid Count Reports

Records 1 thru 13 out of 13

Company Profile

RFQ Date	FBO	DLA	Other Fed	Web	Intnl	Local	NonFed	Awards	
2014-10-10	2	0	0	3	0	0	0	0	List_All
2014-10-08	1	0	0	0	0	0	0	0	List_All
2014-10-07	2	0	0	0	0	0	0	0	List_All
2014-10-03	1	0	3	1	0	0	0	0	List_All
2014-10-02	0	0	6	0	0	0	0	0	List_All
2014-10-01	0	0	7	0	0	0	0	0	List_All
2014-09-30	0	0	0	2	0	0	0	0	List_All
2014-09-25	0	0	0	1	0	0	0	0	List_All
2014-09-22	2	0	0	0	0	0	0	0	List_All
2014-09-18	2	0	0	0	0	0	0	0	List_All
2014-09-17	2	0	0	0	0	0	0	0	List_All
2014-09-15	10	0	0	0	0	0	0	0	List_All
2014-09-11	2	0	0	0	0	0	0	0	List_All

Federal Prime Contractors

http://osn.oshkoshcorp.com/

osn.oshkoshcorp.com/ssg.html

Most Visited Getting Started

OSHKOSH SUPPLIER NETWORK

Our Vision

To develop a world-class procurement and supply chain organization providing the best in logistics, quality, NPD and competitiveness to the Oshkosh family of companies on a global basis.

Index | Links | Support Center | Supplier Quality Manual and Forms

About Us

- Core Values
- Supplier Profile
  - Interested in doing business with Oshkosh
- Supplier Standards Guide
- Supplier Quality Manual
- Conflict Minerals Communication
- Supplier Diversity Program
- Oshkosh Logistics
- Oshkosh Trademark Policy
- Oshkosh Corporate Website
- Archived Supplier Portal

Login Here

- Login
- Training

Supplier Standards Guide

Table of Contents
Revised: 08-20-14

* ALL SECTIONS OF YOUR MANUAL SHOULD BE UPDATED WITH THE REVISION LISTED IN THE CURRENT REVISION COLUMN.

Section	Title	Current Revision
PO Notes	PO Notes Per the Note Reference on the purchase order, this section references the contract, contract number, DPAS priority rating and technical drawing furnished against a Purchase Order, as well as applicable Supplier Standards Guide sections incorporated by reference.	08-20-14
A	SUPPLIER QUALITY MANUAL This section provides information on certification requirements and how you will be rated as a supplier.	See OSN

Federal Prime Contractors

http://www.lockheedmartin.com/us/suppliers.html

www.lockheedmartin.com/us/suppliers.html

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- Business Unit Procurement Information
- Doing Business with Lockheed Martin
- Cyber Security
- Ethics
- Sustainable Supply Chain Management
- REACH
- Resources
- Prompt Payments

Suppliers

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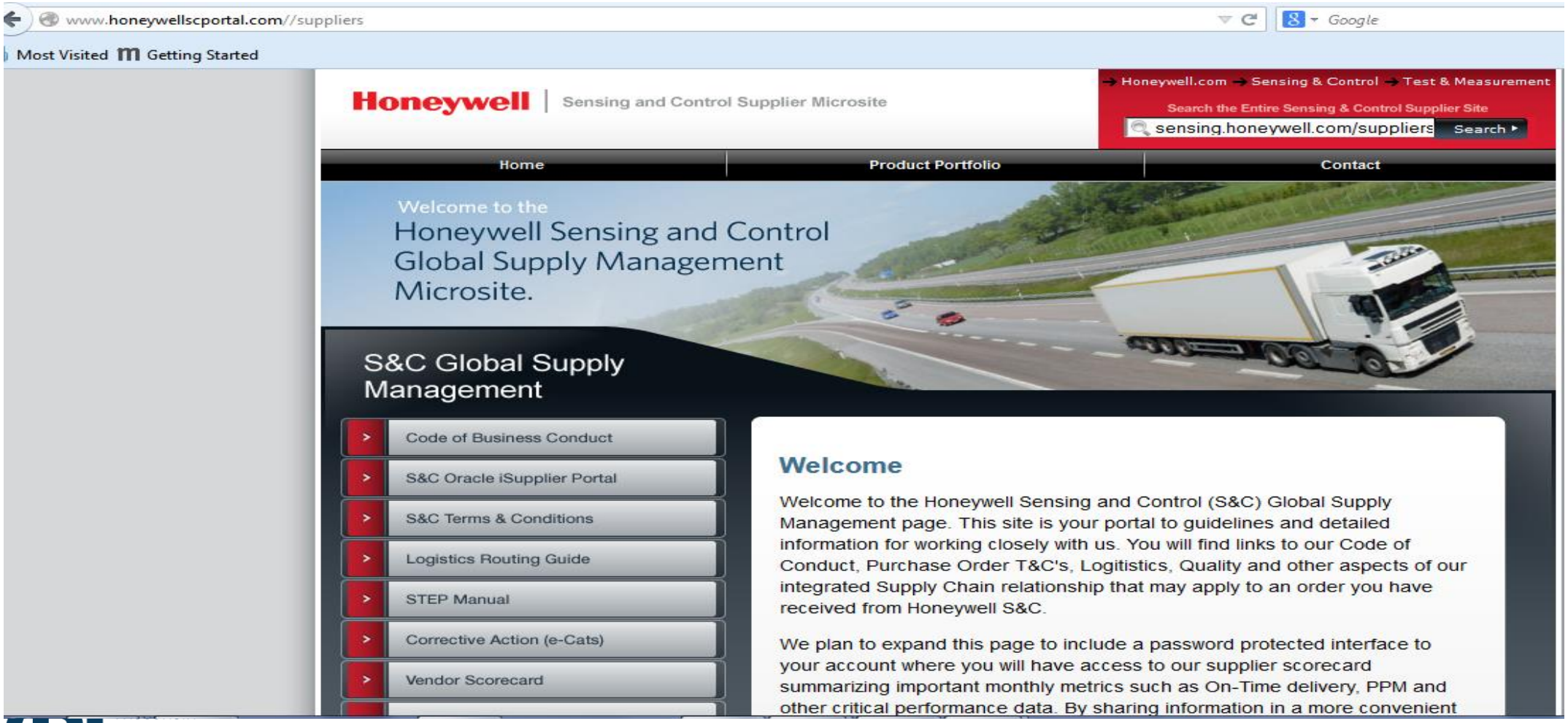
Wisconsin Procurement Institute

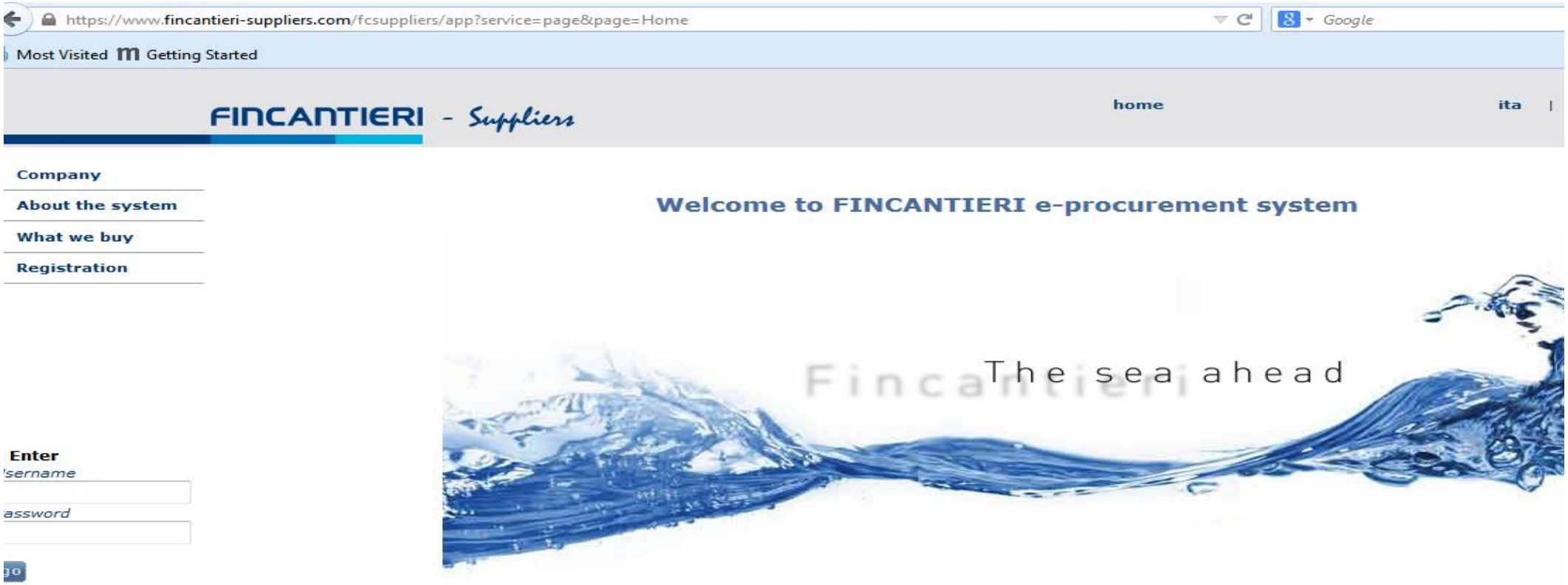
Federal Prime Contractors

http://sensing.honeywell.com/suppliers



Federal Prime Contractors

https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home



TEAMING & PARTNERING

- Private contract between two or more parties
- Prime/Sub Contractor Team
- Alliance with one Prime Contractor & one or more Subcontractors
- Joint Venture Team
- Partnership of two or more businesses that applies to contract opportunity collectively

WORDS OF

- SUCCESS WILL NOT BE IMMEDIATE
- REACH OUT TO WPI FOR YOUR NEXT STEPS
- DETERMINE IF THERE IS POTENTIAL BEFORE YOU INVEST YOUR TIME AND RESOURCES
- BE OPEN TO THE CONCEPT OF TEAMING AND PARTNERING

Wisconsin Procurement Institute

Wisconsin Procurement Institute
A Procurement Technical Assistance Center

UPCOMING TRAINING - EVENTS

Society of American Military Engineers

ABOUT | EVENT HOSTS | SPONSORS | SPEAKERS | EXHIBITORS | AGENDA

Registration

For additional information regarding this event, contact Larry Herrera at 414-270-3600.

PLEASE NOTE: Registration is required, and the registration fee does not include transportation or lodging.

CLICK HERE for Registration Information

Local Lodging:
Room rates are available at the conference location for $129/night. Please call (847) 480-7500 to book your stay. Click here to book your hotel room.

Questions? Click here to contact Larry Herrera for further information.

Location

The 2017 SAME Midwest Small Business Expo will take place at the

Hilton Chicago/Northbrook.
2855 N Milwaukee Ave

This year's **SAME Midwest Small Business Expo 2017** – hosted by the Society of American Military Engineers (SAME) Chicago and Lake Michigan Posts – is scheduled for **March 29 and 30, 2017** at Hilton Northbrook, IL. **Browse the website to see what the event included last year! Additional updates for this year's event will be posted shortly.**

It has been a year of CHANGE – a lot of it.

Many of these changes will impact Federal contractors and subcontractors. **This year's SAME Midwest Small Business Expo 2017 will focus on CHANGE and OPPORTUNTIY.**

On the first day – a full day of workshops presented by legal professionals and industry exerts – one track for small businesses and one for large. **On the second day** we will focus on agency opportunities and challenges.
This year – two full days of EXHIBITS and of course the traditional RECEPTION.

New this year – inviting Engineering Students to a mentoring session and reception.

See you in March!

Aina Vilumsons
Executive Director, Wisconsin Procurement Institute
Secretary, SAME Lake Michigan Post

https://samemidwestsbexpo.org/

Wisconsin Procurement Institute

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

APRIL 2017

☑ WPI Events ☑ Partner Events ☐ Cancelled

MARCH 29 2017
SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) MIDWEST SMALL BUSINESS EXPO
NORTHBROOK »

APRIL 4 2017
ACQUISITION HOUR: OVERVIEW OF THE FEDERAL ACQUISITION REGULATIONS (FAR)

APRIL 5 2017
ACQUISITION HOUR – EXPORT CONTROLS – ITAR AND ASSOCIATED REQUIREMENTS

APRIL 5 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 7: OVERVIEW OF FAR PARTS 1-18
WAUWATOSA, WI »

APRIL 6 2017
WHAT IT TAKES TO WIN – WRITING AN EFFECTIVE PROPOSAL
MILWAUKEE, WI »

APRIL 6 2017
FEDERAL ACQUISITION REGULATIONS (FAR) , UNDERSTANDING THE BASICS - MARINETTE
MARINETTE, WI »

APRIL 12 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 8: PRACTICE TEST
WAUWATOSA, WI »

APRIL 18 2017
ACQUISITION HOUR: OVERVIEW OF CPARS

APRIL 18 2017
FORT MCCOY ACQUISITION OPEN HOUSE FORUM
FORT MCCOY, WI »

APRIL 19 2017
ACQUISITION HOUR: THE NEW SMALL MENTOR PROTÉGÉ PROGRAM - THE SBA PERSPECTIVE

APRIL 19 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 9: FAR PARTS 19-23

APRIL 20 2017
GROWING NEW CUSTOMERS WITH GOVERNMENT CONTRACTING - WOMAN OWNED BUSINESS

FORT MCCOY ACQUISITION OPEN HOUSE FORUM

APRIL 18, 2017 FORT MCCOY, WI

Start Date	April 18, 2017
End Date	April 18, 2017
Time	Registration- 8:00am - 8:30am; Program8:30 am - 3:00 pm
Facility	Building 90, Rooms E112 & E114, Wisconsin Military Academy, Fort McCoy
Address	90 S. 10th Avenue Fort McCoy, WI 54656
Contact Info	David Olson davido@wispro.org 608-338-8018
Details	**Read More Information**
Agenda	**View The Agenda**
Register Online	**Register for Event**

Opportunities for Small Businesses in Federal Contracting

There will be briefings by the Fort McCoy Mission & Installation Contracting Command Small Business Specialist as well as the Department of Labor. Learn about how Fort McCoy Directorate of Contracting does business and about upcoming requirements. Network with Fort McCoy Contracting personnel.

The Wisconsin Procurement Institute will conduct a training sessions on Responding to a Solicitation (RFQ, IFB, RFP).

The cutoff for registration is April 4,2017

When registering you must use your full name and driver's license number.

By registering for and attending this event, you give the Wisconsin Procurement Institute permission to take and use your photograph at

WP

REGI

Wisconsin Military Ac

Wisconsin Procurem

https://www.wispro.org/events/fort-mccoy-acquisition-open-house-forum/

Wisconsin Procurement Institute

EVENT CALENDAR | FEDERAL GOVERNMENT | STATE & LOCAL GOVERNMENT | OTHER GOVERNMENT & GRANTS

MAY 2017

WPI Events | Partner Events | Cancelled

MAY 2 2017
ACQUISITION HOUR: THE HUBZONE PROGRAM – CERTIFICATION BENEFITS AND NEW REGULATIONS

MAY 2 2017
GOVERNMENT CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES
CRANDON, WI »

MAY 3 2017
ACQUISITION HOUR: BASICS OF WRITING AND IMPLEMENTING A FEDERAL SMALL BUSINESS SUBCONTRACTING PLAN AT YOUR COMPANY

MAY 3 2017
GOVERNMENT CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES
CRANDON, WI »

MAY 3 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 11: FAR PARTS 31-34

MAY 3 2017
ISO 9001:2015 TRANSITION STRATEGIES FOR YOUR ORGANIZATION
MENOMONIE, WI »

MAY 10 2017
5TH ANNUAL U.S DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE
BROWN DEER »

MAY 10 2017
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW - SESSION 12: FAR PARTS 35-43

MAY 11 2017
MILWAUKEE ENGINEER RESEARCH CONFERENCE

MAY 15 2017
2017 TACTICAL WHEELED VEHICLES CONFERENCE

MAY 15 2017
NATIONAL SBIR/STTR CONFERENCE
WASHINGTON, DC »

5TH ANNUAL U.S DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE

MAY 10, 2017 BROWN DEER

Start Date	May 10, 2017
End Date	May 10, 2017
Time	8:00 am - 4:30 pm
Facility	Traffic and Parking Control Company (TAPCO)
Address	5100 W Brown Deer Road, Milwaukee, WI 53223
Contact Info	Carol Murphy carolm@wispro.org 414-270-3600
Details	**Read More Information**
Agenda	**View The Agenda**
Register Online	**Register for Event**

This conference will focus on procurement procedures and business opportunities with the Department of Veterans Affairs, VISN 12 area consisting of Milwaukee, WI; Madison, WI; Tomah, WI; Chicago, IL; Danville, IL; and Iron Mountain, MI.

The U.S. Department of Veterans Affairs spent over $22.5 billion on contracts in Fiscal Year 2016. The mission of the VA is to fulfill President Lincoln's promise "To care for him who shall have borne the battle, and for his widow, and his orphan" by serving and honoring the men and women who are America's veterans."

The Veterans Integrated Services Network (The Great Lakes Health Care System), VISN 12, with its eight medical centers, 38 outpatient clinics, eight nursing homes, and six domiciliaries, provides health care services to the 700,000 Veterans who reside within its four-state (Illinois, Michigan's Upper Peninsula, Wisconsin, and Northwest Indiana) area. Additionally, VISN 12 supports 14 Readjustment Counseling Centers. In FY 2016, VISN 12 employed 16,732 people. They care for more than 360,000 Veterans that account for nearly 38,000 admissions and four million outpatient visits per year. Facilities

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https://www.wispro.org/events/5th-annual-u-s-department-of-veterans-affairs-business-conference/

Wisconsin Procurement Institute
A Procurement Technical Assistance Center

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