



Wisconsin
Procurement
Institute

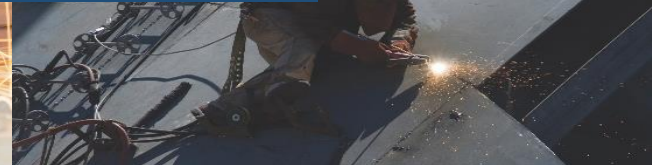
A Procurement Technical
Assistance Center (PTAC)

A photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and trees with autumn foliage are visible in the foreground.

OVERVIEW OF STATE AND LOCAL GOVERNMENT CONTRACTING

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

June 19, 2018



ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

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

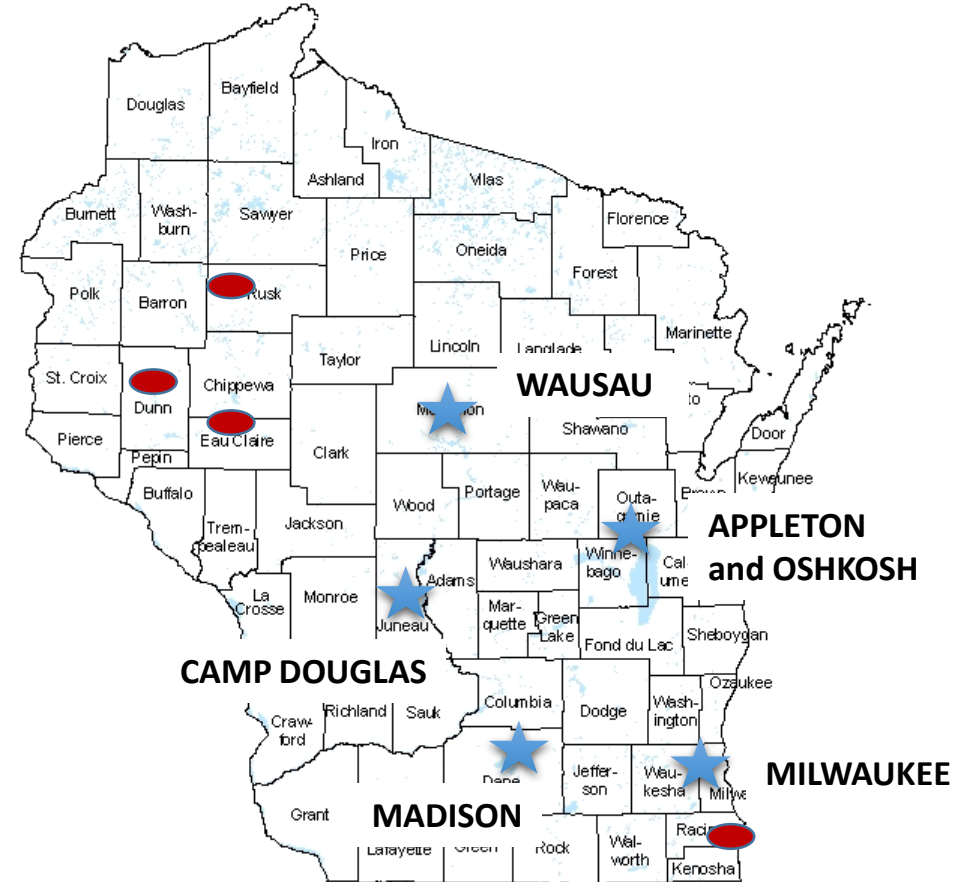
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

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*



Search ...

BLOG

SERVICES

ABOUT

MY ACCOUNT

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EVENT
CALENDAR

FEDERAL
GOVERNMENT

STATE & LOCAL
GOVERNMENT

OTHER
GOVERNMENT &
GRANTS

SUCCESS &
AWARDS

FAQS

CURRENT EDITION OF THE WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS

JUNE 12 2018

ACQUISITION HOUR: CODE OF BUSINESS ETHICS AND CONDUCT IN GOVERNMENT CONTRACTING

JUNE 13 2018

ACQUISITION HOUR: UPDATE ON THE FAIR LABOR STANDARDS ACT

JUNE 19 2018

12TH ANNUAL VOLK FIELD - FORT MCCOY SMALL BUSINESS CONFERENCE
FORT MCCOY, WI »

JUNE 20 2018

U.S SMALL BUSINESS ADMINISTRATION (SBA) "YOUR PATH TO SURETY BONDS: WHAT SMALL BUSINESSES NEED TO KNOW"
MILWAUKEE, WI »

JUNE 26 2018

ACQUISITION HOUR: EXPORT CONTROLS - ITAR AND ASSOCIATED REQUIREMENTS

CURRENT OPPORTUNITIES (5)

STATE PROCUREMENT

STATE PROCUREMENT PROCESS

State laws require the use of the bid process whenever possible to promote free and open competition while allowing the state to pay the best price for an appropriate product. This is accomplished by awarding the solicitation to the lowest responsible bidder.

The State of Wisconsin recently adjusted its bid levels to streamline the purchasing process for state agencies and vendors.

For best judgement and simplified bidding procurements, agencies make a special effort to award to small businesses, service-disabled veteran-owned businesses, minority businesses, and work centers.

STATE PROCUREMENT PROCESS

Purchases of \$5000 or less

Purchases may be made from vendors who, according to the best judgement of the purchasing agent, can supply the item of appropriate quality at a reasonable price.

Purchases over \$5000 through \$50,000

The purchasing agent compares three or more bids from at least three or more bidders, whenever possible, from price lists, quotes on file, phone or verbal quotes, or written bids. The low bid price should be confirmed in writing by the vendor.

Over \$50,000

At this level, a formal process is used. Solicitations are advertised on the State of Wisconsin Public Notices website. In addition, the solicitations are posted on VendorNet.

STATE PROCUREMENT PROCESS

VendorNet does not provide information on highway or building construction projects. It contains only purchases of goods and services.

For Building Construction Projects – Go to the Department of Administration, Division of Facilities Development website for information.

For Road and Airport Construction Projects – Go to the Department of Transportation website and select the Doing Business option for information.

VENDORNET

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

Welcome to VendorNet

IMPORTANT INFORMATION FOR BIDDERS – On September 12, the eSupplier Portal for Bidders was launched. Bidders who did not respond to the communications or access their VendorNet profiles before the transition were not imported into the eSupplier system and **will no longer receive bid notifications**. We encourage all interested bidders to register in the new [eSupplier Portal](#) if you would like to receive bid notices from the State of Wisconsin. For more information about the transition or how to register on eSupplier Portal for Bidders, please see the information listed under the General Procurement tab > Strategic Sourcing.

Important announcement regarding Bidder Registration for the State of Wisconsin.

Please read:

The State of Wisconsin Department of Administration officially launched the Wisconsin eSupplier Bidder Portal on September 12, 2017. There are a number of resources available to help you successfully navigate this transition, including an interactive training video, job aids, and a list of answers to Frequently Asked Questions. These resources may be found on the eSupplier Bidder Portal homepage at [eSupplier.wi.gov](#). For your convenience, you can review any of the communications we have previously sent out about this transition by navigating to **General Procurement > Strategic Sourcing**.

VendorNet will still be available for use by University of Wisconsin System campuses and municipalities who will not be using the Wisconsin eSupplier Portal.

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.

VENDORNET 2.0

VendorNet Registration Bids Contracts NIGP Codes Forms General Procurement FAQ Contact Us Login

Search Bids

Keyword or Number

Agency

NIGP (VendorNET only)

Agent Name

*Hit Enter to Search

Check "Awarded" to search only Awarded Solicitations

Filter By: Awarded/ Canceled

Include eSupplier

Solicitation Reference #	Title	Agency	Available Date	Due Date	Available in eSupplier
18-083	Bread & Bakery Products	Walworth County	6/14/2018	7/23/2018 2:00:00 PM	<input type="checkbox"/>
18-0079	MULTI-CHANNEL SIGNAL INPUT DIGITIZER (UW-MAD) [18-0079]	UW MADISON	6/13/2018	6/27/2018 2:00:00 PM	<input type="checkbox"/>
4736-0-2018-BO	Maintenance Vans	City of Madison	6/12/2018	6/26/2018 2:00:00 PM	<input type="checkbox"/>
PS-18-2411	Vending Food Services	UW SYSTEM ADMINISTRATION	6/11/2018	7/5/2018 2:00:00 PM	<input type="checkbox"/>
19-5753	Reusable To-Go Container Program	UW MADISON	6/11/2018	7/2/2018 2:00:00 PM	<input type="checkbox"/>

STATE OF WISCONSIN ESUPPLIER

The State of Wisconsin Department of Administration officially launched the Wisconsin eSupplier Bidder Portal on September 12, 2017. There are a number of resources available to help you successfully navigate this transition, including an interactive training video, job aids, and a list of answers to Frequently Asked Questions. These resources may be found on the eSupplier Bidder Portal homepage at eSupplier.wi.gov. For your convenience, you can review any of the communications we have previously sent out about this transition by navigating to **General Procurement > Strategic Sourcing**.

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STATE OF WISCONSIN ESUPPLIER



ESUPPLIER LOGIN

WAMS Username:

Password:

Need help registering as a bidder?
Log in Assistance:
[What is WAMS?](#)
[Create your WAMS ID](#)
[Forgot your WAMS ID and/or password?](#)

System Requirements:
[Minimum System Requirements](#)

WELCOME SUPPLIERS

Welcome to the State of Wisconsin eSupplier Portal

The Wisconsin eSupplier Portal provides easy access to information about your transactions with the state related to purchases of goods and services. This portal will provide information about payments from state agencies to your organization, purchase order information and balances, as well as invoices in process.

WELCOME BIDDERS

If you are looking for State of Wisconsin solicitations, please click the arrow below to be taken to our Bidder's website:

DISCLAIMER: You are accessing the State of Wisconsin's eSupplier Portal. The Portal is for those currently doing business with the State of Wisconsin as a supplier and/or those interested in bidding on State of Wisconsin contracts only. All use of the Portal is intended only for the official business use of the State of Wisconsin. The State of Wisconsin reserves the right to audit, inspect and disclose all transactions and data sent over this Portal in a manner consistent with State and Federal laws.
© Copyright 2017 State of Wisconsin All Rights Reserved. [Read Entire Terms & Conditions](#)

Make sure you are registered in eSupplier to continue receiving notifications of new contracting opportunities.

DEPARTMENT OF ADMINISTRATION

WISCONSIN.GOV Agency Directory Online Services

State of Wisconsin
Department of Administration

Search Department of Administration

State Employees ▾ Doing Business ▾ State Finances ▾ Local Govts/Grants ▾ Capitol ▾ Licenses/Hearings ▾ About DOA ▾

Welcome!

The Department of Administration has several key functions: to help the governor develop and implement the state budget and to support other state agencies and their programs by offering services such as centralized purchasing and financial management. The ultimate goal of all our programs is to offer Wisconsin residents the most efficient, highest-quality state government services possible.

Quick Links

- [Public Meeting Notices](#)
- [Agency Performance Metrics](#)
- [OpenBook](#)

2017-19 Biennial Budget

- [2017-19 Enacted Budget \(2017 Wisconsin Act 59\)](#)
- [2017-19 Capital Budget](#)
- [Governor's Veto Message](#)

Additional documents related to the 2017-19 Biennial Budget can be found [here](#).

Construction Project Bids

The list of Current Construction Project Bidding Opportunities is available [here](#). Plans and Specifications may be downloaded directly from the website, or for larger projects, firms may request a CD containing the bidding documents be sent to them.

VendorNet & eSupplier

[VendorNet](#) and [eSupplier](#) provide easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the State, State agencies, and municipalities.

DEPARTMENT OF TRANSPORTATION

The screenshot shows the Wisconsin Department of Transportation website. At the top left is the 'WISCONSIN.GOV' logo. At the top right are links for 'Agency Directory' and 'Online Services'. The main header features the state seal and the text 'State of Wisconsin Department of Transportation'. Below this is a navigation bar with several menu items: 'DMV ONLINE SERVICES', 'DMV INFO', 'DOING BUSINESS' (highlighted with a red circle), 'TRAVEL', 'SAFETY', 'PROJECTS AND STUDIES', and 'ABOUT WISDOT'. A dropdown menu is open under 'DOING BUSINESS', listing: 'Engineers and consultants', 'Contractors', 'Civil rights and compliance', 'Purchasing', 'Local government', 'Aeronautics', 'Real estate / Right of way use', and 'Freight / Economic Dev'. On the left side, there is a search bar labeled 'Search Wisconsin DOT'. Below the search bar is a 'Welcome to WisDOT' section with three bullet points: 'Visit Madison West DMV at the new location', 'Need an ID to vote in spring primary/election? Start process now.', and 'eNotify subscribers receive added level of identity security. Sign up for your account activity alerts.' Below this is a blue button labeled 'All WisDOT news'. On the right side, there is a map titled 'DMV Madison West NEW LOCATION' showing the new location at 8417 Excelsior Drive (NOW OPEN) and two closed locations: DMV Madison West at 4802 Sheboygan Ave. and the Madison Odana Renewal Center at 6514 Odana Road.

STATE CONTRACTS ON VENDORNET

Search Contracts

Keyword or Number
Agency
NIGP
Supplier

Piggyback Yes No Both
Mandatory Purchase Yes No Both

Cooperative Purchase Yes No Both
PCard Yes No Both

*Hit Enter to Search

This site does not contain UW Madison Contracts. Please navigate to [UW Contracts](#)

Contract Number	Title	Agency	Start Date
V18-010-O	Power Washing, Sweeping, Striping, Graffiti Removal, Bus Shelter Cleaning, and Exterior Building Cleaning Services	UW MILWAUKEE	8/1/2018
255CAP-M18-PA17034-01	Processing Bulk Cheese into Macaroni and Cheese	ADMINISTRATION, DEPT OF	7/1/2018
255CAP-M18-PA17035-01	Processing Bulk Cheese into Cheese Slices	ADMINISTRATION, DEPT OF	7/1/2018
255CAP-M18-PA17037-01	Processing Bulk Cheese into Cheese Quesadillas	ADMINISTRATION, DEPT OF	7/1/2018
410014-M19-RJB6686-RFB-01	Cognitive-Behavioral Based Anger Management Programming for DAI Institutions	CORRECTIONS, DEPT OF	7/1/2018
410008-W19-ELB6808-INT-01	HVAC Software BHS Pharmacy	CORRECTIONS, DEPT OF	7/1/2018

STATE OF WISCONSIN SUPPLIER DIVERSITY

Supplier Diversity

Preparing to be Certified

- [Pre-Certification Self-Assessment](#)
- [Common questions](#)
- [Is your business less than one year old?](#)
- [Is your business located out of the State of Wisconsin?](#)

Minority-Owned Business Enterprise (MBE)

- [Program description](#)
- [Eligibility Criteria](#)
- [How to apply](#)
- [Search for certified firms](#)
- [Annual certification process](#)
- [Recertification](#)

Certification Application

- [How to apply](#)
- [New applications](#)
- [Checklist of documents](#)
- [Joint ventures \(MBE, DVB only\)](#)
- [After certification](#)

Woman-Owned Business Enterprise (WBE)

- [Program description](#)
- [Eligibility criteria](#)
- [How to apply](#)
- [Search for certified firms](#)
- [Annual certification update](#)
- [Recertification](#)

Resources

- [Financial assistance](#)
- [Other certifiers](#)
- [Business resources](#)

Disabled Veteran-Owned Business Enterprise (DVB)

- [Program description](#)
- [Eligibility criteria](#)
- [How to apply](#)
- [Search for certified firms](#)
- [Annual certification update](#)
- [Recertification](#)

Contact Us

Mailing Address

Wisconsin Supplier Diversity
Program
PO Box 7970
Madison, WI 53707-7970

101 E Wilson Street, 6th Floor
Madison, WI 53703

For certification as a MBE/DVB or WBE

Phone

(608) 267-9550

Fax

(608) 267-0600

Email

WiSDPWebApplication@wi.gov

NATIONAL ASSOCIATION OF STATE PROCUREMENT OFFICIALS



- 
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RESEARCH & PUBLICATIONS
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STATE CPO & STAFF
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NASPO AWARDS
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ASSOCIATION EVENTS
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ABOUT US



Need Procurement Training?

Looking for public procurement training resources? Check out Procurement U's current course offerings in cooperative procurement, negotiations, market research and services contracts, to name a few. The complete listing can be [found here](#).



New Web-based Course Available

- Introduction to Cooperative Procurement -



Register Now

COUNTY GOVERNMENT PROCUREMENT

COUNTY GOVERNMENT PROCUREMENT

- Different for each county
- Have the option to post opportunities on VendorNet
- Research
 - Large Counties: Dane, Milwaukee, Waukesha, etc. have separate Purchasing Department with multiple buyers responsible for procurement of goods and services
 - Small Counties: Part-time staff in Department of Administration or County Clerk's office

COUNTY GOVERNMENT PROCUREMENT

- Spending Forecast
- Vendor Registration
- Opportunity Notification
- Bidding Process

COUNTY GOVERNMENT PROCUREMENT

Home | Go Business | Live & Work | Departments | Services | Payments | Transfers | Careers | Local Municipalities

goMilwaukee
> Milwaukee County

Site Search GO Sitemap

Printable Version County of Milwaukee | Bids RFPs - Br

Bids RFPs – Business Opportunity Portal

If you would like to receive e-mail notifications regarding bid opportunities from the County or City of Milwaukee, [sign up for E-Notify](#).

Keywords

Business Categories

Building Services

Other Services

Type of Business

Construction

Services

MILWAUKEE COUNTY'S BUSINESS OPPORTUNITY PORTAL

[006 MCDFC TPA RFI.pdf](#)

[006 Third Party Administration RFI Question and Answer.pdf](#)

2016 T & M Airport Division - Maintenance Department
 2016 Time and Material Airport Division - Maintenance Department Project No.: 5041-16402 Contract 1: Plumbing Contract 2: Heating & Ventilating Contract 3: Electrical Contract 4: Carpeting & Resilient Flooring Contract 5: Fire Protection Bids Due: Wednesday, February 10, 2016 at 2:00 P.M.

2016 T&M HOC Contract 5
 Time and Material Milwaukee County Correctional Facility South House of Correction Project Number: 4315-16403-05 Project Description: Contract 5: Heating & Ventilating Contractor for Heating & Ventilating T & M Contract shall employ qualified technicians including journeyman steamfitters. Contractor shall provide listing of current employed journeyman steamfitters with bid. Bids Due: Wednesday, May 18, 2016 at 2:00 p.m.

2016 Time & Material - HOC
 2016 Time and Material Milwaukee County Correctional Facility South House of Correction Project No.: 4315-16403 Contract 1: General Construction Contract 2: Plumbing Contract 3: Electrical Contract 4: Roofing Bids Due:

6/22/2018

COUNTY GOVERNMENT PROCUREMENT



The screenshot shows the Juneau County website. At the top, the text "Juneau County" is displayed in green. To the right is a search bar with a "Search" button. Below this is a large photograph of a tree-lined path with benches and streetlights. On the left side, there is a vertical navigation menu with the following items: Home, Committees, County Board/Supervisors, County Board Proceedings, Departments, Employment Opportunities, GIS Maps, Land Sales, Landshark, Legal Notices, Meetings, Municipalities, and Tax Information. The main content area is titled "County Clerk" in green. It features contact information for Terri Treptow, including her address (220 East State Street, Room 112, Mauston, Wisconsin 53948), phone number (608-847-9300), fax number (608-847-9402), and email (jcclerk@co.juneau.wi.us). To the right of the contact info are "Office Hours" (8:00AM-4:30PM Monday through Friday) and "Staff" information with a link to "County Clerk Staff". Below that is the "Committee Of Jurisdiction" with a link to "Executive Committee". A "Duties" section follows, stating that duties are prescribed by statute and include a list of responsibilities such as preparing County Board agendas, coordinating elections, maintaining ordinances, and managing property.

Juneau County

Home
Committees
County Board/Supervisors
County Board Proceedings
Departments
Employment Opportunities
GIS Maps
Land Sales
Landshark
Legal Notices
Meetings
Municipalities
Tax Information

County Clerk

Terri Treptow
220 East State Street
Room 112
Mauston, Wisconsin 53948
608-847-9300
FAX: 608-847-9402
jcclerk@co.juneau.wi.us

Office Hours
8:00AM-4:30PM Monday through Friday

Staff
[County Clerk Staff](#)

Committee Of Jurisdiction
[Executive Committee](#)

Duties

Duties of the County Clerk are prescribed by statute and include:

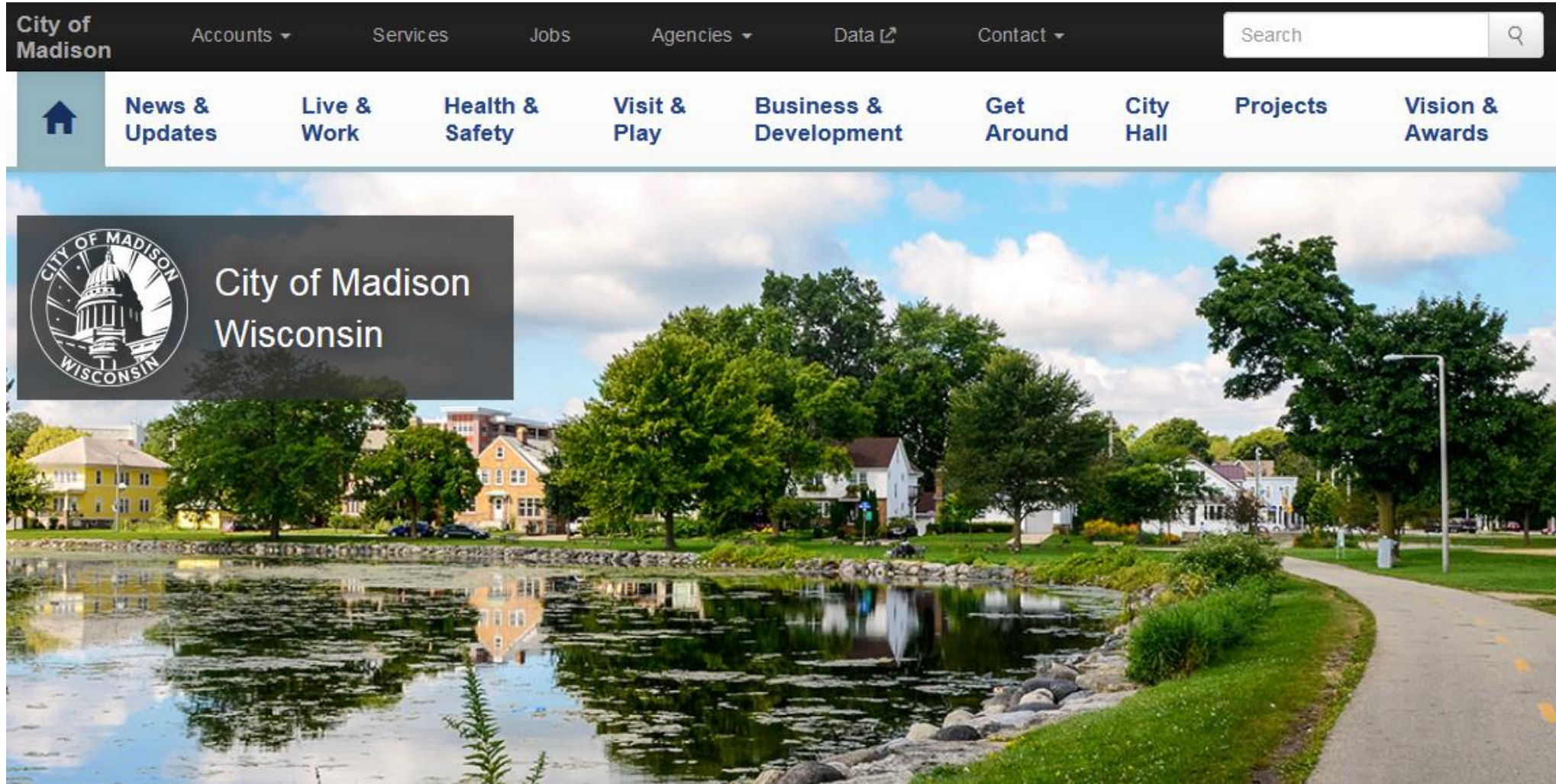
- **County Board:** Prepares and maintains County Board agendas, minutes, resolutions, ordinances, appointments, and legal notices.
- **Elections:** coordinates federal, state and county elections. Supplies ballots for elections.
- **Code of Ordinances:** Maintains updated Juneau County code of ordinances.
- **County Directory:** maintains and prepares a county directory of local officials, and county agencies and departments.
- **Zoning:** Maintains records of county ordinances that impact zoning.
- **Farmland Preservation:** Maintains copies of applications.
- **Property:** lease, sell, or convey or contract to sell county property designated by the County Board. Provide affidavits as necessary to clear titles to property previously held by the county.
- **Oaths and Bonds:** issues and maintains oaths and bonds and certificates of election for all county officials.
- **Purchasing:** performs purchasing duties as prescribed by the county board.

OTHER BUSINESS OPPORTUNITIES

OTHER BUSINESS OPPORTUNITIES

- Municipalities
- Public School Systems
- Sewage District
- Housing Authority
- Transit Systems

CITY GOVERNMENT



ACTIVE WEB LINKS

- VendorNet - <https://vendornet.wi.gov/>
- eSupplier - eSupplier.wi.gov
- WI Department of Administration - <https://doa.wi.gov>
- WI Department of Transportation - <http://wisconsindot.gov/Pages/home.aspx>
- Milwaukee County - <http://county.milwaukee.gov>
- Juneau County - <http://www.co.juneau.wi.gov/county-clerk1.html>
- Waukesha County - <https://www.waukeshacounty.gov/>
- Dane County - <https://www.countyofdane.com/>
- City of Milwaukee - www.ci.mil.wi.us/
- City of Madison - <http://www.cityofmadison.com/>
- NASPO - <https://www.naspo.org/>

SUMMARY

FINAL THOUGHTS

- Conduct market research to determine if state or local government agencies require what you offer.
- Research when they may be purchasing it again and if possible how much are they currently paying.
- If required, register with the agency as a potential vendor.
- Watch for the requirement.
- Contact WPI for assistance.

PRESENTATION PREPARED BY

Kate Hill

Heartland Information Research, Inc.

6434 W. North Avenue

Wauwatosa, WI 53213

www.hirservices.com

414-727-2095



UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

June 26, 2018 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

July 11, 2018 – **The End of the Fiscal Year is Here – What is Hot and What is Not** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

July 17, 2018 – **Code of Business Ethics and Conduct in Government Contracting** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

July 17, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

July 25, 2018 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/faqs/what-is-wpis-webinar-schedule/>



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?

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Carol Murphy | Business Development Specialist

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