



A Procurement Technical Assistance Center (PTAC)

FORT MCCOY – VOLK FIELD SMALL BUSINESS CONFERENCE A BRIEF UPDATE

Fort McCoy, WI – June 19 - 20, 2018

ABOUT WPI

SUPPORTING THE MISSION

Celebrating 30 years of
serving Wisconsin
businesses!

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

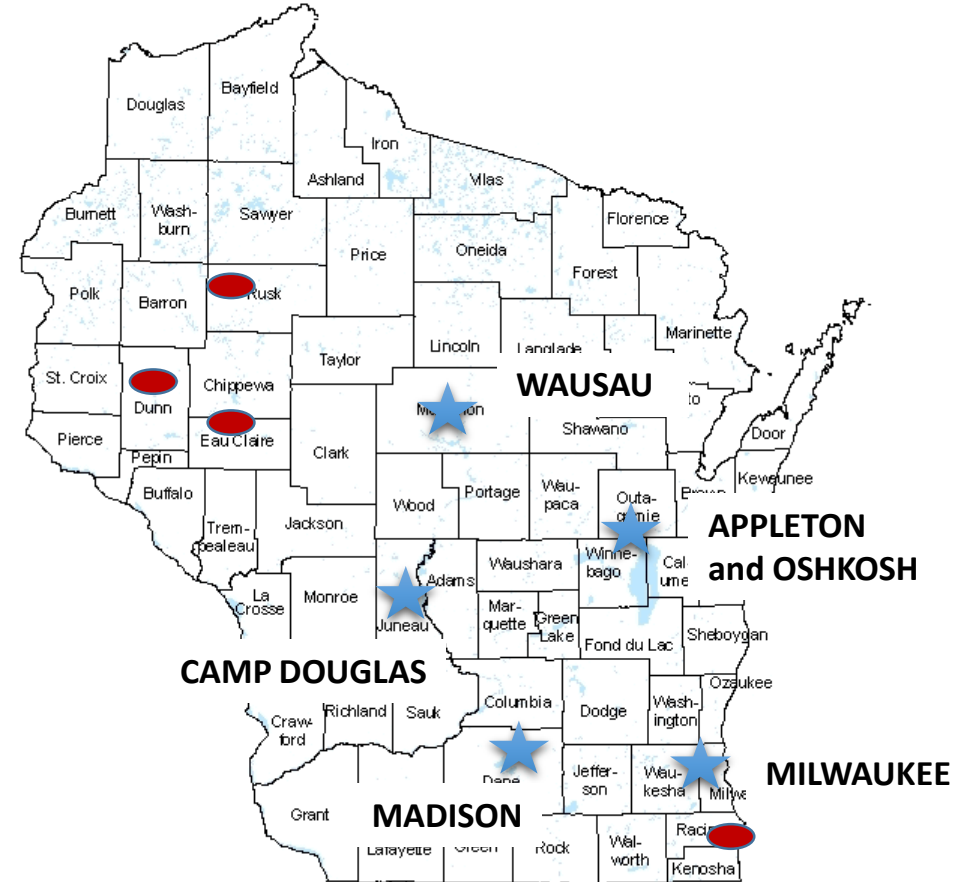
The Wisconsin Procurement Institute (WPI), a non-profit organization established in 1987, is an outgrowth of then Congressman Les Aspin's efforts to help Wisconsin businesses win federal contracts, especially defense contracts. *WPI is a Procurement Technical Assistance Center (PTAC) funded in part by 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*



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](#)

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ALERT - June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about [changes to the notarized letter review process and other system improvements coming in June.](#)

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

PROBLEMS UPDATING or SETTING UP A NEW REGISTRATION CONTACT WPI STAFF for assistance General number 414-270-3600 / info@wispro.org

Getting

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



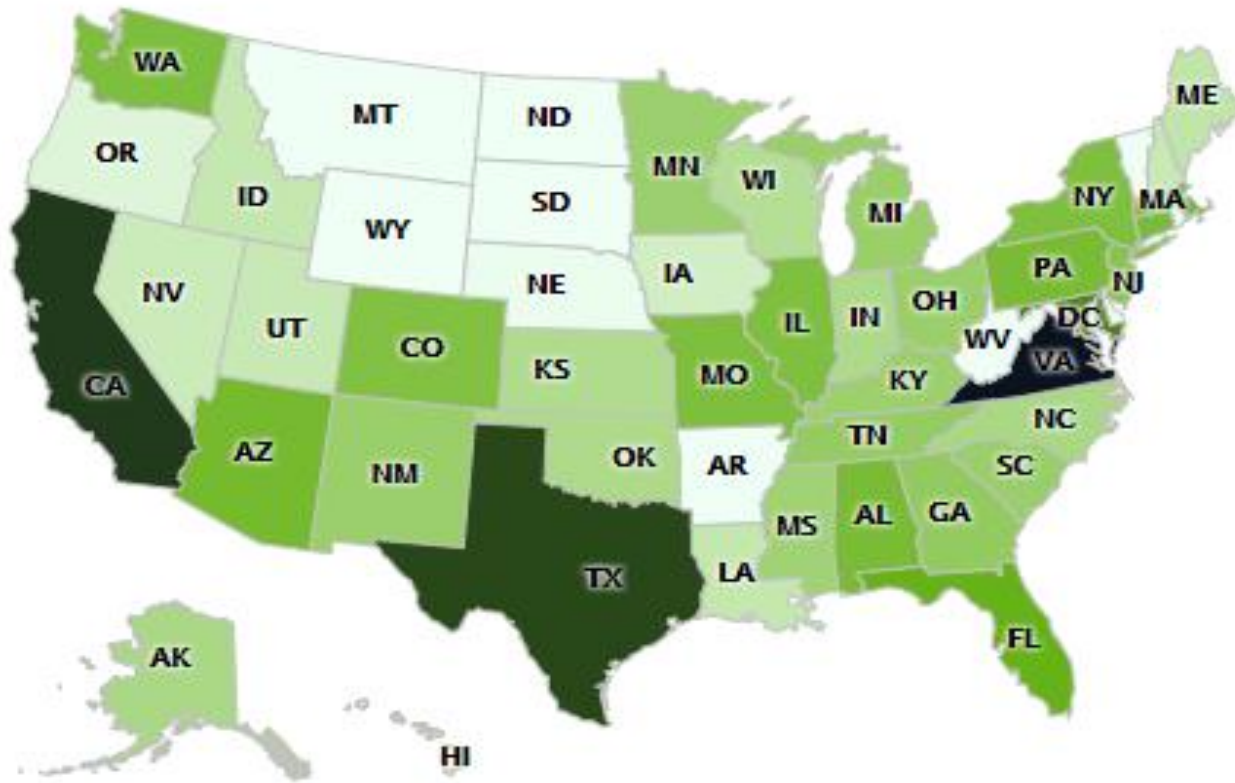
Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.

WHERE DID FEDERAL PROCUREMENT DOLLARS GO IN FY2017?

Spending by State (Company Headquarters)

Fiscal year - 2017



Wisconsin (32) - \$3.54 bill - .71% ↓
 Michigan (22) - \$6.2 bill - 1.25% ↑
 Illinois (14) - \$11.19 bill - 2.26% ↓
 Indiana (29) - \$4.11 bill - .83% ↓
 Iowa (39) - \$1.89 bill - .38% ↑
 Minnesota (24) - \$6.02 bill - 1.21% ↓

TOTAL - \$496.5 bill - 100% ↑
 Previous year - \$466.5 bill

FY17 - 1,985 contractors
 FY16 - 1,944
 FY15 - 1,990

Rank - 32nd with .71% of all procurement dollars [FY16 29th with .8%]

WHO RECEIVED FEDERAL PROCUREMENT DOLLARS IN WISCONSIN FY2017?

Contractor name		Total Sales
OSHKOSH DEFENSE, LLC	Oshkosh	\$1.50B
WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	Madison	\$189.93M
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	Madison	\$182.84M
GENERAL ELECTRIC COMPANY	Waukesha	\$143.75M
AMTEC CORPORATION	Janesville	\$81.20M
JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	Milwaukee	\$80.81M
GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONSIN, INC.	Milwaukee	\$74.11M
LOGISTICS HEALTH, INC.	La Crosse	\$73.21M
IDSC HOLDINGS LLC	Kenosha	\$41.64M
TOWER INDUSTRIES INC	Greenville	\$41.21M
STATZ CORPORATION	Cross Plains	\$36.52M
KRUEGER INTERNATIONAL INCORPORATED	Green Bay	\$35.84M
DIDION, INC	Johnson Creek	\$33.48M
INDUSTRIES FOR THE BLIND, INC.	Milwaukee	\$32.61M
MARINETTE MARINE CORPORATION	Marinette	\$30.07M

WHERE DID FEDERAL PROCUREMENT DOLLARS GO IN FY2017 – WI COUNTY?

Based on place of performance	Largest Contractor	2017
139 - Winnebago	Oshkosh Defense	\$1.49B
025 - Dane	WPS Health Insurance	\$543.26M
079 - Milwaukee	CH2M Hill	\$268.23M
063 - La Crosse	Logistics Health	\$244.05M
133 - Waukesha	General Electric	\$133.35M
081 - Monroe	Versar Inc (VA)	\$119.57M
105 - Rock	Amtec	\$105.90M
087 - Outagamie	Tower Industries	\$76.16M
009 - Brown	Krueger International	\$67.89M
059 - Kenosha	IDSC Holdings	\$66.73M
075 - Marinette	Marinette Marine	\$33.29M
117 - Sheboygan	Masters Gallery Foods	\$26.16M
021 - Columbia	Diddion Milling	\$24.72M
131 - Washington	IDL Solutions	\$19.79M
055 - Jefferson	Diddion Milling	\$17.87M

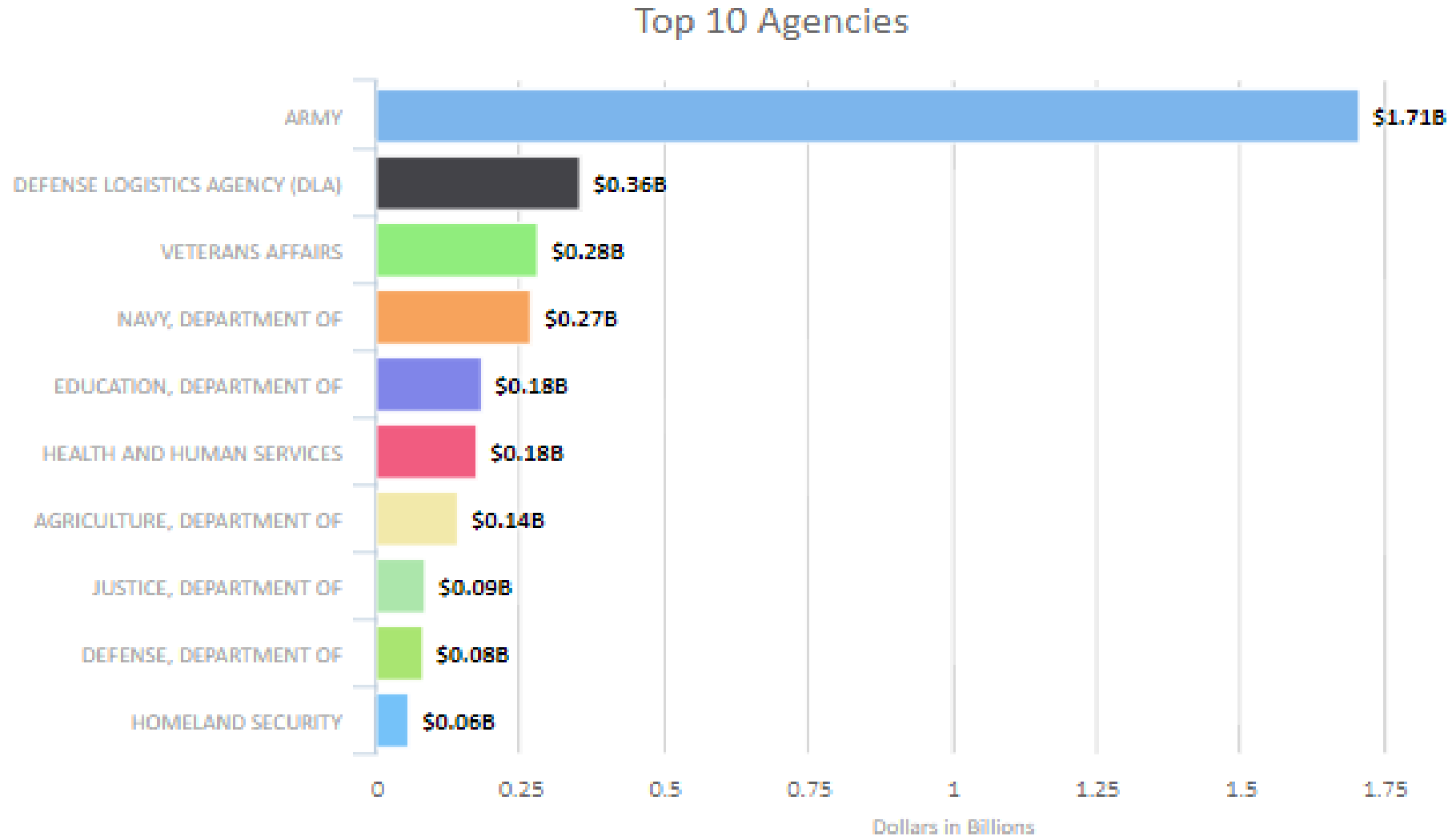
WHERE DID FEDERAL PROCUREMENT DOLLARS GO IN FY2017 – WI COUNTY – SMALL BUSINESS?

Wisconsin County	Total Dollars	
Milwaukee	\$120.10M	OTIE - Milwaukee
Dane	\$101.07M	Statz - DLA
Rock	\$88.21M	AMTEC - Army
Outagamie	\$57.36M	Tower Industries - Army
Waukesha	\$46.34M	Bruno - VA
Jefferson	\$36.25M	Diddion - USDA
Monroe	\$29.35M	Kaiyuh Services - Army
Sheboygan	\$25.41M	Master Gallery Foods - USDA
Brown	\$24.43M	BPD Engineering - Justice
Kenosha	\$13.59M	Ocenco - DLA

WHERE DID FEDERAL PROCUREMENT DOLLARS GO IN FY2017 – WI CONGRESSIONAL DISTRICT?

Congressional District	Dollars	Largest Contractor
Wisconsin Multiple Congressional Districts - N/A	\$1.45B	Largest Dollars - Oshkosh Defense
Wisconsin 2 - Rep. Mark Pocan	\$594.42M	Great Laked Education - Dept of Education
Wisconsin 5 - Rep. James Sensenbrenner Jr.	\$374.69M	General Electric - Dept of VA
Wisconsin 4 - Rep. Gwen Moore	\$316.96M	Goodwill Industries - Navy
Wisconsin 8 - Rep. Mike Gallagher	\$211.30M	Tower Industries - Army
Wisconsin 1 - Rep. Paul Ryan	\$188.29M	AMTEC - Army
Wisconsin 6 - Rep. Glenn Grothman	\$184.97M	Oshkosh Defense - DLA
Wisconsin 3 - Rep. Ron Kind	\$176.60M	Logistics Health - La Crosse
Wisconsin 7 - Rep. Sean Duffy	\$48.55M	Weinbrenner Shoes - DLA

AGENCIES THAT PURCHASED FROM WISCONSIN COMPANIES IN FY2017?



WHAT DID THE FEDERAL GOVERNMENT BUY FROM WISCONSIN COMPANIES IN FY2017?

NAICS	Code Description	Dollars	% of total
336212	Truck Trailer Manufacturing	\$776.26M	22.0%
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$568.35M	16.1%
522390	Other Activities Related to Credit Intermediation	\$182.84M	5.2%
524114	Direct Health and Medical Insurance Carriers	\$128.75M	3.6%
332993	Ammunition (except Small Arms) Manufacturing	\$122.41M	3.5%
334517	Irradiation Apparatus Manufacturing	\$114.64M	3.2%
541330	Engineering Services	\$95.20M	2.7%
336120	Heavy Duty Truck Manufacturing	\$92.23M	2.6%
722310	Food Service Contractors	\$70.77M	2.0%
524292	Third Party Administration of Insurance and Pension Funds	\$69.61M	2.0%
621111	Offices of Physicians (except Mental Health Specialists)	\$67.62M	1.9%
236220	Commercial and Institutional Building Construction	\$47.84M	1.4%
336612	Boat Building	\$30.58M	0.9%
339113	Surgical Appliance and Supplies Manufacturing	\$30.18M	0.9%
561210	Facilities Support Services	\$29.46M	0.8%

Marinette shipyard has two chances to win multibillion-dollar Navy contract as LCS winds down

<https://www.bizjournals.com/milwaukee/news/2018/05/23/marinette-shipyard-has-two-chances-to-win.html>

2 OF 8 THUMBNAILS



Lockheed Martin received a \$15 million conceptual design contract from the U.S. Navy on Feb. 16 to mature its Frigate design, which would include the capability to launch Hellfire missiles. (PRNewsfoto/Lockheed Martin)

PRNEWSFOTO/LOCKHEED MARTIN



VIEW SLIDESHOW
8 photos



By David Schuyler - Digital Producer, Milwaukee Business Journal
May 23, 2018, 2:44pm CDT Updated May 23, 2018, 3:32pm

IN THIS ARTICLE

Lockheed Martin
Person

Manufacturing
Industry

The U.S. Navy shipbuilding program that has supported thousands of jobs and billions of dollars in economic impact in Wisconsin since the mid-2000s is slated to wind down with the last of 32 littoral combat ships to be ordered either this year or next.

But it's possible that the work won't end for the Fincantieri Marinette Marine shipyard in Marinette, which was tasked to produce half of the U.S. Navy's LCS orders as a member of the contract team led by [Lockheed Martin Corp.](#) of Bethesda, Md. The U.S. Navy now wants another small class of combatants that could bring \$10 billion worth of work and hundreds of additional jobs to Wisconsin, and the Marinette shipyard has more than one way of winning the contract.

Local News

Oshkosh Corp. Breaks Ground, Additional Property to be Used for Park

By: Jordan Lamers 



Posted: Jun 12, 2018 05:20 PM CDT

Updated: Jun 12, 2018 06:15 PM CDT



Photo courtesy of Oshkosh Corp.

AF selects locations for next two Air National Guard F-35 bases

Secretary of the Air Force Public Affairs / Published December 21, 2017



[PHOTO DETAILS](#) / [DOWNLOAD HI-RES](#) 1 of 1

Truax Field, Wisc. and Dannelly Field, Ala. were recently named preferred locations to receive the F-35A Lightning II. The 5th generation aircraft will replace current 4th generation platforms to meet combatant commander requirements. (U.S. Air Force photo/Staff Sgt. Kate Thornton)



[PRINT](#) | [E-MAIL](#)

WASHINGTON (AFNS) -- The Air Force has selected Truax Field Air National Guard Base, Wisconsin and Dannelly Field, Alabama as the preferred locations for the next two Air National Guard F-35A bases.

IN CURRENT VERSION OF NDAA 2019

Sec. 2102. Family housing

(a) Construction and acquisition.—

Using amounts appropriated pursuant to the authorization of appropriations in section 2103(e) available for military family housing functions as specified in the funding table in section 760, the Secretary of the Army may construct or acquire family housing units (including land acquisition and supporting facilities) at the installations or locations, in the number of units, and in the amount set forth in the following table:

Army: Family Housing

State/Country	Installation	Units	Amount
Italy	Vicenza	Family Housing New Construction	\$95,134,000
Korea	Camp Walker	Family Housing Replacement Construction	\$68,000,000
Puerto Rico	Fort Buchanan	Family Housing Replacement Construction	\$26,000,000
Wisconsin	Fort McCoy	Family Housing New Construction	\$6,200,000

Sec. 2602. Authorized Army Reserve construction and land acquisition projects

Using amounts appropriated pursuant to the authorization of appropriations in section 2601, the Secretary of the Army may acquire real property and carry out military construction projects at the locations inside the United States, and in the amounts, set forth in the following table:

Army Reserve: Inside the United States

State	Location	Amount
California	Fort Irwin	\$34,000,000
Washington	Yakima Training Center	\$23,000,000
Wisconsin	Fort McCoy	\$23,000,000

<https://www.congress.gov/bill/115th-congress/house-bill/5515>

END OF YEAR FOR LAST MINUTE SHOPPING

ACQUISITION HOUR: THE END OF THE FISCAL YEAR IS HERE – WHAT IS HOT AND WHAT IS NOT

JULY 11, 2018

Start Date	July 11, 2018
End Date	July 11, 2018
Time	12:00 pm - 1:00 pm
Facility	Webinar
Contact Info	Benjamin Blanc benjaminb@wispro.org (414) 270-3600
Register Online	Register for Event

The federal fiscal year might be winding down but the federal procurement landscape will continue to heat up as we close in on the end of the fiscal year – September 30th.



[REGISTER](#)

National Contract Management Association (NCMA) Wisconsin Chapter

Wisconsin Procurement Institute (WPI)

Historically 25% of purchases occur in the last two months of the year – Aug and Sept

GSA wants industry input on phase 2 of e-commerce portals



Xerox

Xerox 106R01510 Toner Cartridge High-Capacity (Black, 1-Pack)

★★★★★ 2 customer reviews

Price: **\$188.16 & FREE Shipping**

Get \$70 off instantly: Pay \$118.16 upon approval for the Amazon Prime Rewards Visa Card.

Note: Not eligible for Amazon Prime.

In stock.

Get it by Feb. 13 - 15 when you choose Expedited Shipping at checkout. Ships from and sold by Smart Toners.

- Enter your model number to make sure this fits.
- Manufacturer: Xerox

Qty: 1

\$188.16 + Free Shipping

In stock. Sold by Smart Toners

Add to Cart

Turn on 1-Click ordering for this browser

Ship to: Catherine - Arli - 22206

Add to List

Other Sellers on Amazon

\$200.17 Add to Cart




SAMPLE INVOICE

Quantity	Item #	Description	Price	Selling unit
2	XER106R01508	TONER,6700,HI CAP,MG	*GSA 75 ITEM*	290.40 EA
2	XER106R01509	TONER,6700,HI CAP,YL	*GSA 75 ITEM*	307.75 EA
1	XER106R01507	TONER,6700,HI CAP,CN	*GSA 75 ITEM*	290.40 EA
1	XER106R01438	TONER,HI CAP,PHR7500,YL	*GSA 75 ITEM*	495.45 EA
1	MMMC50	TRAY,POST-IT,ORGNIZER,CC		18.99 EA
2	XER108R00865	CARTRIDGE,WASTE, PHR7500		43.93 EA
2	XER106R01510	TONER,6700,HI CAP,BK	*GSA 75 ITEM*	213.79 EA

One RFI seeks [input from suppliers](#) that sell on commercial e-commerce portals about product categories, terms and conditions, and program design that GSA could implement in the portals it is designing. The second RFI [focuses on commercial providers](#) and seeks insights on issues like spending trends, data standards, user experience, cybersecurity terms and conditions, and proof of concept design.

<https://www.fedscoop.com/gsa-wants-industry-input-phase-2-e-commerce-portals/>

www.fpds.gov

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Registration

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- [» Who Should Register?](#)

Top 100 Contractors Report

The top 100 contractors Report contains an individual report across reports by Department.

- Fiscal Year 2017 **NEW**
- Fiscal Year 2016
- Fiscal Year 2015
- Fiscal Year 2014 v3
- Fiscal Year 2013
- Fiscal Year 2012
- Fiscal Year 2011
- Fiscal Year 2010
- Fiscal Year 2009
- Fiscal Year 2008
- Fiscal Year 2007
- Fiscal Year 2006


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Registration



Google-like search to help you find federal procurement data as well as additional information.

FY 2017 Small Business Goaling Report

FY 2017 Small Business Goaling Report is now available on the 'Reports' page of FPDS. [Click here for the report.](#)

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

Cybersecurity

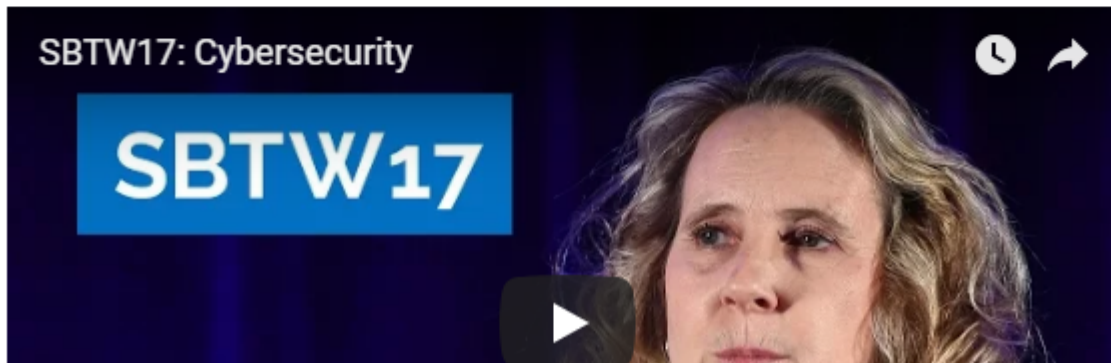
What Small Businesses Need to Know

The threats facing DoD's unclassified information have dramatically increased as we provide more services and rely on contractors for a variety of information technology services. Recent high-profile incidents in the information demand that information system security requirements are clearly, effectively and consistently implemented by government and industry.

There are two types of information systems that process or store DoD's unclassified information:

1. Contractor's Internal Information System: An information system that is owned, or operated by a contractor.
2. DoD Information System, to include:
 - DoD-owned and/or operated Information System: An information system owned or operated by a government organization on behalf of the DoD.
 - Contractor System operated on behalf of DoD: The term "on behalf of" as used here means a contractor provides information system for the DoD or operates an information system for the DoD, e.g., an email system or provides processing services for DoD. e.g., cloud-service providers.

The protections required to protect government information are dependent on the information we are processing and the system on which the information is processed or stored.



<http://business.defense.gov/Small-Business/Cybersecurity/>

**Contact Marc
Violante – WPI
marcv@wispro.org
for assistance**

FIND FUNDING

Search Open Funding Topics





SUCCESS STORIES

GET THE 411

ON-LINE TUTORIALS

The On-Line Tutorials is a set of courses designed to help interested parties learn more about the Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) programs. As individuals learn in different ways, information in each course is presented in three different formats. Pick a format and then use that throughout. The Video format is designed for people who learn best by listening to others speak, while the Multimedia format, the default in each course, provides a mixture of text and video clips. For those that prefer to read, you can simply select the text or pdf version. The tools section contains materials to help facilitate both learning and retention. To see if you have truly mastered the materials in each course, be sure to take the short quiz either as a pre- or a post-test.

COURSES

-  PROGRAM BASICS
-  AGENCY INTRODUCTIONS
-  AGENCY SOLICITATIONS
-  FINDING TOPICS

Each year, Federal agencies with extramural research and development (R&D) budgets that exceed \$100 million are required to allocate 3.2 percent (FY 2017) of their R&D budget to these programs. Currently, eleven Federal agencies participate in the SBIR program. Also STTR - partner with a research institution - .4% of > \$1 billion annual budget

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)



NDIA Great Lakes Annual Meeting

October 16, 2018
Grand Geneva - Lake Geneva, WI

NDIA
Great Lakes

NDIA GREAT LAKES ANNUAL MEETING
Grand Geneva - Lake Geneva, WI

October 16, 2018 -
 - Golf (shot gun start)
 - Networking Reception
 - General Meeting
 - Dinner & Keynote (pending)

Come Join Us!

Registration opens in July.
Sponsorship Opportunities Available!

www.ndia-greatlakes.org

SAVE THE DATE
10.16.2018

NDIA Great Lakes Annual Meeting
October 16, 2018

Grand Geneva
7036 Grand Geneva Way
Lake Geneva, WI 53147
[Click here for a map](#)

Sponsorships now available!

Contact: info@ndia-greatlakes.org



WISCONSIN ECONOMIC DEVELOPMENT CORPORATION

Governor's Conference on Minority Business Development
Welcoming minority, woman and veteran-owned businesses
December 12 - 13, 2018

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2018
AWARD NOMINATIONS NOW OPEN

NOMINATE A BUSINESS

DATES ANNOUNCED
DECEMBER 12 - 13
Welcoming minority, woman and veteran-owned businesses

AWARDS NOMINATION NOW OPEN
[CLICK HERE](#)
2018

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<http://marketplacewisconsin.com>



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