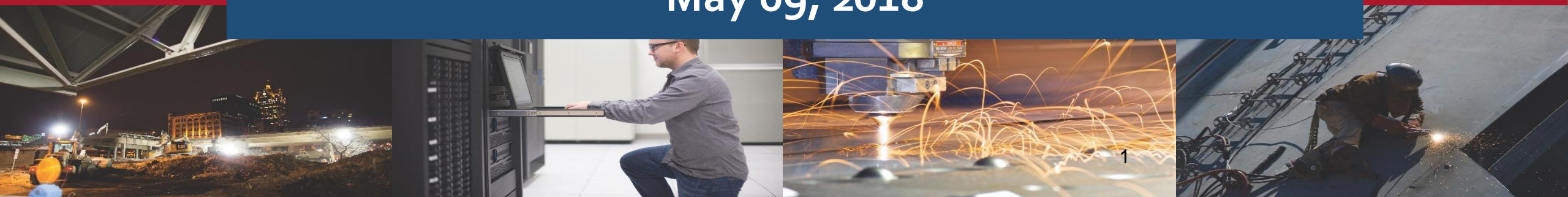




A Procurement Technical Assistance Center (PTAC)

THE FUTURE OF SAM.GOV ACQUISITION HOUR WEBINAR

May 09, 2018



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

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.

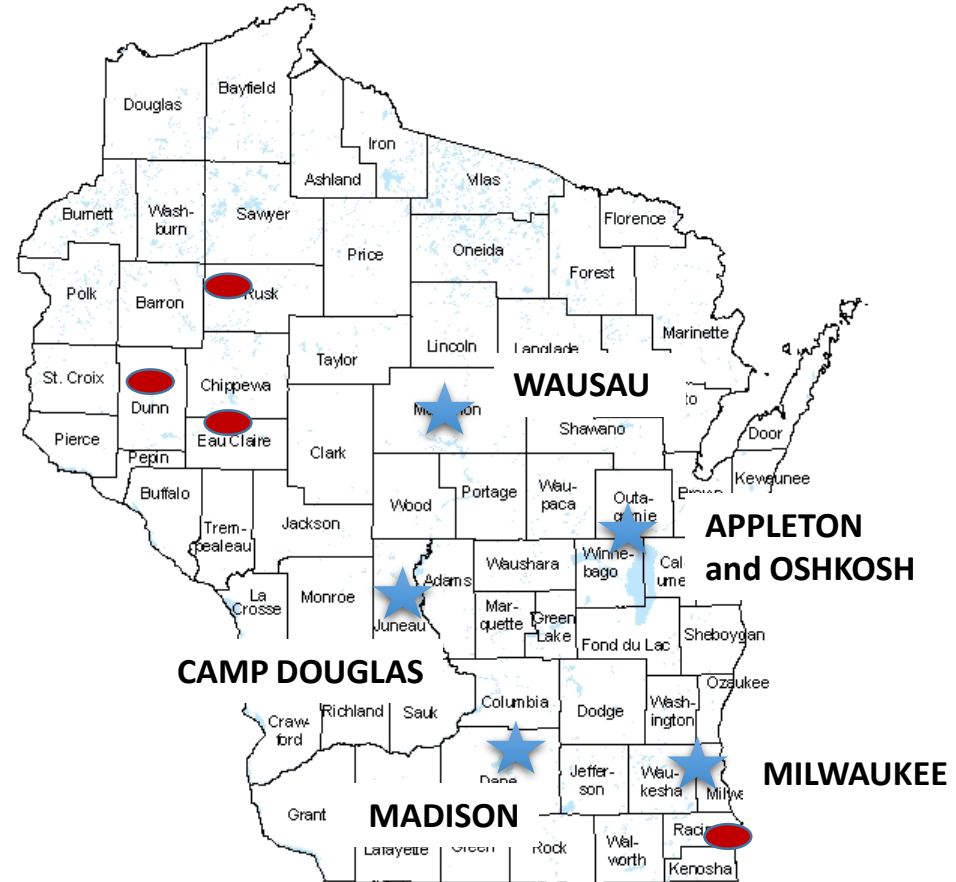
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

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

DONATE

CONTACT



EVENT
CALENDAR

FEDERAL
GOVERNMENT

STATE & LOCAL
GOVERNMENT

OTHER
GOVERNMENT &
GRANTS

SUCCESS &
AWARDS

FAQS

CONTRACTING BASICS AND WOMAN OWNED BUSINESS CERTIFICATIONS - MAY 3RD, MADISON

www.wispro.org

UPCOMING EVENTS



APRIL 26 2018

PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

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

ACQUISITION HOUR: HOW TO QUICKLY ANALYZE
SOLICITATIONS

CURRENT OPPORTUNITIES (3)



SERVICES OFFERED BY WPI

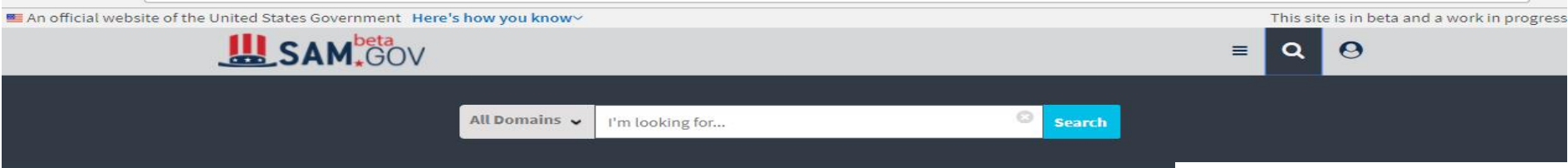
- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

WHAT WE WILL COVER TODAY

- Overview of Integrated Award Environment
- Overview of changes with beta.SAM.gov
- Transitioning to the new SAM.gov

OVERVIEW OF INTEGRATED AWARD ENVIRONMENT

INTEGRATED AWARD ENVIRONMENT



In the future, Beta.SAM.gov will be the official U.S. government website for people who make, receive, and manage federal awards.

<https://beta.sam.gov/>



SAM is FREE

- 100% Free to Use
- Free to Search
- Free to Run Reports
- Free to Register

Award Data

Gain access to data in a variety of formats. Perform searches, download extracts, and retrieve data through web services.

[Learn more about beta.SAM.gov data sets](#)

Quick Start Guides

If you've used one of the following systems, click below to learn how to do the same things in beta.SAM.gov.

- WDOL
- FPDS
- SAM
- CFDA
- FBO
- Federal Hierarchy



Starting soon and continuing throughout the next few years, the following federal websites are moving to beta.SAM.gov.

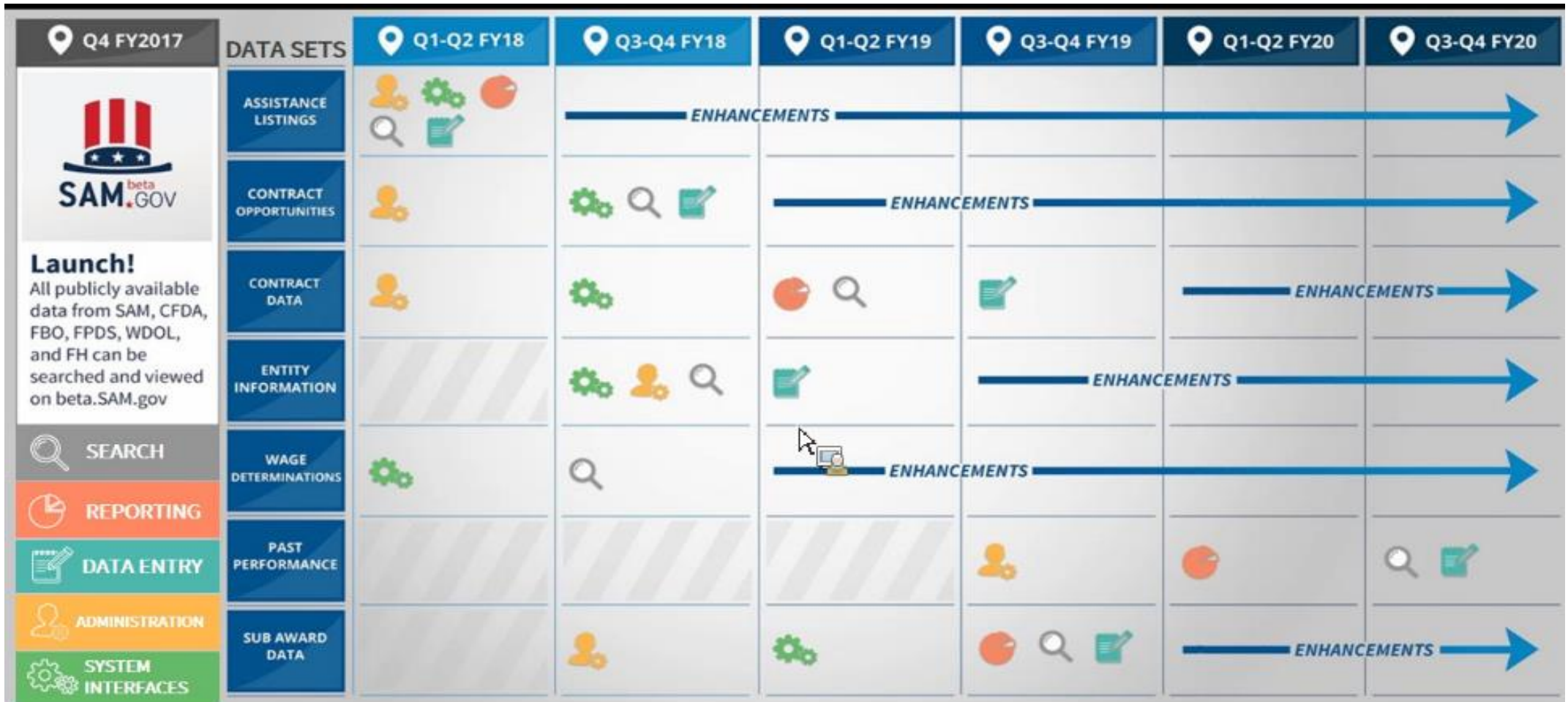


The IAE is in the process of merging all 10 of our current operational systems into a single website known as beta.SAM.gov (eventually replacing the current SAM.gov). Our number one goal is to streamline the process for our users who make, receive, and manage federal awards.



TEN DATABASES ROLLED INTO ONE

- **Entity Information:** System for Award Management (SAM.gov) – Registrations and Exclusions
- **Contract Opportunities:** Federal Business Opportunities (fbo.gov)
- **Contract Data:** Federal Procurement Data System (fpds.gov)
- **Sub-Award Data:** Electronic Subcontracting Reporting System (eSRS.gov), Federal Funding Accountability and Transparency Act Subaward Reporting System (fsrs.gov)
- **Wage Determinations:** Wage Determinations OnLine (wdol.gov)
- **Past Performance:** Contractor Performance Assessment Reporting System (cpars.gov), Past Performance Information Retrieval System (ppirs.gov), Federal Awardee Performance and Integrity Information System (fapiis.gov)
- **Assistance Listings:** Catalog of Federal Domestic Assistance (cfda.gov)



beta.SAM.gov Timeline

beta.SAM.gov | For People Who Make, Receive, and Manage Federal Awards

ONE WEBSITE – DOMAIN – TRANSITION TIMES

Current Data	Transition into Beta.Sam	Expected Transition End
CFDA	Assistance Listings	Q2 Fiscal 18
WDOL	Wage Determinations	Q4 Fiscal 18
SAM	Entity Information	Q2 Fiscal 19
FBO	Contract Opportunities	Q4 Fiscal 19
FPDS	Contract Data	Q4 Fiscal 19
eSRS	Sub-Awards	Q4 Fiscal 19 Q1 Fiscal 20
CPARS	Past Performance	Q4 Fiscal 20

WHAT & WHY

- The objective of the consolidated web site is to reduce the federal contracting burden on contractors and government officials alike by creating a single place to access a range of data, including contractor registration information, contract award data on prime contractors and subcontractors, and information about companies excluded from pursuing government work.
- Improving existing sites. More than 160 federal employees are testing beta.sam.gov's search and display functions.
- Eventually, the functions of 10 existing sites – including SAM.gov; the Federal Procurement Data System, at fpds.gov; Federal Business Opportunities, also known as “FedBizOpps,” at fbo.gov; the Federal Funding Accountability and Transparency Act Subaward Reporting System, at fsrs.gov; and the Federal Awardee Performance and Integrity Information System, at fapiis.gov – will be folded into the SAM beta site.
- Once complete, that site will resume as the new SAM.gov and the other sites will “retire.”
- “SAM.gov is the official U.S. government website for people who make, receive and track federal awards.” Improvements will continue to be made to the existing sites as the new site is being tested. That includes installing comprehensive search filters.

OVERVIEW OF CHANGES WITH BETA.SAM.GOV

WHAT CAN I DO NOW?

- You can perform searches for public data without a user account
- In the future, you'll be able to create a SAM account to save your search results and access non-public data

Domain	Description
Assistance Listings	Find assistance listings by entering a keyword, CFDA number, or agency name into the search field.
Contract Opportunities	Find contract opportunities by entering a keyword, solicitation ID, or an agency name into the search field.
Contract Awards	Find contract award data by entering a keyword, award type, NAICS Code, PSC Code, or DUNS.
Entity Registrations	Find entity registrations by entering an entity’s name into the search field. The search filter will automatically display “active” entities, but you can also switch to view only inactive results.
Entity Exclusions	Find exclusions associated with a particular entity by entering the entity’s name, DUNS number, or CAGE code. To search for a person, type in his or her name. Be sure to confirm that you’ve found the correct person—it’s easy to misidentify someone if he or she has a common name. If no exclusion record is found for the entity, the entity does not have an active exclusion in SAM.
Federal Hierarchy	Enter a department or sub-tier. Use the Federal Hierarchy filter to narrow your results.
Wage Determinations	Find applicable DBA and SCA wage determinations required for each contract action by entering a wage determination (WD) number, or using the filters to narrow down your results by geographic location.

WHAT CAN I DO WITHOUT AN ACCOUNT?

You can search for the following public information without a user account:

- Federal assistance listings
- Contract opportunities
- Contract awards
- Entity registrations
- Wage determinations

SEARCHING THE DATA – CONTRACT OPPORTUNITIES

The screenshot displays the SAM.gov beta search results page. At the top, the SAM.gov logo is visible. A search bar contains the text "I'm looking for..." and a "Search" button. A dropdown menu is open, showing "Contract Opportunities" as the selected option, with other options like "All Domains", "Assistance Listing", "Contract Data", "Entity Information", "Federal Hierarchy", and "Wage Determinations".

The search results are displayed in a table format. The first result is "49--JACK TESTER ASSY". The details for this result are:

- Service Classifications:** 37 -- Agricultural machinery & equipment, 332710 -- Machine Shops
- Awardee:** (061264768)
- Department/Ind. Agency:** Defense Logistics Agency
- Sub-tier:** DLA Acquisition Locations
- Office:** DLA Aviation - BSM

The second result is "59--ANTENNA ELEMENT". The details for this result are:

- Service Classifications:** 45 -- Plumbing, heating, & sanitation equipment, 334220 -- Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
- Awardee:** (148983229)
- Department/Ind. Agency:** Defense Logistics Agency
- Sub-tier:** DLA Acquisition Locations
- Office:** DLA Land and Maritime - BSM

On the left side of the page, there are several filters:

- Status:** Active Only
- Keywords:** A text input field with a "Clear All" button.
- Date:** A section with tabs for "Modified", "Posted", and "Response". Under "Modified", there are radio buttons for "Date" (selected) and "Date Range". Below these are input fields for "Month", "Day", and "Year", along with "Clear" and "Filter" buttons.
- Federal Organizations:** A section with a "Search Federal Organizations" input field and tabs for "Simple" and "Advanced".
- Type of Notice:** A dropdown menu.

On the right side of the page, there are "Sort By" options (set to "Date Modified") and a "Filter" button. Below the search results, there are two "Contract Opportunities" summary boxes, each containing fields for "Notice Number", "Last Modified Date", "Last Published Date", and "Type".

<https://beta.sam.gov/>

SEARCHING THE DATA – CONTRACT AWARDS

The screenshot shows the SAM.gov search interface. At the top, the SAM.gov logo is on the left, and navigation links for 'Sign in' and 'Sign up' are on the right. Below the header is a search bar with a dropdown menu set to 'Contract Data' and a search button. The search results are displayed in a grid format. On the left side of the results, there are filters for 'Status' (Active Only), 'Keywords' (trucks), and 'Federal Organizations' (Simple/Advanced search options). The main results area shows two contract entries. The first entry is for contract ID '0096', awarded to OSHKOSH CORPORATION, with a modification of 0 and a date signed of Jun 26, 2013. The second entry is for contract ID 'W56HZV07C0248', awarded to OSHKOSH TRUCK CORPORATION (0270), with a modification of P00005 and a date signed of Apr 1, 2007. A URL 'https://beta.sam.gov/' is overlaid on the right side of the screenshot.

Status
 Active Only

Keywords
trucks x Clear All

Federal Organizations
Search Federal Organizations
Simple Advanced

Department/Ind. Agency
Please select a Department/Ind. Agen: v
Add Clear

Contract Type
 Contract
 Interagency Contract Delivery (ICD)
Award-IDV Type v
Contract Type v

Entity Name/UEI
OSHKOSH CORPORATION(006070445) x v

Search Results
Showing 1 - 10 of 3,081 results

Sort By Relevance v

0096
Modification 0
OSHKOSH CORPORATION
OSHKOSH, WI 549027062
DUNS 006070445
Global Vendor OSHKOSH CORPORATION
Global DUNS 0060704450000
Department/Ind. Agency DEPT OF DEFENSE
Office W4GG HQ US ARMY TACOM

W56HZV07C0248
Modification P00005
OSHKOSH TRUCK CORPORATION (0270)
OSHKOSH, WI 549027062
DUNS 006070445
Global Vendor OSHKOSH CORPORATION


Contract Data
Action Obligation
Award Type DELIVERY ORDER
Referenced IDV W56HZV09D0024
Date Signed Jun 26, 2013
NAICS Code TRUCK TRAILER MANUFACTURING (336212)
PSC Code TRUCKS AND TRUCK TRACTORS, WHEELED (2320)

Contract Data
Action Obligation
Award Type DEFINITIVE CONTRACT
Referenced IDV
Date Signed Apr 1, 2007
NAICS Code MOTOR VEHICLE BODY

<https://beta.sam.gov/>

SEARCHING FOR ENTITIES

An official website of the United States Government [Here's how you know](#) This site is in beta and a work in progress

 Sign in Sign up

Entity Information

Status

Active Only
Note: Only non-active registrations will be added

Keywords

Entity Type

Registrations
 Exclusions

Entity Name/UEI

BOYS AND GIRLS CLUB OF OSHKOSH, INC.(037844776)
OSHKOSH CORPORATION(006070445)
OSHKOSH B'GOSH INC(006073043)
OSHKOSH COIL SPRING, INC(006108807)
JAY MANUFACTURING OSHKOSH, INC. (006108906)

Simple Advanced

Search Results

Showing 1 - 10 of 670,351 results

Sort By

" BARBER RANCHES, LTD. "

CAGE Code
Address
3721 AIRLINE DRIVE , METAIRIE , LA 70001

" ORANIM" - COLLEGE OF EDUCATION OF THE KIBBUTZ MOVEMENT (RA

Unique Entity Identifier (UEI)
080911673
CAGE Code
7Z0S1
Address
610 EAST PLASUELA, REFUGIO, TX 78377

Unique Entity Identifier (UEI)
514667567
CAGE Code
4179A
Address
KIRYAT AMAL RD., KIRYAT TIVON,

Exclusion

Classification
Firm
Activation Date
Sep 29, 2016
Termination Date
Sep 28, 2019

Registration


Expiration Date
Oct 10, 2018
Purpose of Registration
Federal Assistance Awards
Debt Subject to Offset
No

<https://beta.sam.gov/>

SEARCHING FOR ENTITIES

SAM.gov beta Sign in Sign up

OSHKOSH CORPORATION



- Entity Registration
- Core Data
- Assertions
- Reps & Certs
- POCs
- Exclusions

[Provide Feedback](#)

What you think matters!

Unique Entity Identifier 006070445	Activation Date Jan 03, 2018
CAGE Code 45152	Expiration Date Jan 03, 2019
Address 2307 OREGON ST OSHKOSH, WISCONSIN 54902-7062 UNITED STATES	Purpose of Registration All Awards
	Debt Subject to Offset No

Core Data

General Information

Country of Incorporation USA	State of Incorporation WI
---------------------------------	------------------------------


Business Types
Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Entity Structure Corporate Entity (Not Tax Exempt)	Purpose of Registration All Awards
Profit Structure For Profit Organization	Organization Factors

Business Information

Business Start Date Jan 01, 1917	Initial Registration Date Jan 13, 1999
Fiscal Year End Close Date Dec 31	Submission Date Currently not available
Company Division Name	Activation Date Jan 03, 2018
Company Division Number	Expiration Date Jan 03, 2019
Corporate URL	

ite of the United States Government [Here's how you know](#) This site is in beta ar



- Entity Registration
- Core Data
- Assertions
- Reps & Certs
- POCs
- Exclusions

[Provide Feedback](#)

What you think matters!

541614	Process, Physical Distribution, and Logistics Consulting Services	
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	
561210	Facilities Support Services	
611430	Professional and Management Development Training	
811111	General Automotive Repair	
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	

EDI Information

Currently not available

Disaster Response Information

Included in Disaster Response Registry?
No

Require bonding to bid on Contracts?
Currently not available

Representations and Certifications

FAR Report

Select Download FAR Report to review the Representations and Certifications for OSHKOSH CORPORATION

[Download FAR Report](#)

FAR & DFARS Report

Select Download FAR & DFARS Report to review the Representations and Certifications for OSHKOSH CORPORATION

[Download FAR & DFARS Report](#)

Points of Contact

<https://beta.sam.gov/>

HELP BY FEATURE

- Help Center Home
- New to Beta.SAM.gov
 - About Us
 - What's Next
- Features
- Award Data
- User Accounts
- Policies
- Our Partners
- External Resources

[Provide Feedback](#)

What you think matters!

What's Next

By Feature | By Legacy System

Search + 	Reporting + 	Data Entry +
Administration - 	Help Center + 	APIs +

<https://beta.sam.gov/>

What can I do now? <ul style="list-style-type: none">Create a user account with single sign-on for all of beta.SAM.gov.	What's next? <ul style="list-style-type: none">Users who are signed in can migrate their existing roles from each legacy system for assistance listings, contract opportunities, and contract awards.View federal assistance, contract opportunity, and contract award role data.Federal assistance listings administrators will be able to create, delete or modify roles for their agency's users.Access Reports features based on your assigned role.
--	--

HELP BY LEGACY FEATURE

An official website of the United States Government [Here's how you know](#) This site is in beta and a work in progress

- Help Center Home
- New to Beta.SAM.gov**
- About Us
- What's Next
- Features
- Award Data
- User Accounts
- Policies
- Our Partners
- External Resources


Provide Feedback

What you think matters!


What's Next

By Feature **By Legacy System**


Assistance Listings +



Contract Opportunities -



Contract Awards +




What can I do now?

- Search and view detailed records of contract opportunities.


What's next?

- Use advanced search filters.
- View detailed records based on your user role.
- Federal users who are signed in can create and/or modify a notice.


Entity Registrations +




Entity Exclusions +



Wage Determinations +



<https://beta.sam.gov/>



General Services Administration

About beta.SAM.GOV

- [System Alerts](#)
- [Explore Our Community](#)

Our Partners

- [Acquisition.gov](#)
- [USASpending.gov](#)
- [Grants.gov](#)
- [More Partners](#)

Customer Service

- [Help Center](#)
- [Contact Federal Service Desk](#)
- [External Resources](#)

COMING SOON

Users	Federal Assistance	Federal Procurement
<p>Federal users who make and manage awards (assistance coordinators and agency program managers, contracting officer)</p>	<ul style="list-style-type: none"> • Create, update, review and approve assistance listings • Review FFATA sub-award reports • Access non-public entity information 	<ul style="list-style-type: none"> • Create, publish, modify, and manage contract opportunity notices • Add contract award action data via a contract writing system or manual data entry • Access reports features based on your assigned role • Review small business and FFATA sub-award reports • Create and manage past performance evaluations • Access non-public entity information
<p>Entity users who receive awards(assistance recipients, contractors)</p>	<ul style="list-style-type: none"> • Register as an entity before applying for awards as a prime recipient. • Report on sub-awards if you're a prime awardee and have distributed sub-awards greater than or equal to \$25,000. 	<ul style="list-style-type: none"> • Register as an entity before applying for awards as a prime contractor. • Track changes during the post-award process to ensure that workers are receiving appropriate wages. • Report on subawards if you're a prime contractor and have distributed sub-awards greater than \$30,000.

AWARD DATA – FORMERLY FPDS – THE PLAN

- Progressive and filters available
- Boolean searches not in current plan
- Data normalization & standardization: Once data entry moves to new platform
- Saved searches
- Sort by date still coming
- All current data fields will be migrated
- All current data fields will be exportable
- Exports to increase from 30K up to 150K lines of data
- Single record display format still evolving

Current standard reports

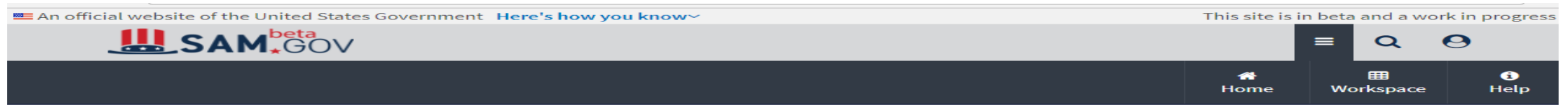
- 24 now in alpha testing
- Forecast mid 2018 into beta

AdHoc reports

- Utility will be available
- Current functions kept
- Easier
- New functions planned

TRANSITIONING TO THE NEW SAM.GOV

WHERE TO SIGN UP: <https://beta.sam.gov/>



Sign Up

Hello! Please sign up below to create your account here.

Email

Submit

Already have an account

Sign In

Role Migrations

Select one of our legacy web sites. Then enter the username and password of your legacy account to migrate your roles to your new SAM.gov account.

Web Site *Required*

▼

- SAM.gov
- FPDS.gov
- CFDA.gov
- eSRS/FSRS.gov
- FBO.gov
- PPIRS.gov
- CPARS.gov

Email / User ID *Required*

Password *Required*

Migrate

Role Migration History

You have not yet migrated any legacy roles.

Legacy Websites

The following web sites are being moved to the new SAM.gov. If you currently have legacy accounts in any of these systems you will be able to migrate all of your associated roles to the new SAM.gov.

Website	Migration Status	System Status
---------	------------------	---------------

RECENT UPDATES

RECENT UPDATES

FPDS Data Management Fixes Data management fixes are changes made to FPDS-NG data as authorized by a GSA project management office, department, or agency administrator. On February 28, 2018, the IAE completed two data fixes to the FPDS-NG website. The following fixes have impacted more than 5,000 awards or Indefinite Delivery Vehicles (IDVs):

- Request from the Department of Homeland Security (DHS) to close out a given list of contracts, impacting approximately 27,831 records
- Request from the United States Agency for International Development (USAID) to fix the Date Signed on a given list of records, impacting approximately 6,499 records

RECENT UPDATES

CPARS Enhancements With each software release, we work to improve the Contractor Performance Assessment Reporting System (CPARS) and Federal Awardee Performance and Integrity Information System (FAPIIS) user experience and the quality of information available from CPARS and FAPIIS. We do this through a combination of minor enhancements and fixing known issues. The following summarizes the customer-facing changes that were made to the CPARS/FAPIIS application in version 5.1.0. on January 28, 2018:

- Updated contractor representative email notification identifying the date and time the evaluation was processed to the Rated status
- Bug fix on Original to Modified Ratings Tab viewing
- Bug fix on FAPIIS access email notification identifying Alternate Focal Point when granting the access
- Maximize Use of Auto Registration when manually registering contracts that exist in FPDS
- Unified sign-on will allow users to log in once to access both CPARS and Past Performance Information Retrieval System (PPIRS), utilize one current Common Access Card/Personal Identity Verification card or user name/password per user role, and toggle between CPARS and PPIRS applications.

RECENT UPDATES

- The SAM Fast Path prevents unaffiliated users from creating new registrations in SAM.gov by verifying the unique entity identifier (DUNS Number). The update provides these abilities:
- Verify the active status of a DUNS Number on SAM.gov.
- Verify if a DUNS Number is within an organizational hierarchy.
- Users that are part of an organization's hierarchy will receive this message at the Verify DUNS Information page: "You are trying to register an entity that is part of a larger organization. We sent your request to an administrator in that organization. They must review and approve your request before you can register this entity. You will receive an email notification from SAM.gov when the organization administrator makes their decision. Until then, you cannot proceed."

RECENT UPDATES

How to be Ready for the CFDA Transition

CFDA.gov will be the first of the 10 existing federal award websites to migrate into beta.SAM.gov. The IAE wants all users to be prepared for this transition and has developed the following reminders.

Users	How to Prepare for the Transition
All users	<ul style="list-style-type: none">• Create a new account on beta.SAM.gov—you can do so today if you want to prepare.• Become familiar with beta.SAM.gov searches.• Ensure you keep your legacy system password up-to-date in preparation for the transition.• When we move legacy SAM, you will need to know your legacy username and password to transfer your legacy roles and permissions.• Role management and permissions for industry are still under development.
CFDA users	<ul style="list-style-type: none">• Keep your legacy username and password up-to-date.• View your assistance listings from the public search.• Create a beta.SAM.gov account today.• Migrate roles from CFDA.gov.• Prepare role assignments for your agency (assistance administrators only).• View your assistance listings in the workspace.• Monitor the CFDA.gov site for announcements regarding the transition.

RECENT UPDATES

FBO.gov Moves to a New Hosting Environment

- Federal Business Opportunities (fbo.gov) recently moved to a new hosting site. This may impact users with strict IT security requirements.
- Visitors to the fbo.gov website rely on the single location for information pertaining to governmentwide contract actions expected to exceed \$25,000. The contractor who manages fbo.gov for the General Services Administration recently changed the web site hosting environment and the IP addresses associated with the site.
- Most users won't notice any change. However, if your company has an interface with FBO, such as using the File Transfer Protocol (FTP) or receiving email confirmations, you'll want to check on local IT security requirements to see if these transactions are affected. For instance, if your company pulls from the FTP on an automatic or regular basis, you may not receive a confirmation notice because the IP address must be whitelisted. Whitelisting identifies entities that are provided a particular privilege, service, or access in order to be recognized by the program. As you may know, FBO supports the public FTP site to anonymously share notice information with users.
- If your company experiences any of these issues due to the new IP Address, please contact the FBO Program Manager, John Corro (john.corro@gsa.gov).

CURRENT SAM.GOV REGISTRATION UPDATE

[View assistance for SAM.gov](#)



Username Password

[Forgot Username?](#) [Forgot Password?](#) [Log In](#) [Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

ALERT: You must submit a [notarized letter](#) appointing the authorized Entity Administrator before your registration will be activated. This requirement now applies to both new and existing entities. Read [our FAQs](#) to learn more about this process change.

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

Notarized letter requirement for both new and existing registrations – eff. 4/27. WPI suggests sending via registered mail! Contact WPI if you need more information or the template for this new process.

UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

May 22, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

May 23, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

June 5, 2018 – **Invoicing the Department of Defense Using WAWF/iRAPT**– [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

June 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

June 12, 2018 – **Code of Business Ethics and Conduct in Government Contracting** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP

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

June 13, 2018 – **Update on the Fair Labor Standards Act** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist, U.S. Department of Labor/Wage & Hour Division

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

5TH ANNUAL DEPARTMENT OF DEFENSE CONTRACT MANAGEMENT UPDATE

MAY 15, 2018 OSHKOSH, WI

Start Date	May 15, 2018
End Date	May 15, 2018
Time	Registration 7:30 am, Program 8:00 am - 4:00 pm
Facility	La Sure's Banquet Hall - Conference Room B
Address	3125 S Washburn St Oshkosh, WI 54904
Contact Info	Larry Herrera larryh@wispro.org (414) 270-3600
Register Online	Register for Event

This year's program will focus on CONTRACT FINANCING and COST CONTRACT ADMINISTRATION.

Speakers:

Representatives from Defense Contract Management Agency (DCMA)
Representatives from Defense Contract Audit Agency (DCAA)
Daryl Zahn, Manager, Contracts and Compliance, DRS Power & Control Technologies, Inc.



REGISTER

Defense Contract Audit Agency (DCAA)

Defense Contract Management Agency (DCMA)

National Contract Management Association (NCMA) Wisconsin Chapter

National Defense Industrial Association – Great Lakes Chapter

Northwest Michigan PTAC

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/5th-annual-department-of-defense-contract-management-update/>

6TH ANNUAL U.S. DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE

MAY 16, 2018 MILWAUKEE

Start Date	May 16, 2018
End Date	May 16, 2018
Time	8:00 am - 4:30 pm
Facility	Hampton Inn
Address	8201 W Greenfield Ave, Milwaukee, WI 53214
Contact Info	Carol Murphy carolm@wispro.org 414-270-3600
Details	Read More Information
Agenda	View The Agenda
Register Online	Register for Event

Special Guest Speaker: Mr. Daniel J. Zimmerman, Secretary, Wisconsin Department of Veterans Affairs

This conference will focus on procurement procedures and business opportunities for veteran owned businesses 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 with eight medical centers, 38 outpatient clinics, eight nursing homes, and six domiciliaries, providing health care services to the 700,000 Veterans who reside within its four state (Illinois, Michigan's Upper Peninsula, Wisconsin, and Northwest Indiana) area. Overall, the Department of Veterans Affairs spends over \$23 billion annually.



[REGISTER](#)

U.S. Department of Veterans Affairs (VA)

Wisconsin Department of Veterans Affairs (WDVA)

National Contract Management Association (NCMA) – Wisconsin Chapter

Northwest Michigan PTAC

US Small Business Administration (SBA)

Center for Economic and Entrepreneur Development (CEED)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/6th-annual-u-s-department-of-veterans-affairs-business-conference/>

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 905
Address	Ft. McCoy Building 905 11th Avenue Fort McCoy, WI
Contact Info	Dave Olson davido@wispro.org (608) 338-8018
Details	Read More Information
Agenda	View The Agenda
Register Online	Register for Event

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

CLICK HERE to view more information at the conference website

Registration for this event will close June 5, 2018 – Early registration ends May 29th



REGISTER

Fort McCoy

Volk Field Air National Guard Base

Juneau County Economic Development Corporation

American Indian Chamber of Commerce (AICCW) – First American Capital Corp. (FACC)

Center for Economic and Entrepreneur Development (CEED)

Small Business Administration (SBA)

Western Dairyland

Wisconsin Economic Development Corporation (WEDC)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/12th-annual-volk-fieldfort-mccoy-small-business-conference/>



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?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Kim Garber | Manager, Small Business Programs

Wisconsin Procurement Institute (WPI)

kimg@wispro.org 608-444-0047

Benjamin Blanc, CFCM, CPPS | Government Contract Specialist

benjaminb@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226