




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.

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

July 11, 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.

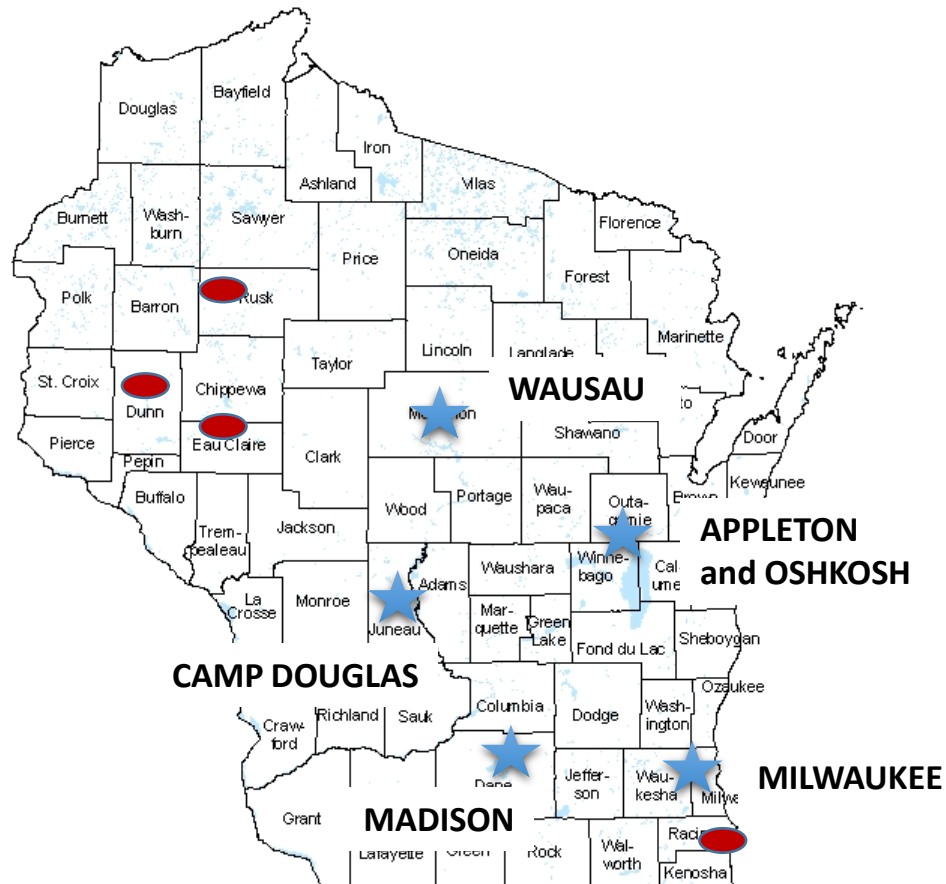
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by  
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

## 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*



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GOVERNMENT

OTHER  
GOVERNMENT &  
GRANTS

SUCCESS &  
AWARDS

FAQS

**12TH ANNUAL VOLK FIELD –  
FORT MCCOY SMALL  
BUSINESS CONFERENCE,  
JUNE 19TH & 20TH.  
REGISTRATION CLOSES JUNE  
5TH**

**www.wispro.org**

## UPCOMING EVENTS

JUNE 5 2018  
ACQUISITION HOUR: INVOICING THE DEPARTMENT OF  
DEFENSE USING WAWF/IRAPT

JUNE 6 2018  
ACQUISITION HOUR: FLOW-DOWN CLAUSES –  
MANAGEMENT AND RESPONSIBILITIES FOR FEDERAL  
CONTRACTORS

JUNE 6 2018  
DOING BUSINESS WITH THE US FOREST SERVICE  
RHINELANDER, WI »

JUNE 7 2018  
DOING BUSINESS WITH THE NATIONAL PARK SERVICE  
HOUGHTON, MI »

JUNE 12 2018  
ACQUISITION HOUR: CODE OF BUSINESS ETHICS AND  
CONDUCT IN GOVERNMENT CONTRACTING

## CURRENT OPPORTUNITIES (5)



## 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

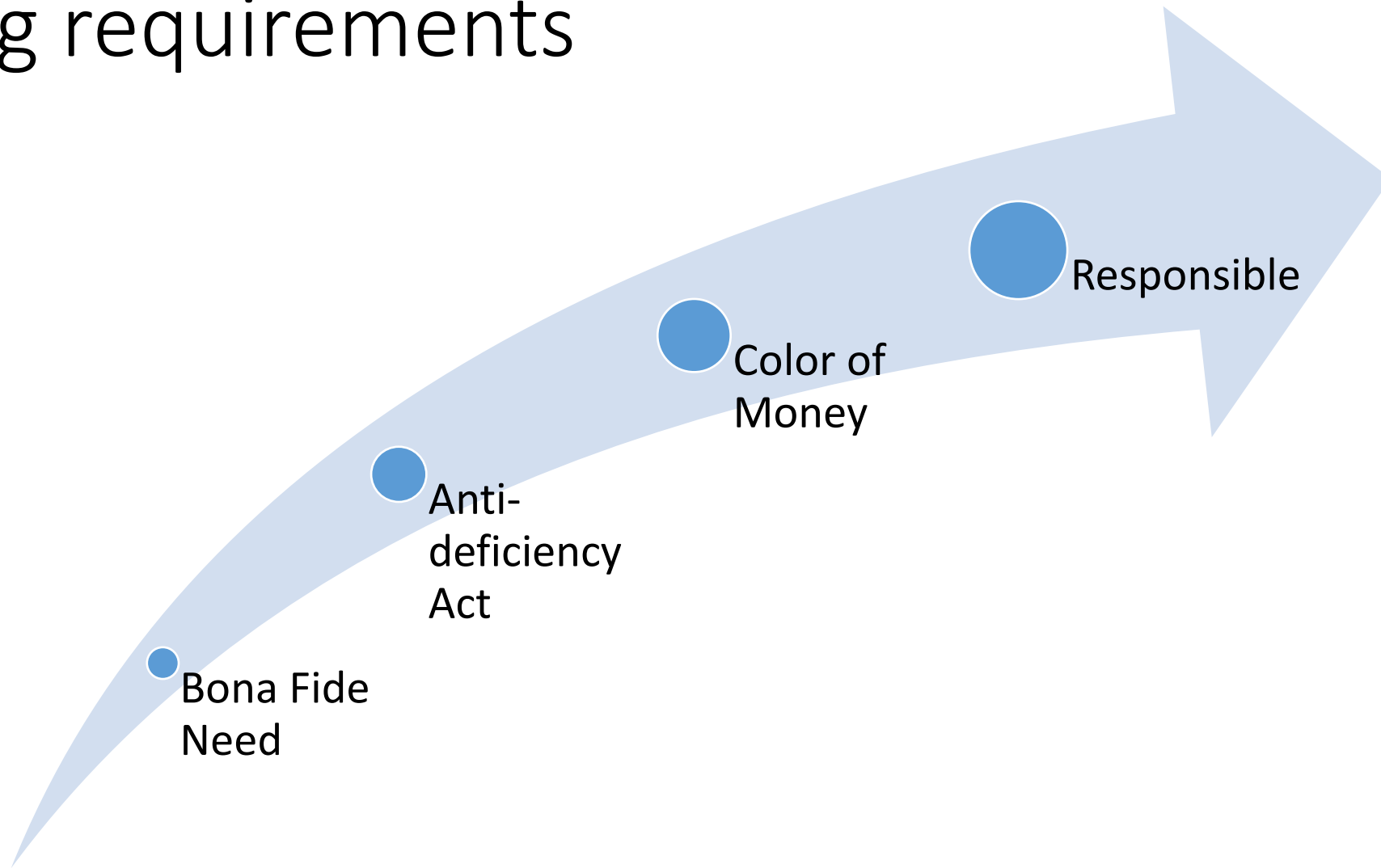
# The End of the Fiscal Year is Here: What is Hot and What is Not

Marc N. Violante

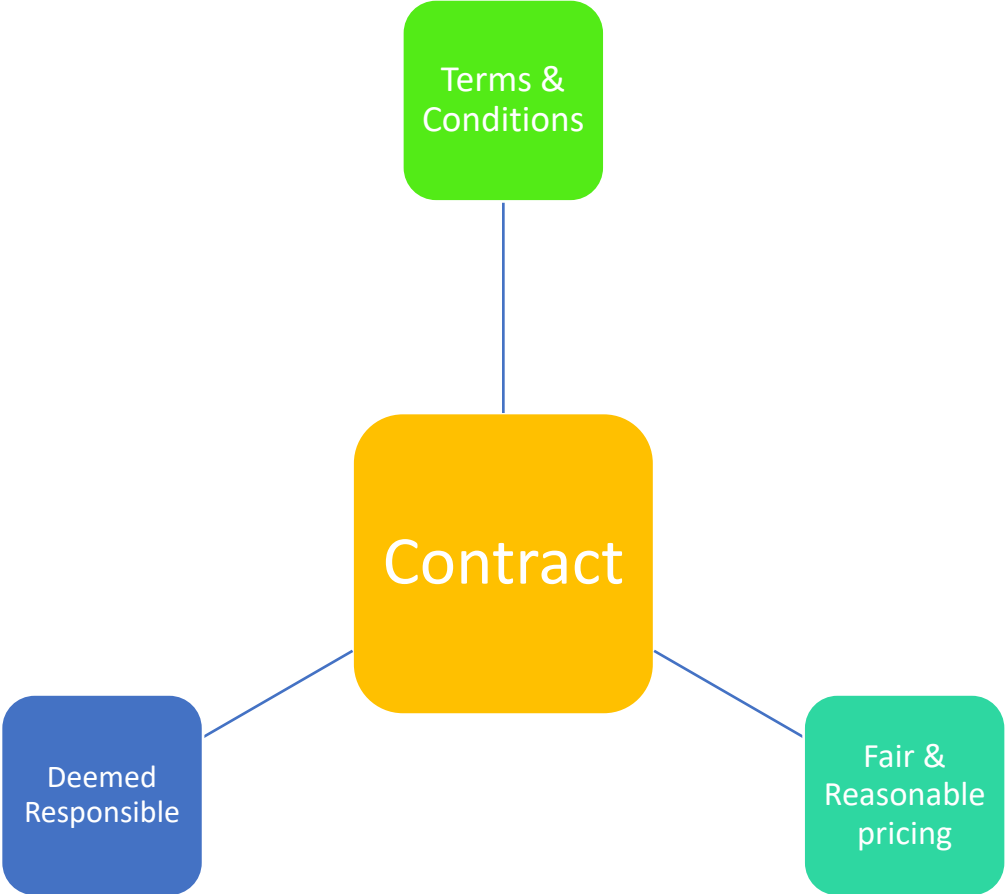
Wisconsin Procurement Institute

August 11, 2018

# Driving requirements







# Essential elements – for selection (award)



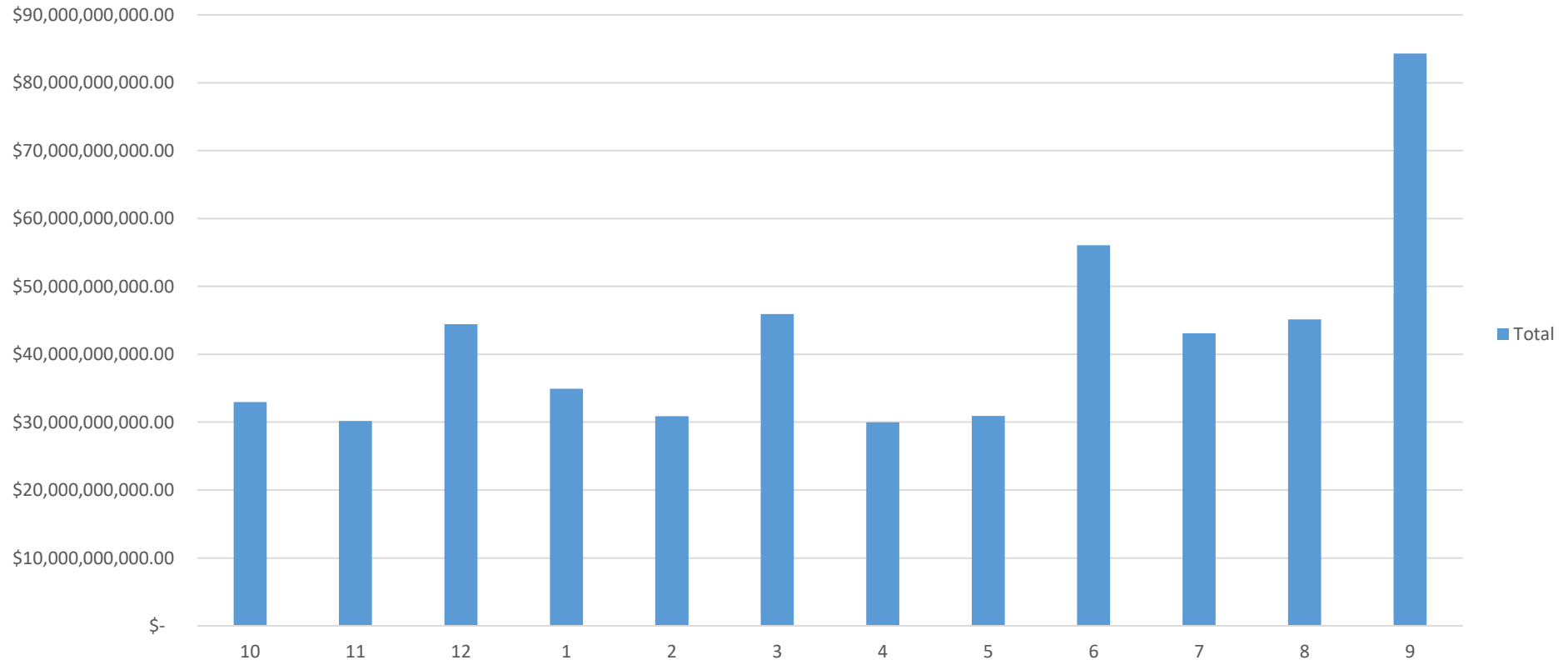
# Anti-deficiency Act

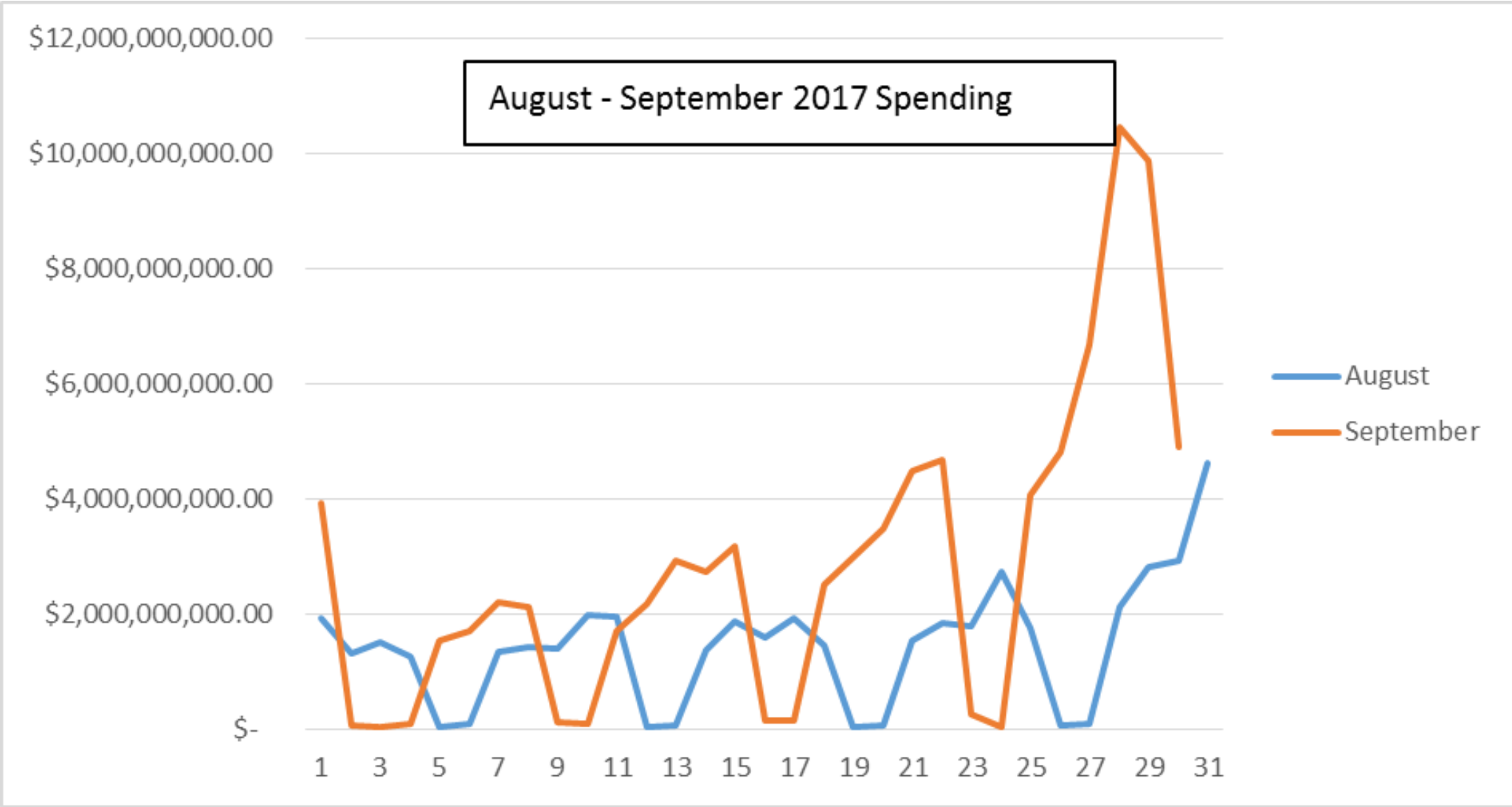
- Must have funds in place prior to spending
- Funding in place = appropriation
- Cannot exceed amount of funds appropriated for a purchase
- Pricing – costs can be critical
  - Requirements v. funds may not allow for modifications
- Cannot exceed total funds budgeted for a year
- Use or loose philosophy
- Don't leave the KO in a bad spot!

# General end of year award value & trend

Month	2013	2014	2015	2016	2017	3 Month Grand Total	Trend
July	\$ 36,202,682,265.97	\$ 34,459,594,606.76	\$ 33,066,451,844.71	\$ 33,076,946,738.79	\$ 43,115,649,492.13	\$ 179,921,324,948.36	
August	\$ 36,564,104,857.72	\$ 32,470,170,369.79	\$ 33,014,528,973.14	\$ 42,022,841,423.44	\$ 45,149,499,437.10	\$ 189,221,145,061.19	
September	\$ 84,343,644,341.92	\$ 77,311,508,033.34	\$ 70,577,596,807.05	\$ 74,517,163,818.51	\$ 84,298,805,377.56	\$ 391,048,718,378.38	
3 Month Grand Total	\$ 157,110,431,465.61	\$ 144,241,273,009.89	\$ 136,658,577,624.90	\$ 149,616,951,980.74	\$ 172,563,954,306.79	\$ 760,191,188,387.93	
Percent FY Spend	26%	25%	24%	25%	25%	25%	

Awards by Month – federal fiscal year view





# Top 10 Departments – last two months (FY-17)<sup>15</sup>

Contracting Department Name	Action Obligation
DEPT OF DEFENSE	\$75,668,837,588.81
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$8,890,872,208.65
HOMELAND SECURITY, DEPARTMENT OF	\$8,295,450,821.93
VETERANS AFFAIRS, DEPARTMENT OF	\$5,884,456,633.01
STATE, DEPARTMENT OF	\$4,830,200,931.25
ENERGY, DEPARTMENT OF	\$4,626,561,526.03
GENERAL SERVICES ADMINISTRATION	\$4,041,412,924.07
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$3,219,261,285.34
JUSTICE, DEPARTMENT OF	\$2,364,272,295.94
AGRICULTURE, DEPARTMENT OF	\$2,251,340,839.33
<b>Total</b>	<b>\$118,072,667,054.36</b>

# Top 10 Departments – small business

Sum of Action Obligation	Column Labels			
Row Labels	OTHER THAN SMALL BUSINESS	SMALL BUSINESS	Grand Total	SB Percent
DEPT OF DEFENSE	\$ 54,942,213,170.62	\$ 20,726,523,471.52	\$ 75,668,736,642.14	27%
VETERANS AFFAIRS, DEPARTMENT OF	\$ 3,098,914,503.91	\$ 2,785,542,129.10	\$ 5,884,456,633.01	47%
HOMELAND SECURITY, DEPARTMENT OF	\$ 3,939,887,888.33	\$ 2,355,562,933.60	\$ 6,295,450,821.93	37%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$ 6,770,145,841.29	\$ 2,120,726,367.36	\$ 8,890,872,208.65	24%
AGRICULTURE, DEPARTMENT OF	\$ 768,465,309.22	\$ 1,482,875,530.11	\$ 2,251,340,839.33	66%
STATE, DEPARTMENT OF	\$ 3,618,026,781.31	\$ 1,212,174,149.94	\$ 4,830,200,931.25	25%
GENERAL SERVICES ADMINISTRATION	\$ 2,832,100,507.80	\$ 1,209,312,416.27	\$ 4,041,412,924.07	30%
JUSTICE, DEPARTMENT OF	\$ 1,473,751,932.83	\$ 890,520,363.11	\$ 2,364,272,295.94	38%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 2,530,910,153.30	\$ 688,351,132.04	\$ 3,219,261,285.34	21%
ENERGY, DEPARTMENT OF	\$ 4,123,722,329.98	\$ 502,839,196.05	\$ 4,626,561,526.03	11%
<b>Grand Total</b>	<b>\$ 84,098,138,418.59</b>	<b>\$ 33,974,427,689.10</b>	<b>\$ 118,072,566,107.69</b>	<b>29%</b>

# NAICS v. SB Performance

NAICS Code	NAICS Description	Sum of Action Obligation
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$ 3,953,436,666.76
541519	OTHER COMPUTER RELATED SERVICES	\$ 3,092,969,739.90
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 2,478,343,902.50
541330	ENGINEERING SERVICES	\$ 2,351,803,498.78
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 1,973,408,237.33
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$ 1,638,671,199.72
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 892,353,810.48
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$ 887,041,321.45
561210	FACILITIES SUPPORT SERVICES	\$ 811,817,859.26
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 789,348,720.93
<b>Grand Total</b>		<b>\$ 18,869,194,957.11</b>

# Worst performing SB NAICS\*

Last 10	11 to 20	21 to 30	31 to 40	41 to 50
531311	327991	454319	316213	332214
524114	326212	112930	311313	313312
541191	926150	234990	311942	111110
485320	517211	622210	311824	115116
522310	713930	331421	621491	323115
333220	314991	721120	334414	323112
423520	524126	322222	516110	316219
334611	441110	212111	485119	424590
446130	112210	336312	311520	333312
331419	316993	332611	112390	422920

\*Overall performance. NAICS code dollars may vary by Contracting Office.

# NAICS Selection Criteria

- The contracting officer shall select the NAICS code which best describes the principal purpose of the product or service being acquired.
- Primary consideration is given to the industry descriptions in the U.S. NAICS Manual, the product or service description in the solicitation and any attachments to it, the relative value and importance of the components of the procurement making up the end item being procured, and the function of the goods or services being purchased.
- A procurement is usually classified according to the component which accounts for the greatest percentage of contract value.

# NAICS Selection Criteria

- A concern that submits an offer or quote for a contract where the NAICS code assigned to the contract is one for supplies, and furnishes a product it did not itself manufacture or produce, **is categorized as a nonmanufacturer and deemed small if it meets the requirements of 19.102(f).**
- As a result, some NAICS are not to be used to classify procurements. Identified on the next slide.
- The nonmanufacturer rule allows for SB performance (extends & ease) which would not be possible if adherence to Limitations on Subcontracting was required.

# NAICS Selection - reminder

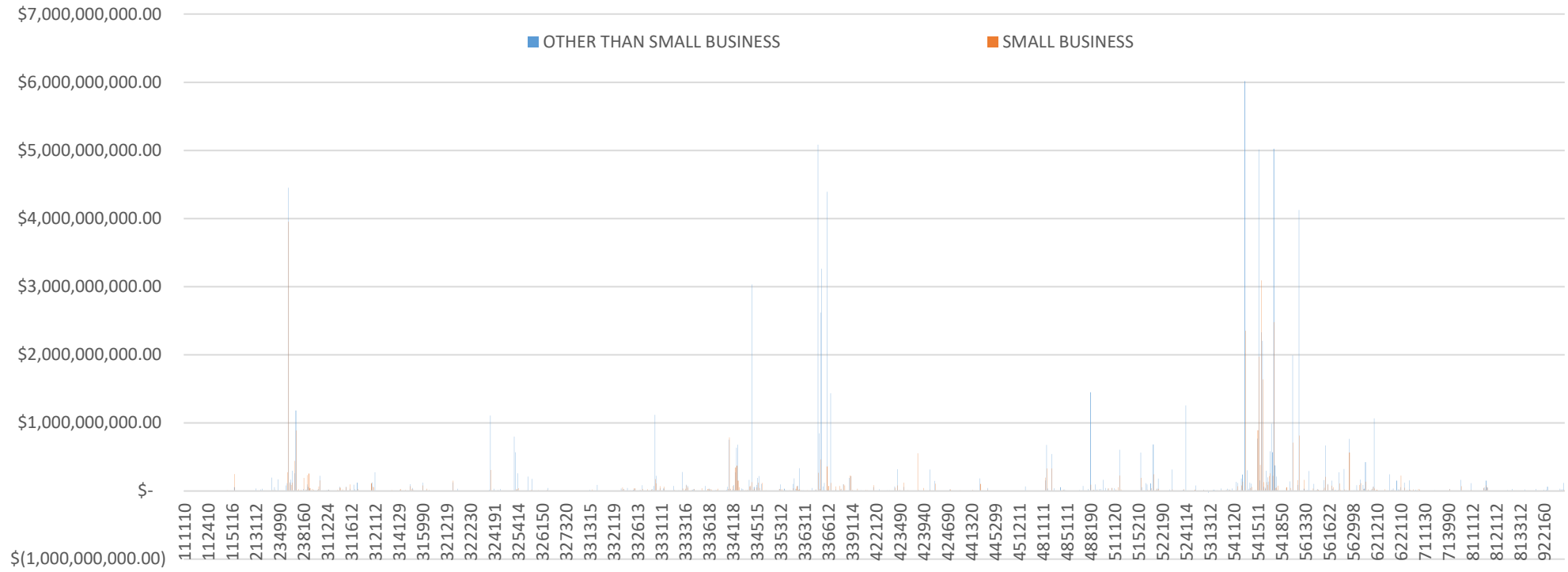
## Sector – 42 Wholesale Trade

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

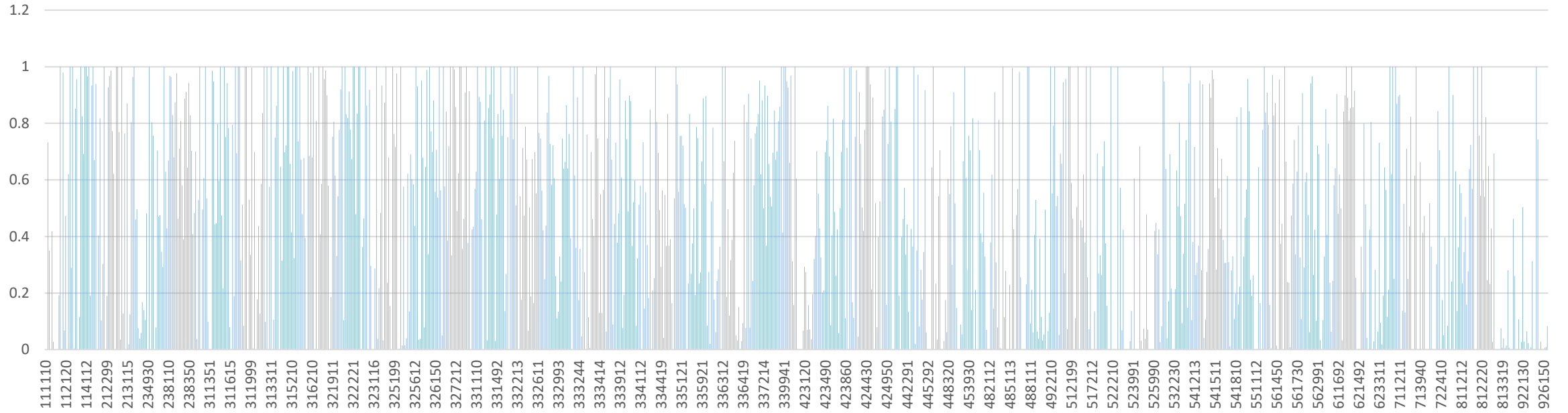
## Sectors 44-45 Retail Trade

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

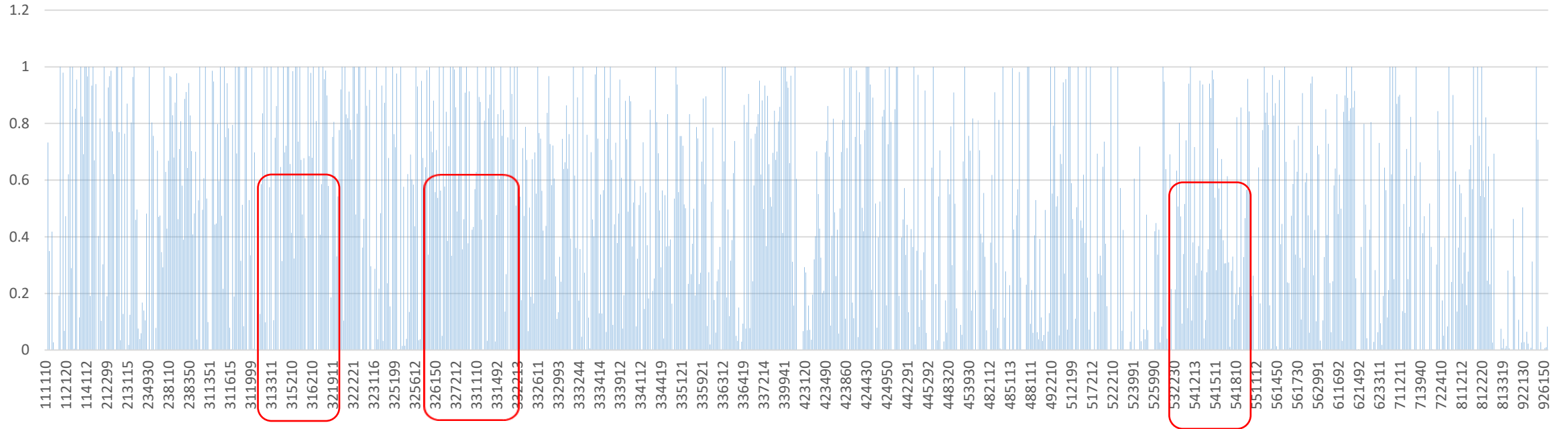
Source: SBA Table of Size Standards: <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards/table-small-business-size-standards>



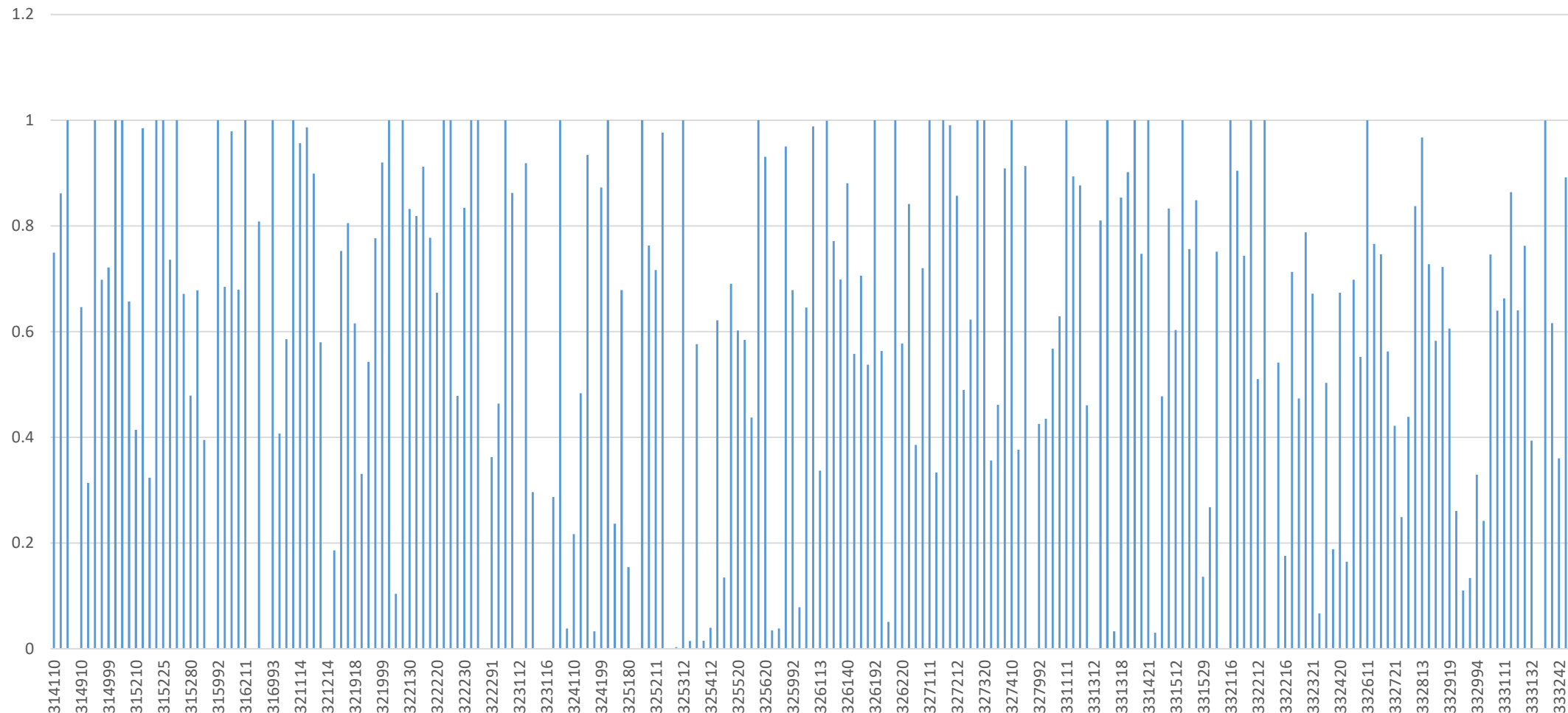
### SB percentage of awards v. NAICS Code – Aug- Sep 2017



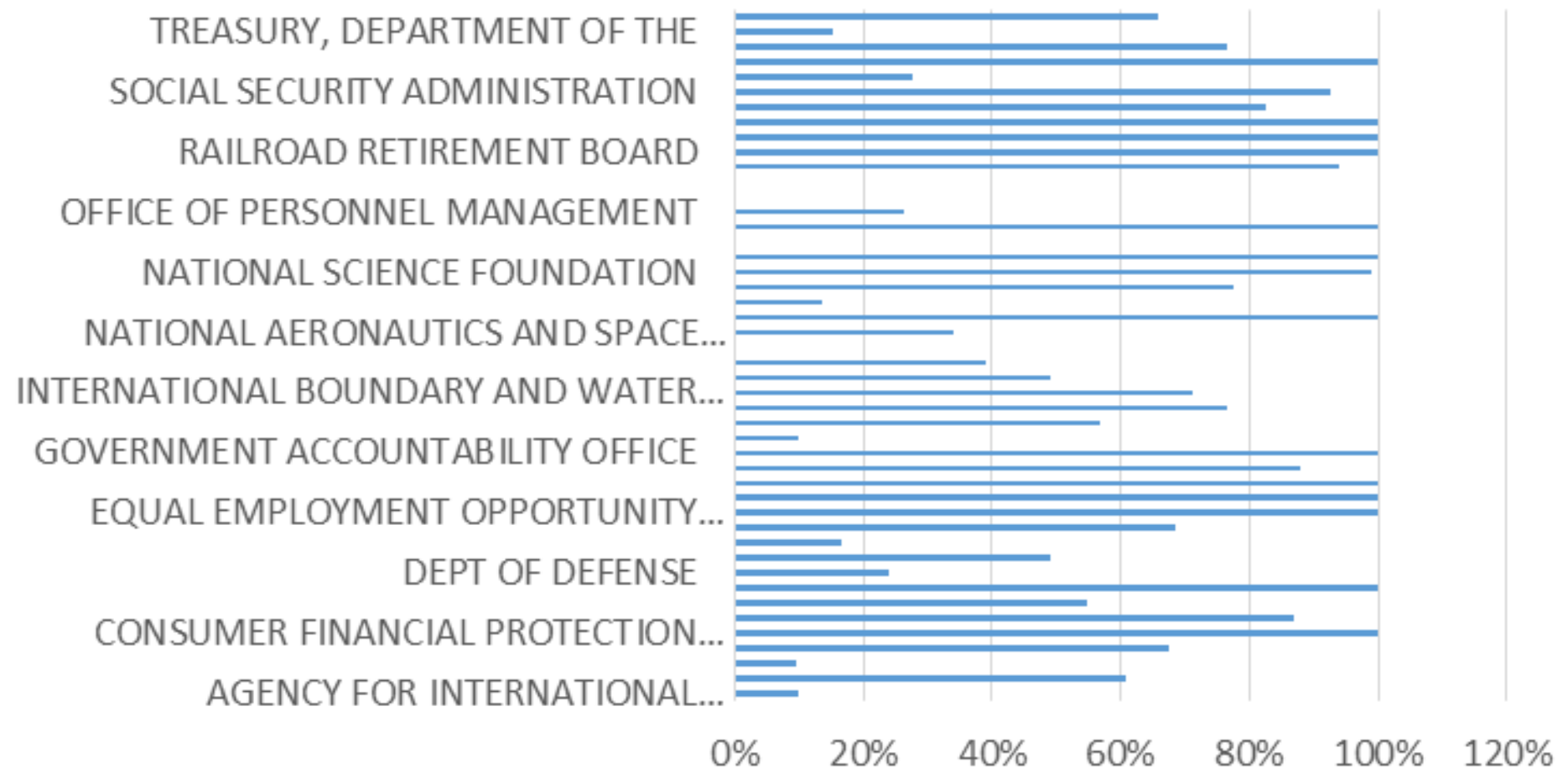
SB percentage of awards v. NAICS Code – Aug- Sep 2017



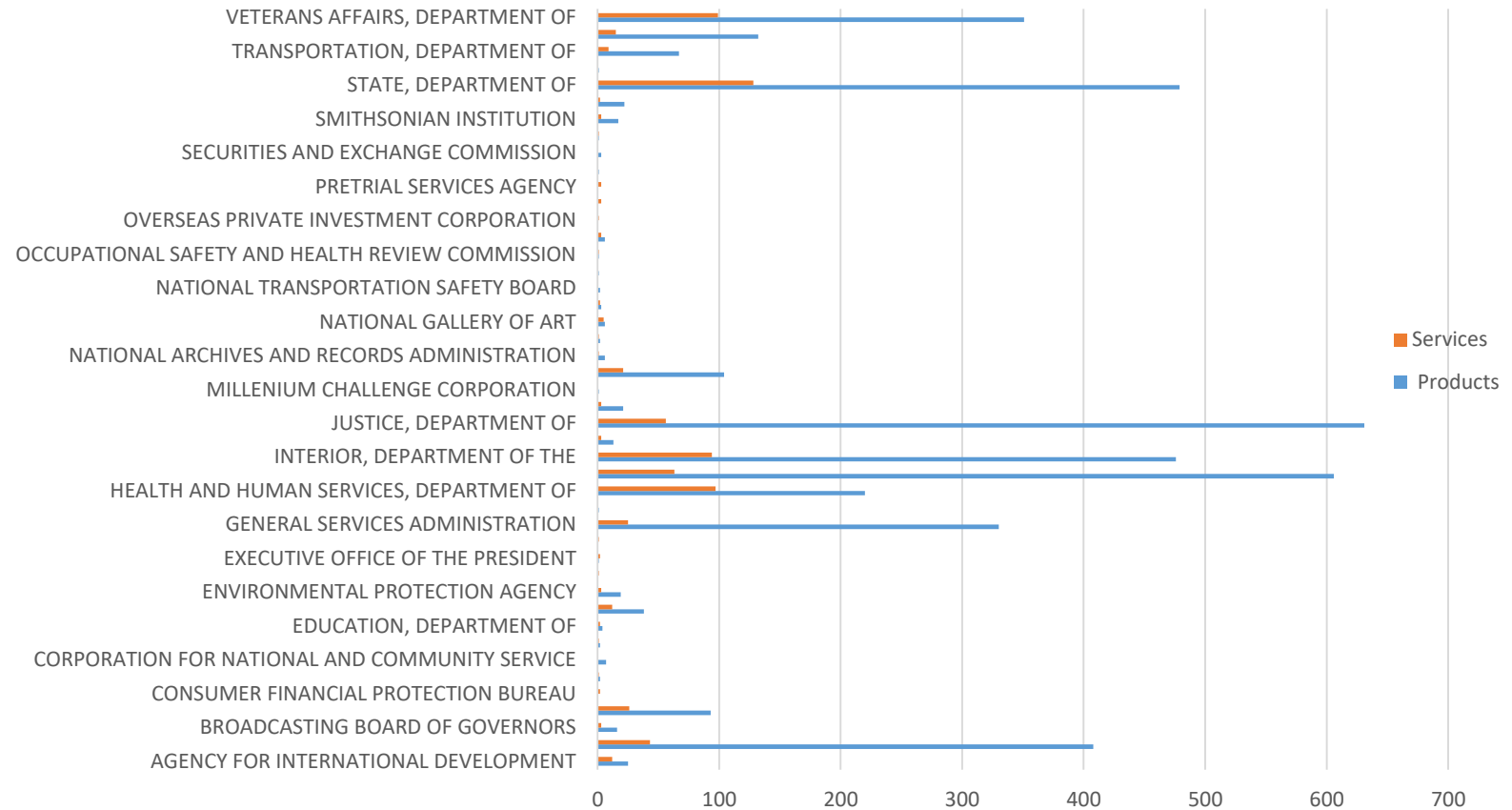
### % SB Award by NAICS – expanded view



## % SB Awards (NAICS: 314121 -- 33240)



### Category of Action (Product / Service)



FY-17 data | Aug/Sep | DoD data removed to avoid skewing

## Award / Type v. Percentage (FY-17)

Award or IDV Type	Action Obligation	
BOA	\$168,776,950.25	0%
BPA	\$47,296,632.55	0%
BPA CALL	\$14,044,428,828.64	3%
DEFINITIVE CONTRACT	\$235,881,609,831.81	46%
DELIVERY ORDER	\$233,301,870,928.41	46%
FSS	\$109,731.00	0%
GWAC	\$5,397,785.05	0%
IDC	\$8,760,024,306.60	2%
PURCHASE ORDER	\$16,636,192,868.03	3%
Total	\$508,845,707,862.34	

## Award / Type v. Percentage (FY-17) selected NAICS 28

Award or IDV Type	Action Obligation	
BOA	\$31,770.64	0%
BPA	\$1,236,800.61	0%
BPA CALL	\$276,527,964.69	1%
DEFINITIVE CONTRACT	\$8,292,640,857.05	22%
DELIVERY ORDER	\$25,921,121,080.66	67%
FSS	\$0.00	0%
GWAC	\$56,625.67	0%
IDC	\$1,477,339,428.54	4%
PURCHASE ORDER	\$2,444,218,910.70	6%
Total	\$38,413,173,438.56	

NAICS 314121 - 333240

## Award / Type v. Percentage (FY-17) Aug & Sep

Award or IDV Type	Action Obligation	
BOA	\$123,141,938.75	0%
BPA	\$28,833,786.38	0%
BPA CALL	\$4,750,058,935.00	4%
DEFINITIVE CONTRACT	\$48,399,660,846.76	37%
DELIVERY ORDER	\$69,244,539,931.49	53%
FSS	\$0.00	0%
GWAC	\$504,996.58	0%
IDC	\$1,577,221,490.34	1%
PURCHASE ORDER	\$5,323,462,310.82	4%
Total	\$129,447,424,236.12	

# Big spenders - good SB customer?

Row Labels	OTSB	SMALL BUSINESS	Grand Total	% awds SB
CDC OFFICE OF ACQUISITION SERVICES	\$715,240,035	\$87,229,131	\$802,469,166	11%
W4MM USA JOINT MUNITIONS CMD	\$540,673,365	\$30,739,257	\$571,412,622	5%
NATIONAL CMOP OFFICE (NCO)(00770)	\$557,526,253	\$7,451,441	\$564,977,694	1%
W6QK ACC-PICA	\$263,035,618	\$88,476,298	\$351,511,916	25%
US MINT HEADQUARTERS	\$119,499,645	\$121,235,507	\$240,735,152	50%
DLA TROOP SUPPORT	\$111,239,030	\$109,349,973	\$220,589,003	50%
FA8672 FLCMC EBMK	\$194,023,993		\$194,023,993	0%
OFFICE OF ACQ MGMT POLICY	\$136,782,596	\$28,902,056	\$165,684,652	17%
DLA LAND AND MARITIME	\$57,374,308	\$74,621,200	\$131,995,508	57%
NAVSEA HQ	\$117,400,288		\$117,400,288	0%
W6QK ACC-APG	\$100,478,995	\$6,875,822	\$107,354,816	6%
NSWC INDIAN HEAD EOD TECH DIV	\$93,675,654	\$4,199,270	\$97,874,924	4%
NAVSUP WEAPON SYSTEMS SUPPORT MECH	\$49,989,501	\$12,794,137	\$62,783,638	20%
248-NETWORK CONTRACT OFC 8(00248)	\$61,123,799	\$1,372,655	\$62,496,454	2%
250-NETWORK CONTRACT OFC 10(00250)	\$54,741,130	\$409,821	\$55,150,951	1%
DLA AVIATION	\$28,352,877	\$25,875,699	\$54,228,575	48%



# Top SB Contracting Offices - % of total awds

US MINT HEADQUARTERS	50%	\$121,235,507
DLA TROOP SUPPORT	50%	\$109,349,973
W6QK ACC-PICA	25%	\$88,476,298
CDC OFFICE OF ACQUISITION SERVICES	11%	\$87,229,131
DLA LAND AND MARITIME	57%	\$74,621,200
W4MM USA JOINT MUNITIONS CMD	5%	\$30,739,257
OFFICE OF ACQ MGMT POLICY	17%	\$28,902,056
DLA AVIATION	48%	\$25,875,699
ACQUISITIONS - AQMMA	44%	\$20,565,232
W4GG HQ US ARMY TACOM	39%	\$17,156,419
NSWC CRANE	36%	\$15,008,048
USSOCOM REGIONAL CONTRACTING OFFICE	100%	\$13,228,479
NAVSUP WEAPON SYSTEMS SUPPORT MECH	20%	\$12,794,137
DLA LAND WARREN	34%	\$10,846,492
MISSION SUPPORT CTR DIV	97%	\$10,293,337
W07V ENDIST ROCK ISLAND	100%	\$9,147,707
W071 ENDIST WALLA WALLA	100%	\$7,896,681

FY – 16 data

## Details for:

W07V ENDIST ROCK ISLAND  
W071 ENDIST WALLA WALLA

Product PSC	Service PSC	Grand Total
21	1	22
12		12
<b>33</b>	<b>1</b>	<b>34</b>

Contracting Office Name (Multiple Items)			
Sum of Action Obligation Column Labels			
Row Labels	OTSB	SMALL BUSINESS	Grand Total
325613		\$9,325	\$9,325
326122		\$9,455	\$9,455
326211		\$15,556	\$15,556
326291		\$66,910	\$66,910
327331		\$10,780	\$10,780
327390		\$22,229	\$22,229
331110	\$17,062		\$17,062
331221		\$7,555	\$7,555
332312		\$15,203,642	\$15,203,642
332313		\$9,919	\$9,919
332420		\$0	\$0
332618		\$353,060	\$353,060
332710		\$658,520	\$658,520
332722		\$52,090	\$52,090
332911		\$57,159	\$57,159
332913		\$20,264	\$20,264
332996		\$342,975	\$342,975
332999		\$16,463	\$16,463
333111		\$6,997	\$6,997
333112		\$7,645	\$7,645
333120		\$164,473	\$164,473
333243		\$9,373	\$9,373
<b>Grand Total</b>	<b>\$17,062</b>	<b>\$17,044,388</b>	<b>\$17,061,450</b>

Count of Product or Service Desc		
Contracting Office Name	Product or Service Description	Total
W071 ENDIST WALLA WALLA	BARS AND RODS, NONFERROUS BASE METAL	1
	BEARINGS, ANTIFRICTION, UNMOUNTED	2
	CHAIN AND WIRE ROPE	3
	COMPRESSORS AND VACUUM PUMPS	1
	DRAPERIES, AWNINGS, AND SHADES	1
	HAZARDOUS MATERIAL SPILL CONTAINMENT AND CLEAN-UP EQUIPMENT AND MATERIAL	1
	MAINT/REPAIR/REBUILD OF EQUIPMENT- MISCELLANEOUS	1
	NUTS AND WASHERS	4
	PIPE, TUBE AND RIGID TUBING	4
	PLUMBING FIXTURES AND ACCESSORIES	2
	POWER AND HAND PUMPS	1
	RUBBER FABRICATED MATERIALS	3
	SCAFFOLDING EQUIPMENT AND CONCRETE FORMS	1
	SOIL PREPARATION EQUIPMENT	1
	STORAGE TANKS	2
	TIRES AND TUBES, PNEUMATIC, AIRCRAFT	1
	TRACTORS, WHEELED	1
	VALVES, POWERED	1
	WATER TURBINES AND WATER WHEELS; AND COMPONENTS	1
	WINCHES, HOISTS, CRANES, AND DERRICKS	1
W071 ENDIST WALLA WALLA Total		33
W07V ENDIST ROCK ISLAND	BARS AND RODS	1
	FANS, AIR CIRCULATORS, AND BLOWER EQUIPMENT	1
	IRON AND STEEL PRIMARY AND SEMIFINISHED PRODUCTS	7
	LATHES	1
	MISCELLANEOUS SPECIAL INDUSTRY MACHINERY	2
	ROAD CLEARING, CLEANING, AND MARKING EQUIPMENT	1
	STRUCTURAL SHAPES	6
	TEXTILE FABRICS	2
	TILE, BRICK AND BLOCK	1
	TRACTORS, WHEELED	1
VALVES, NONPOWERED	1	
W07V ENDIST ROCK ISLAND Total		24
Grand Total		57

		Data	
Contracting Office Name	Award or IDV Type	Count of Award or IDV Type	Sum of Action Obligation
W071 ENDIST WALLA WALLA	BPA	1	\$ -
	BPA CALL	10	\$ 79,908.12
	DEFINITIVE CONTRACT	1	\$ 6,779,500.00
	DELIVERY ORDER	8	\$ 694,470.50
	IDC	1	\$ -
	PURCHASE ORDER	12	\$ 342,802.55
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
W07V ENDIST ROCK ISLAND	DEFINITIVE CONTRACT	13	\$ 8,744,987.32
	DELIVERY ORDER	3	\$ 278,742.33
	IDC	1	\$ -
	PURCHASE ORDER	7	\$ 123,977.61
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

FY – 16 data

		Data	
Contracting Office Name	Referenced IDV PIID	Count of Referenced IDV PIID	Sum of Action Obligation
<input checked="" type="checkbox"/> W071 ENDIST WALLA WALLA		15	\$ 7,122,302.55
	GS06F0018S	1	\$ 9,325.00
	GS07F0235T	1	\$ 9,454.50
	GS07F059CA	1	\$ 22,229.00
	GS30F0010K	1	\$ 22,893.00
	W9127N15D0004	1	\$ 559,000.00
	W912EF15A0005	1	\$ 9,905.00
	W912EF15A0006	1	\$ 10,359.00
	W912EF15A0008	1	\$ (19,270.42)
	W912EF15A0009	2	\$ 26,825.00
	W912EF15A0010	4	\$ 39,337.54
	W912EF15A0012	1	\$ 12,752.00
	W912EF15D0001	1	\$ 900.00
	W912EF16D0011	1	\$ 60,750.00
	W912EF16D0012	1	\$ 9,919.00
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
<input checked="" type="checkbox"/> W07V ENDIST ROCK ISLAND		21	\$ 8,868,964.93
	GS21F080AA	1	\$ 6,997.33
	GS30F0008S	1	\$ 58,985.00
	W912EK14D0001	1	\$ 212,760.00
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

# Other considerations

- Actions below the micro-purchase threshold (<\$3,500)\* are exempt from TAA and BAA.
- In many cases, during this time of year response time is essential.
  - Being able to source and provide either TAA or BAA compliant items
  - Planning and identification of sources may be beneficial

# Commercial Item response time

- The contracting officer must **establish** a solicitation **response time** that **will afford potential offerors a reasonable opportunity to respond** to each proposed contract action, (including actions where the notice of proposed contract action and solicitation information is accessible through the GPE), in an amount estimated to be greater than \$25,000, but not greater than the simplified acquisition threshold; or each contract action for the acquisition of commercial items in an amount estimated to be greater than \$25,000.
- May be a couple of days.
- Opportunity may be directly related to the ability to respond with the required information within the time frame established.

# FBO Notices

- Sources Sought notices
  - Typically are numbered independently of RFQ's and/or RFP's
  - Input is market research and documentation
  - Responding does not imply any further contact or notification
  - Watch this opportunity – will not link to a separately numbered RFQ/RFP notice even though the items/services are the same
  - The next information may be unfortunately viewing an Award notice of a missed opportunity

# Documents

- System for Award Management (SAM)
- Dynamic Small Business Search
- Capabilities Statement – tailored
- WPI – bidmatch profile
  - Review
  - Update
- FBO profile, if used
- GSA schedule holders; determine if Sale/Sale pricing is justified

# Data process



# Buying Office process

Select Buying Office(s)

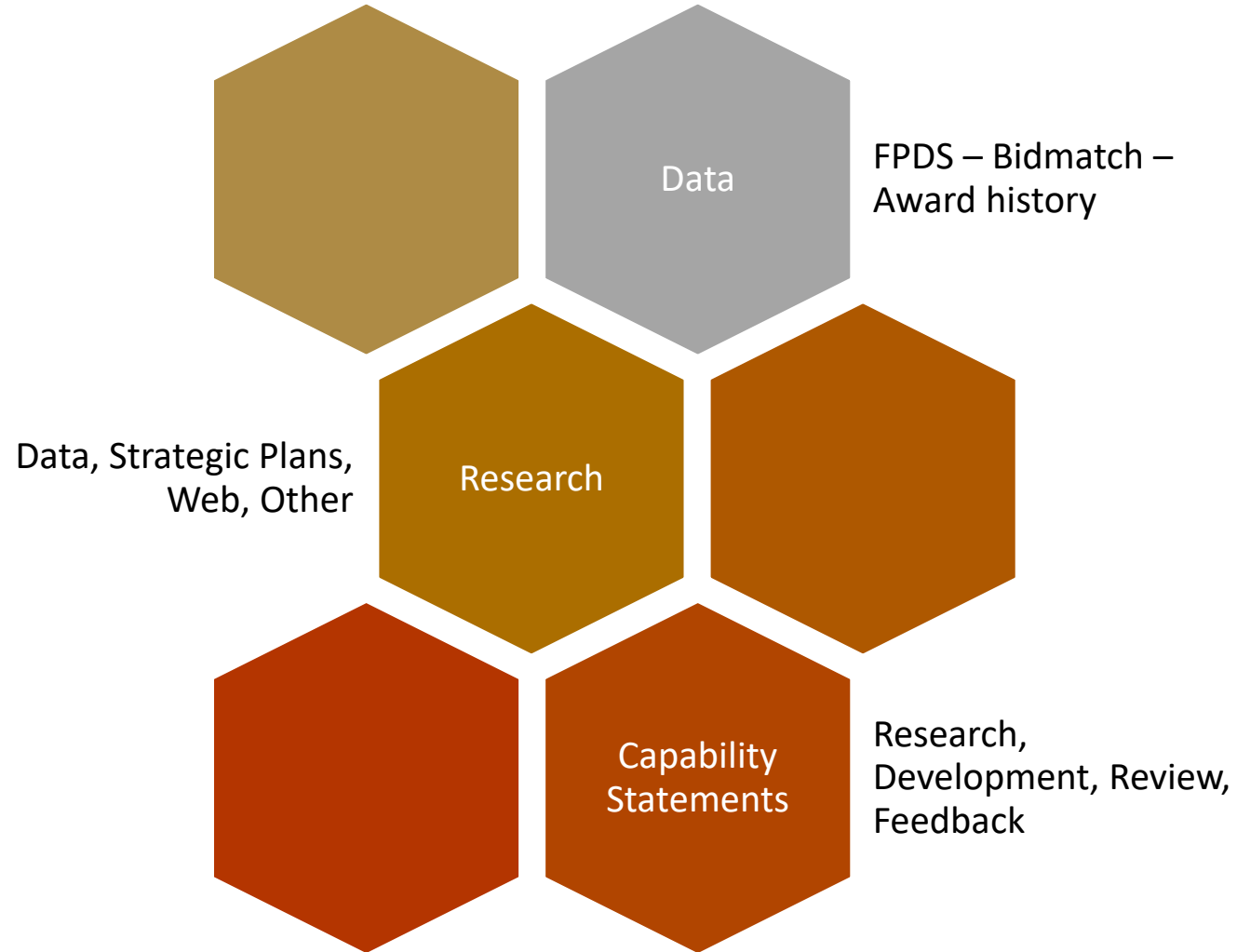
Data – understand purchase, determine fit, and level of opportunity

Match with capabilities / resources / supply chain

Identify barriers – contract vehicle / PIID / Socio-economic / other

Capability Statement – contact & update bidmatch criteria

# Connect with WPI



# UPCOMING TRAINING - EVENTS

## WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

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 24, 2018 – **The Lifecycle of Federal Disaster Response and Support** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

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

August 8, 2018 – **Market Research – Using the Federal Procurement Data Systems (FPDS)** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

August 21, 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)

August 22, 2018 – **Maximizing FBO in Your Market Strategies** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

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



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SAVE THE DATES  
**2018 MARKETPLACE**  
December 12-13, 2018

LOCATION:  
Potawatomi Conference Center  
Milwaukee, Wisconsin

**THANK YOU**

**2017**



# QUESTIONS?

# SURVEY



# CONTINUING PROFESSIONAL EDUCATION

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CPE Certificate available, please contact:

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