
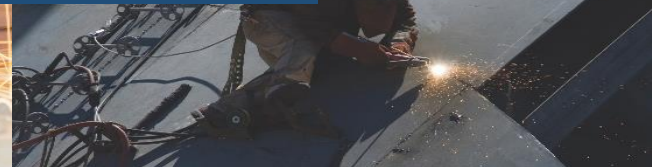




A Procurement Technical  
Assistance Center (PTAC)

The background of the slide is 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 there are trees and streetlights in the foreground. A blue banner with white text is overlaid on the bottom half of the image.

# UPDATE ON FEDERAL HOUR WAGE LABOR LAWS ACQUISITION HOUR WEBINAR March 27, 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!

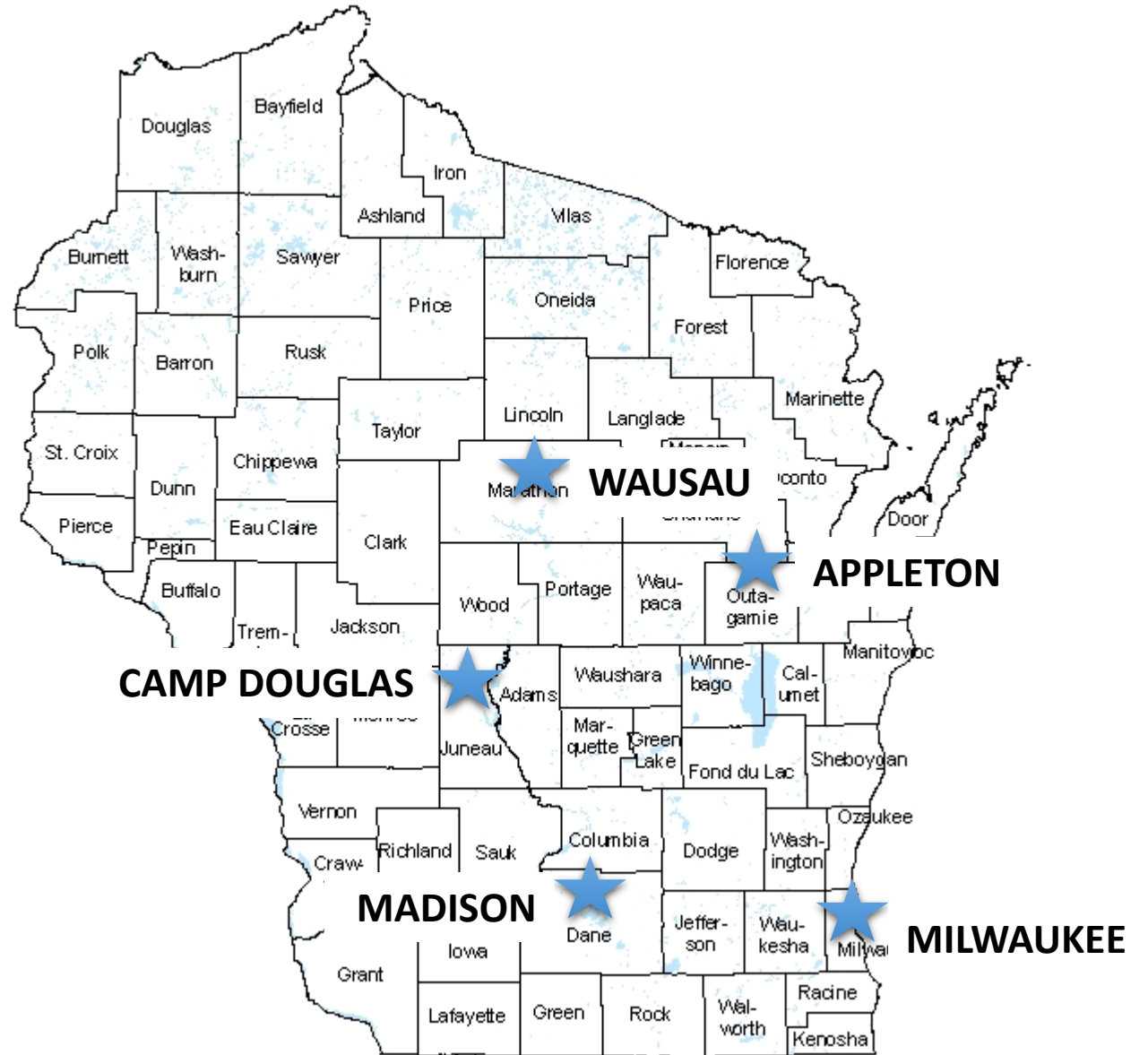
# ABOUT WPI SUPPORTING THE MISSION

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 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 – *Fox Valley Technical College*



**CLICK HERE TO VIEW WPI NEWSLETTER**

**www.wispro.org**



## UPCOMING EVENTS

JANUARY 10 2018  
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE  
IRON MOUNTAIN, MI »

JANUARY 17 2018  
END OF YEAR FEDERAL CONTRACTOR UPDATE  
MILWAUKEE »

JANUARY 23 2018  
PREPARING A WINNING GOVERNMENT PROPOSAL  
MILWAUKEE »

JANUARY 23 2018  
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)  
WEBINAR »

JANUARY 24 2018  
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS  
WEBINAR »

## CURRENT OPPORTUNITIES (4)

## 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

# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- March 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- April 3, 2018 – **Contract Closeouts: Preparing for a Smooth Ending** – [CLICK HERE](#) for additional information – presented by Mark Dennis – Consultant – La Crosse River Consulting
- April 4, 2018 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- April 17, 2018 – **eSRS Individual Subcontractor Reporting (ISR) Basics** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)
- April 25, 2018 – **Learning About Surety Bond Guarantee From the U.S SBA** – [CLICK HERE](#) for additional information – presented by Tamara Murray – Underwriting Marketing Specialist – U.S Small Business Administration, Office of Surety Guarantees

# ACQUISITION HOUR LIVE WEBINAR SERIES

- May 8, 2018 – **How to Quickly Analyze Solicitations** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- May 9, 2018 – **Change in Ownership on a Small Business and Consequences for Government Contracts, Certifications and Succession Planning** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP
- 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 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

# UPCOMING EVENTS

[Federal Acquisition Regulations \(FAR\) Review](#) – Tuesday Evenings – Webinar

[Society of American Military Engineers \(SAME\) Joint Industry Days and Federal Agency Forum \(JIDFAF\)](#) – April 9 – 10, 2018 – Northbrook, IL

[Federal Acquisition Regulations, Understanding the Basics](#) – April 11, 2018 – Iron Mountain, MI

[Preparing a Winning Government Proposal](#) – April 26, 2018 – Milwaukee, WI

[6<sup>TH</sup> Annual U.S. Department of Veteran Affairs Business Conference](#) – May 16, 2018 – West Allis, WI

[12<sup>th</sup> Annual Volk Field-Fort McCoy Small Business Conference](#) – June 19-20, 2018 – Fort McCoy, WI

# SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) JOINT INDUSTRY DAYS AND FEDERAL AGENCY FORUM (JIDFAF)

APRIL 9, 2018 NORTHBROOK

Start Date	April 9, 2018
End Date	April 10, 2018
Facility	Hilton Chicago/Northbrook
Address	2855 N Milwaukee Ave, Northbrook, IL 60062
Contact Info	Joseph Smetak <a href="mailto:josephs@wispro.org">josephs@wispro.org</a> 414-270-3600
Details	<a href="#">Read More Information</a>
Agenda	<a href="#">View The Agenda</a>
Register Online	<a href="#">Register for Event</a>

Supporting Small Businesses in Construction, A/E, Environmental and Related Trades / Services \*\* Formerly known as the SAME Midwest Small Business EXPO.

Registration now open! Visit the conference website for additional information: <https://samejidfaf.org/>



[REGISTER](#)

Society of American Military Engineers (SAME) Lake Michigan & Chicago Posts

Wisconsin Procurement Institute (WPI)

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

MAY 16, 2018 WEST ALLIS

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, West Allis, WI 53214
Contact Info	Carol Murphy <a href="mailto:carolm@wispro.org">carolm@wispro.org</a> 414-270-3600

Save the date! Additional information will be posted soon.



U.S. Department of Veterans Affairs (VA)

National Contract Management Association (NCMA) – Wisconsin Chapter

Wisconsin Procurement Institute (WPI)

# 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 90 Wisconsin Military Academy
Address	Ft. McCoy Building 90 Wisconsin Military Academy 90 S. 10th Avenue
Contact Info	Dave Olson <a href="mailto:davido@wispro.org">davido@wispro.org</a> (608) 338-8018

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

**SAVE THE DATE!**



Fort McCoy

Juneau County Economic Development Corporation

Small Business Administration (SBA)

Volk Field Air National Guard Base

Western Dairyland

Wisconsin Procurement Institute (WPI)



WISCONSIN ECONOMIC  
DEVELOPMENT CORPORATION

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

December 13 - 14, 2017

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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:

**Benjamin Blanc**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

[www.wispro.org](http://www.wispro.org)

Corey Walton | Community Outreach and Resource Planning  
Specialist, U.S. Department of Labor/Wage & Hour Division

[Benjaminb@wispro.org](mailto:Benjaminb@wispro.org) 414-270-3600

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226