


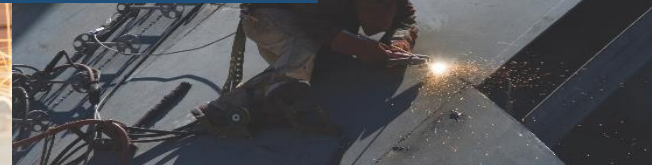


A Procurement Technical  
Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building in Madison, Wisconsin, taken at dusk. The building is illuminated with warm lights, and its iconic green dome is a prominent feature. The sky is a deep blue, and the surrounding trees are silhouetted against the light. A blue banner with white text is overlaid on the bottom half of the image.

# SELLING TO THE STATE OF WISCONSIN AND LOCAL GOVERNMENTS ACQUISITION HOUR WEBINAR

October 9, 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

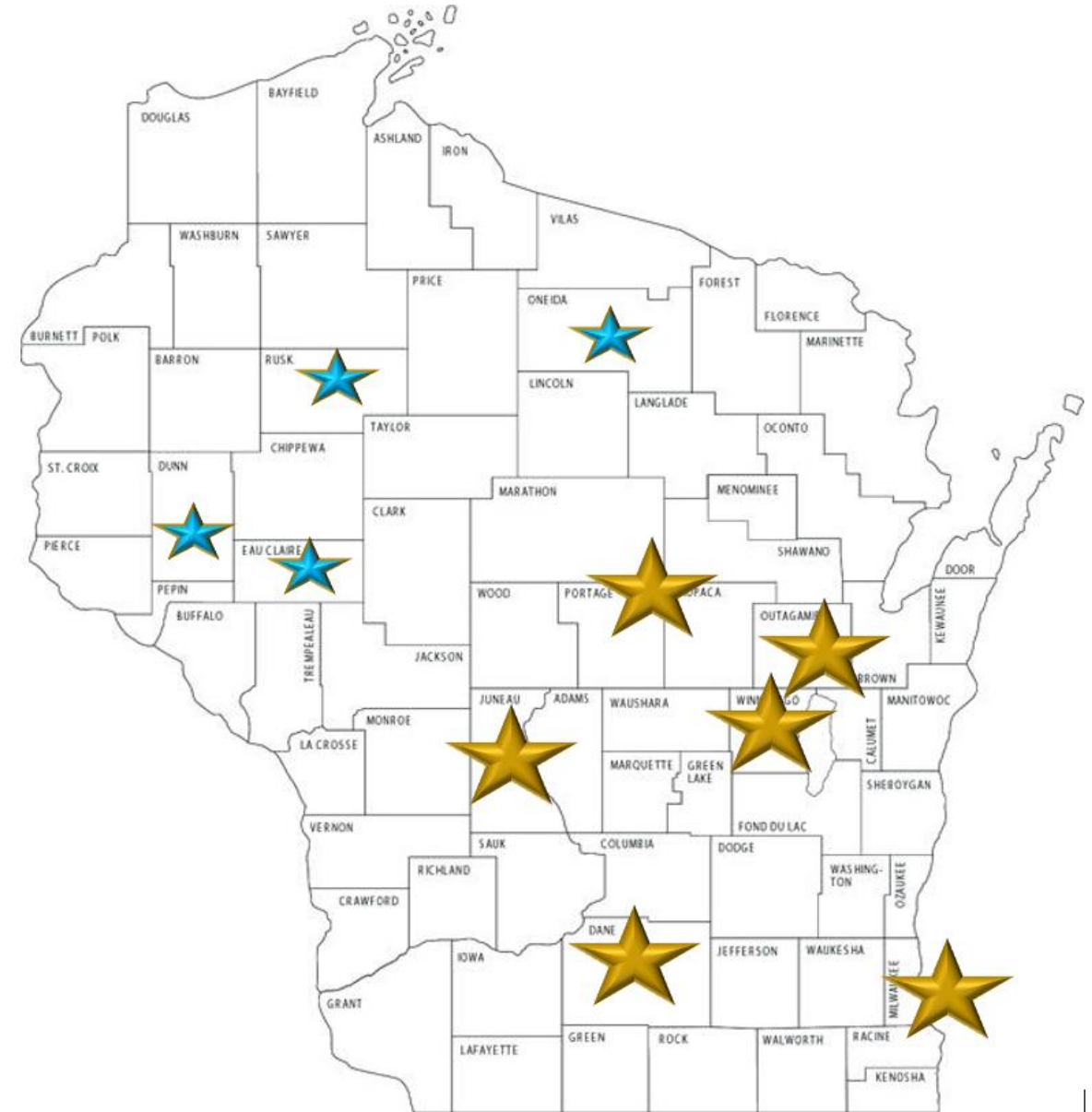
SERVING WISCONSIN  
COMPANIES FOR 30 YEARS!

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 –
  - *FEED Kitchens*
  - *Dane County Latino Chamber of Commerce*
  - *Wisconsin Manufacturing Extension Partnership (WMEP)*
- CAMP DOUGLAS– *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH – *Fox Valley Technical College*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE – *Dunn County Economic Development Corporation*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



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[STATE & LOCAL GOVERNMENT](#)

[OTHER GOVERNMENT & GRANTS](#)

[SUCCESS & AWARDS](#)

[FAQS](#)

**CURRENT EDITION OF THE WPI NEWSLETTER**

**www.wispro.org**



## UPCOMING EVENTS [→](#)

WED  
03

**Acquisition Hour: eSRS Individual Subcontractor Reporting (ISR) Basics**

October 3 @ 12:00 pm - 1:00 pm

TUE  
09

**Acquisition Hour: Selling to the State of Wisconsin and Local Governments**

October 9 @ 1:00 pm - 2:00 pm

WED  
10

**Acquisition Hour: Overview of CPARS**

October 10 @ 12:00 pm - 1:00 pm

THU  
18

**Growing Your Business in Burnett County Wisconsin**

October 18 @ 1:00 pm - 5:00 pm

Webster WI

[View More...](#)

## 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

# SELLING TO THE STATE AND LOCAL GOVERNMENT

October 9<sup>th</sup>, 2018

Kate Hill



Experienced  
Responsive  
Effective

**Heartland Information Research, Inc**

6434 W. North Avenue  
Wauwatosa, Wisconsin 53213

[www.hirservices.com](http://www.hirservices.com)

P 414.727.2095 F 866.612.5083

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

# STATEWIDE CONTRACTS

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

## Search Contracts

**Keyword or Number**

**Agency**

**NIGP**

**Supplier**

**Piggyback**  Yes  No  Both

**Cooperative Purchase**  Yes  No  Both

**Mandatory 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
505ENT-O19-COURTREPORT-00	Court Reporter Services and Transcription Services	ADMINISTRATION, DEPT OF	9/1/2018
505ENT-M18-WRITFORLANG-00	WRITTEN FOREIGN LANGUAGE TRANSLATION SERVICES	ADMINISTRATION, DEPT OF	9/1/2018
V18-010-O	Power Washing, Sweeping, Striping, Graffiti Removal, Bus Shelter Cleaning, Vehicle/Equipment Cleaning, and Exterior Building Cleaning	UW MILWAUKEE	8/1/2018

# 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](http://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.**

# STATE OF WISCONSIN ESUPPLIER



## E-SUPPLIER LOGIN

WAMS Username:

Password:

[Sign In](#)

[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:

[Enter Bidder Site](#) 

**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



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



State of Wisconsin  
Department of Transportation



DMV ONLINE SERVICES ▾

DMV INFO ▾

**DOING BUSINESS ▾**

TRAVEL ▾

SAFETY ▾

PROJECTS AND STUDIES ▾

ABOUT WISDOT ▾

Search Wisconsin DOT



Welcome to WisDOT

- Visit [Madison West DMV](#) at the new location.
- Need an ID to vote in spring primary/election? Start process now.
- eNotify subscribers receive added level of identity security. Sign up for your account activity alerts.

All WisDOT news

- Engineers and consultants ▾
- Contractors ▾
- Civil rights and compliance
- Purchasing ▾
- Local government ▾
- Aeronautics ▾
- Real estate / Right of way use ▾
- Freight / Economic Dev ▾

**DMV Madison West  
NEW LOCATION**

**NEW DMV**

**NOW OPEN**  
DMV Madison West  
8417 Excelsior Drive

**CLOSED - DMV Madison**  
West 4802 Sheboygan Ave.

**CLOSED - Madison Odana Renewal Center**  
6514 Odana Road

# 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

Online Demonstration if WiFi available and time allowed

# COUNTY GOVERNMENT PROCUREMENT



## Bids RFPs – Business Opportunity Portal

[Construction Bids](#)

[DTPW Consultant RFQ/RFP](#)

[Procurement Bids](#)

[DHHS Contract Info](#)

[Aging Request for Proposals](#)

[Community Business Development Partners](#)

[E-Notify](#)

[General Mitchell International Airport](#)

[Milwaukee County Transit System](#)

## 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.

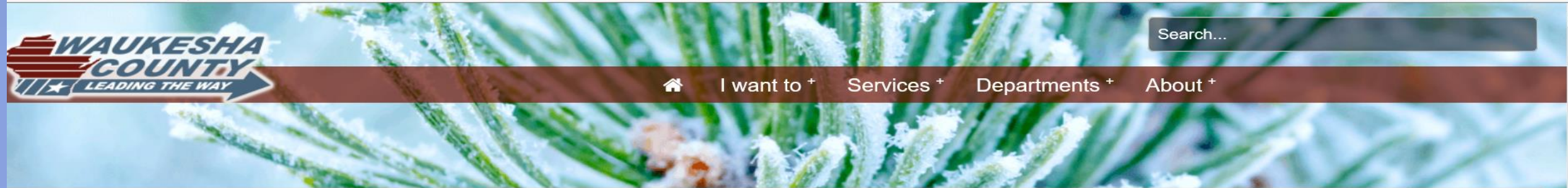
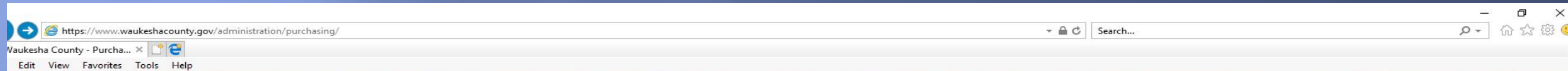
#### 2016 T&M HOC Contract 5

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:

# COUNTY GOVERNMENT PROCUREMENT



Waukesha County

## Purchasing Division

Laura Stauffer, CPCU, ARM

Phone: 262-548-7888

Fax: 262-548-7668

Hours of Operation: 8:00 a.m. – 4:30 p.m. Monday thru Friday

Waukesha County Administration Center, Room 310

515 W. Moreland Blvd.

Waukesha, WI 53188

Waukesha County complies with the Americans with Disabilities Act. Please contact us at (262) 548-7888 and efforts will be made to accommodate your needs as required.

### ALL ABOUT PURCHASING

Welcome to the Purchasing Division. Please click on the links below for additional information about the Purchasing Division

[Purchasing Overview](#)

[Purchasing Buyers](#)

[Vendor Registration](#)

[Bids/RFPs Overview](#)

[Bids/RFPs List](#)

[Surplus Property](#)

### Department of Administration Links

- [Accounting](#)
- [Budget](#)
- [Collections](#)
- [Human Resources](#)
- [IT Division](#)
- [Purchasing](#)
- [Records Management](#)
- [Risk Management](#)
- [DOA - Home](#)

# OTHER BUSINESS OPPORTUNITIES

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

QUESTIONS?

# UPCOMING TRAINING - EVENTS

## WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

October 10, 2018 – **Overview of CPARS** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

October 23, 2018 – **The HUBZone Program – Certification Benefits and Regulations** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, U.S. Small Business Administration (SBA) and Benjamin Blanc, Wisconsin Procurement Institute (WPI)

October 24, 2018 – **The SBA 8(a) Certification Program** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, U.S. Small Business Administration (SBA) and Benjamin Blanc, Wisconsin Procurement Institute (WPI)

October 24, 2018 – **The NEW WAWF – The Procurement Integrated Enterprise Environment (PIEE)** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)

November 7, 2018 – **Responding to a Sources Sought Announcement and the Interested Vendor List** – [CLICK HERE](#) – for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

December 4, 2018 – **Preparing for a CPSR Audit** – [CLICK HERE](#) – for additional information – presented by Phil Bail, Phil Bail & Associates

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

# NATIONAL DEFENSE INDUSTRIAL ASSOCIATION (NDIA) GREAT LAKES ANNUAL MEETING – LAKE GENEVA, WI

October 16

## Organizer

Dawn Hjelmgren

Phone:  
1-630-735-3558

Email:  
dawnh@darley.com

## Additional Information

Event Details  
[Read More](#)

Presented By  
**National Defense Industrial  
Association (NDIA) Great Lakes  
Chapter**

Event Registration  
[Register for Event](#)

Join the NDIA Great Lakes Chapter for an Annual Meeting that will include golf, networking, dinner and keynote presentations. Sponsorship opportunities are available!

### Speakers:

- Senator Tammy Baldwin
- Major General Donald P. Dunbar

<https://www.wispro.org/event/ndia-great-lakes-annual-mtg-lake-geneva-wi/>

## Venue

Grand Geneva

7036 Grand Geneva Way  
Lake Geneva, WI 53147 United States  
[+ Google Map](#)





WISCONSIN ECONOMIC  
DEVELOPMENT CORPORATION

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

[About](#) [Awards](#) [Sponsors](#) [Exhibitors](#) [Hotel](#) [Contact Us](#) [Archives](#)

# 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

[www.marketplacewisconsin.com](http://www.marketplacewisconsin.com)

 flickr™  
CLICK HERE TO VIEW  
MARKETPLACE PHOTOS

# MARKETPLACE WISCONSIN

POTAWATOMI HOTEL & CONFERENCE CENTER  
MILWAUKEE, WI

AWARD  
WINNERS

[CLICK HERE TO VIEW](#)

# END OF YEAR FEDERAL CONTRACTOR UPDATE – MILWAUKEE, WI

January 24, 2019

## Organizer

Cassie Hutzler

Phone:  
(414) 270-3600

Email:  
cassieh@wispro.org

## Additional Information

Presented By

National Contract Management  
Association (NCMA) - Wisconsin

Chapter

Wisconsin Procurement Institute (WPI)

SAVE THE DATE!

Join Wisconsin's Federal contractors for a series of briefings focusing on changes and challenges.

<https://www.wispro.org/event/end-of-year-federal-contractor-update-milwaukee-wi/>

## Venue

Crowne Plaza – Wauwatosa

10499 W Innovation Dr  
Wauwatosa, WI 53226 United States

+ Google Map



# SURVEY



# CONTINUING PROFESSIONAL EDUCATION

---



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)

Kate Hill | Heartland Information Research, Inc.

[khill@hirservices.com](mailto:khill@hirservices.com) 608-444-0047

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226