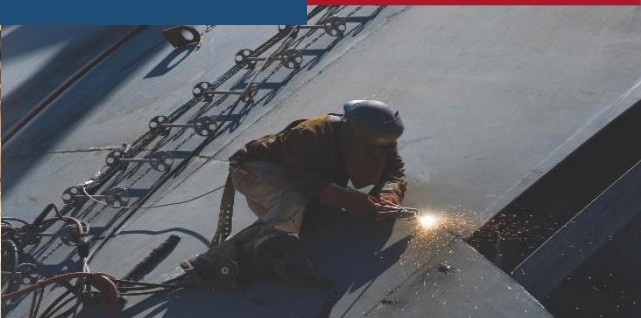




A Procurement Technical Assistance Center (PTAC)

THE SBA 8(A) CERTIFICATION PROGRAM ACQUISITION HOUR WEBINAR October 24, 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

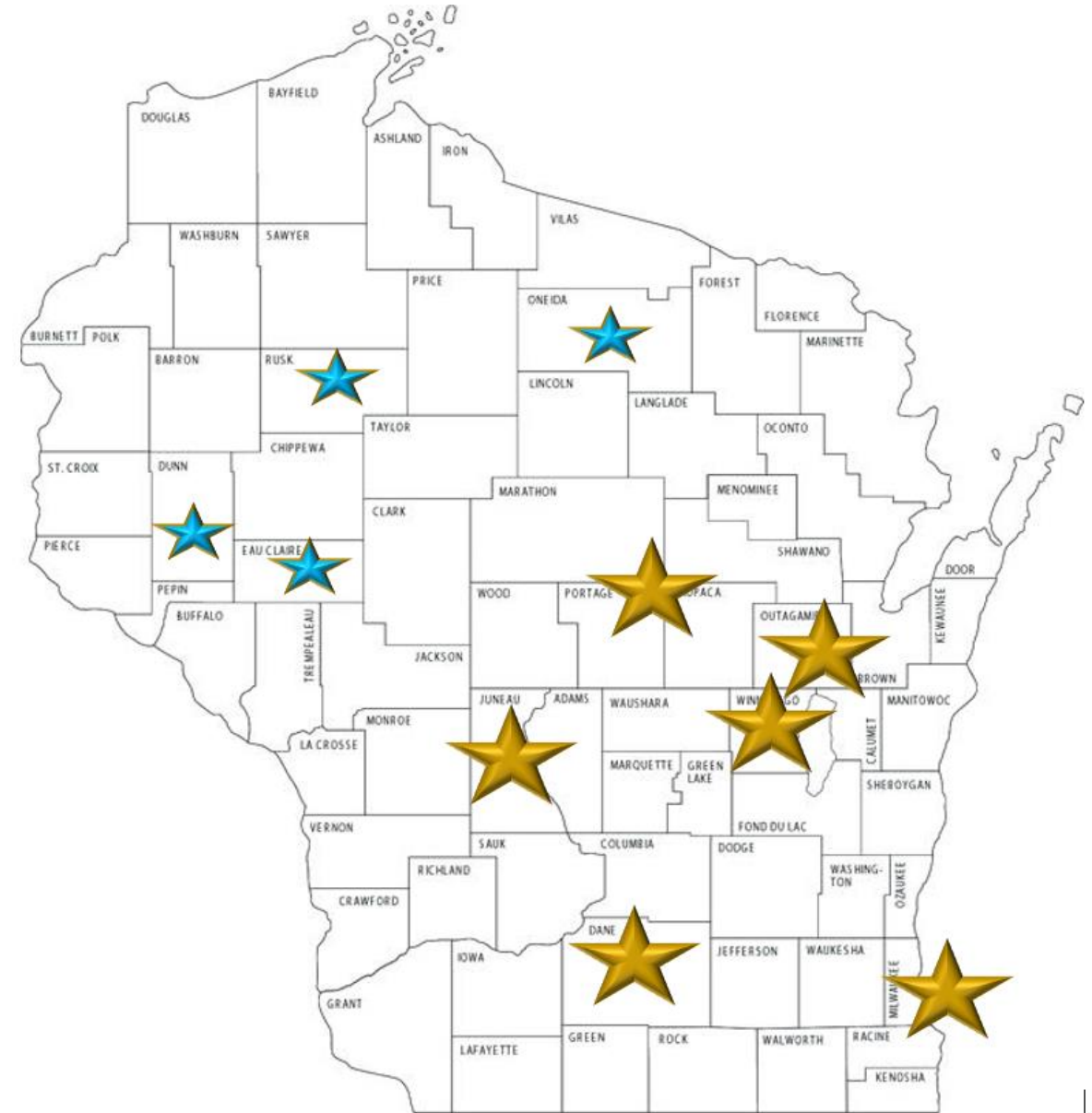
SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

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 Area Technical College (MATC) – West Campus*
 - *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*



CURRENT EDITION OF THE WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS [→](#)

- TUE 23** **Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations**
October 23 @ 1:00 pm - 2:00 pm

- WED 24** **Acquisition Hour: The SBA 8(a) Certification Program**
October 24 @ 12:00 pm - 1:00 pm

- WED 24** **Government Contracting Opportunities – Rhinelander, WI**
October 24 @ 12:30 pm - 4:30 pm
Rhinelander WI

- WED 24** **Acquisition Hour: The NEW WAWF – The Procurement Integrated Enterprise Environment (PIEE)**
October 24 @ 1:30 pm - 2:30 pm

[View More...](#)

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



U.S. Small Business
Administration

8(a) Business Development Program

Shane Mahaffy

Lead Business Opportunity Specialist

8(a) Business Development Program

- To help provide a level playing field for small businesses owned by socially and economically disadvantaged people or entities
- The government limits competition for certain contracts to businesses that participate in the 8(a) Business Development program

Contracting

Government-wide Small Business Contracting

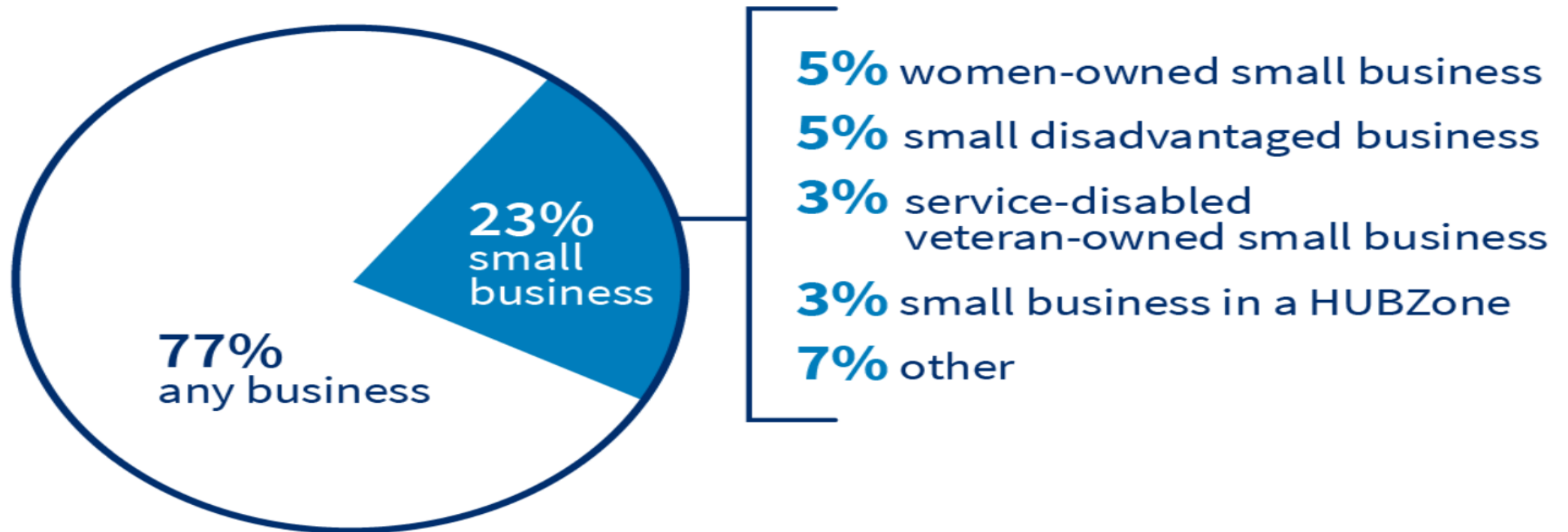
Goals are a floor—not a ceiling!

In 2017:

\$105.7 Billion to Small Business

Small Business Programs

Contracting Assistance Program Benefits



8(a) Business Development Program

Certified firms may receive sole-source contracts

- Up to \$4 million for goods and services
- Up to \$7 million for manufacturing

8(a) Business Development Program

- Get a Business Opportunity Specialist to help navigate federal contracting
- Form joint ventures with established businesses through a mentor-protégé program

8(a) Business Development Program

- Receive management and technical assistance, including business training, counseling, marketing assistance, and high-level executive development

All Small Mentor-Protégé Program

- Guidance on internal business management systems, accounting, marketing, manufacturing, and strategic planning
- Financial assistance in the form of equity investments, loans, and bonding

All Small Mentor-Protégé Program

- Assistance navigating federal contract bidding, acquisition, and performance process
- Business development, including strategy and identifying contracting and partnership opportunities

8(a) Business Development Program - Eligibility

- Unconditionally owned and controlled (at least 51%) by one or more socially AND economically disadvantaged individuals who are US citizens
- Individual claiming disadvantage must manage the firm full time

8(a) Business Development Program - Eligibility

- Net worth must be less than \$250K
- Principals must show good character
- Meet small business size standards
- In business for more than two years

8(a) Business Development Program

Applications from prospective participants **will only be accepted** using the online application through certify.sba.gov.

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.
Suite 580W
Milwaukee, WI
Phone: 414-297-3941

Wisconsin District Office

740 Regent Street
Suite 100
Madison, WI
Phone: 608-441-5261

www.sba.gov/wi
@SBA_Wisconsin

UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

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/>

MAXIMIZING YOUR CONFERENCE RETURN ON INVESTMENT (ROI) 101

PRE-MARKETPLACE

SCHEDULE &
REGISTRATION

AGENDA

SUPPORTING PARTNERS

CONTACT

MARKETPLACE 2018 EVENT

SMALL BUSINESS ACADEMY 2018

SCHEDULE & REGISTRATION

November 2, 2018 Dunn County Government Center, 800 Wilson Ave, Menomonie, WI 54751

Time 9:00 am – 12:00 pm

REGISTER

November 6, 2018 Webinar

Time 1:00 pm – 2:00 pm

REGISTER

November 8, 2018 Latino Chamber of Commerce of Dane County, 2881 Commerce Park Dr., Fitchburg (Madison), WI 53719

Time 9:00 am – 12:00 pm

REGISTER

November 27, 2018 Fox Valley Technical College Room BC188, 1825 N. Bluemound Dr., Appleton, WI 54912

Time 9:00 am – 12:00 pm

REGISTER

November 28, 2018 Technology Innovation Center, 10437 W Innovation Dr., Wauwatosa, WI 53226

Time 9:00 am – 12:00 pm

REGISTER

December 5, 2018 Webinar

Time 12:00 pm – 1:00 pm

REGISTER

<https://premarketplacewi.org/>



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

 flickr™
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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





QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Shane Mahaffy | Lead Business Opportunity Specialist

U.S Small Business Administration

shane.mahaffy@sba.gov 202 845 4056 (Cell)

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Wisconsin Procurement Institute

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