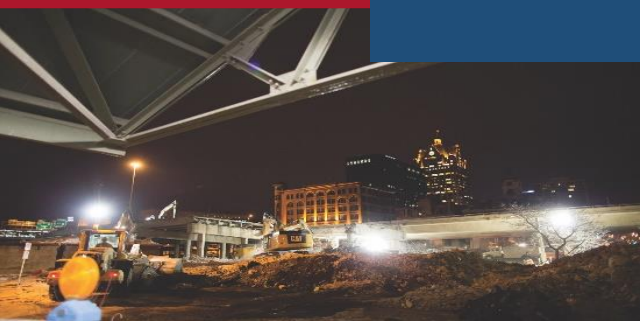




A Procurement Technical
Assistance Center (PTAC)

HOW TO QUICKLY ANALYZE FEDERAL SOLICITATIONS ACQUISITION HOUR WEBINAR March 26, 2019



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 31 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)*
 - *Madison Area Technical College (MATC)*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- GREEN BAY – *Advance Business Manufacturing Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
 - *Fox Valley Technical College*
 - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE – *Dunn County Economic Development Corporation*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** DONATE CONTACT



EVENT CALENDAR

FEDERAL GOVERNMENT

STATE & LOCAL GOVERNMENT

GRANTS

SUCCESS & AWARDS

FAQS

CURRENT EDITION OF THE WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS

WED
27

Business Financing, Planning and Developing New Market Opportunities – Milwaukee, WI

March 27 @ 3:00 pm - 6:00 pm

Wauwatosa WI

TUE
26

Acquisition Hour: How to Quickly Analyze Federal Solicitations

March 26 @ 1:00 pm - 2:00 pm

TUE
26

WPI and NCMA Wisconsin Chapter CFCM Session 7: FAR Parts 30-33 – Webinar

March 26 @ 6:00 pm - 7:30 pm

WED
27

Acquisition Hour: Doing Business With the United Nations

March 27 @ 12:00 pm - 1:00 pm

[View More...](#)

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

WHAT WE WILL COVER TODAY

- Locating Opportunities
- Types of Solicitations
- Review of the FBO Announcement
- Review of the Solicitation
- Go/No Go Decision

LOCATING OPPORTUNITIES

WPI BID MATCHING SERVICE

- Free Service
- Provides opportunities daily by email
- Looks at over 3,000 websites including Federal, State and Local
- Matches keywords based on contractor's capabilities
- Contact WPI to set up

TYPES OF SOLICITATIONS

TYPES OF DOCUMENTS

- Request For Information (RFI)
- Request For Quotations (RFQ)
- Invitation For Bid (IFB)
- Request For Proposal (RFP)

REQUEST FOR INFORMATION (RFI)

- Sources Sought Announcement
- Is not a solicitation
- Government uses for Market Research
- Typically followed by a solicitation

REQUEST FOR QUOTATION (RFQ)

- Simplified Procurement
- Contractor submits quotations
- Government evaluates quotations
- Award made based on evaluation factors in solicitation
- Uses FAR 13

INVITATION FOR BID (IFB)

- Sealed Bid
- Public Bid Opening
- Awarded to lowest price responsible, responsive bidder
- Uses FAR 14

REQUEST FOR PROPOSAL

- Negotiated procurement
- Contractor submits proposal
- Government evaluates proposals
- Award made based on evaluation factors in solicitation
- Uses FAR 15

REVIEW OF FBO ANNOUNCEMENT

FEDERAL BUSINESS OPPORTUNITIES (FBO) WEBSITE

- PreSolicitation Notice is generally posted 15 days in advance of the solicitation document. Timeframe may be shorter for commercial items
- Watch opportunities you are interested in. FBO will send you an email message when the solicitation or amendments are posted to FBO.
 - Log into FBO and click on the **Watch This Opportunity** button
- Locate the actual solicitation and any attachments on FBO



Z--WA-QUILCENE NFH NEW ROOF BUNKHOUSE

Solicitation Number: 140F0119Q0059
Agency: Department of the Interior
Office: Fish and Wildlife Service
Location: OGS-WO

Notice Details

Packages

Interested Vendors List

Print

Link

Complete View

[Original Synopsis](#)

Resolicitation

Mar 12, 2019

11:29 am

[Changed](#)

Mar 12, 2019

11:29 am

Solicitation

[Return To Opportunities List](#)

[Watch This Opportunity](#)

[Add Me To Interested Vendors](#)

Solicitation Number: 140F0119Q0059
Notice Type: Solicitation

Synopsis:
Added: Mar 12, 2019 11:29 am

This solicitation is a TOTAL SMALL BUSINESS SET ASIDE. The U.S. Fish & Wildlife Service's Pacific Regions Contracting and General Services office is issuing a request for quotation for a firm-fixed price construction contract for Quilcene National Fish Hatchery's Little Cabin Roof. The magnitude of this construction project is under \$25,000.00. The NAICS code for this acquisition is 238160 and the small business size standard is \$15.0 Million. The contractor will be required to commence work under this contract within 45 calendar days after receipt of the notice to proceed and complete work within 60 days after receipt of the notice to proceed. The basis of the award will be the lowest price technically acceptable.

Please consult the list of [document viewers](#) if you cannot open a file.

Solicitation 1

Type: Solicitation

Posted Date: March 12, 2019

<https://www.fedconnect.net/FedConnect?doc=140F0119Q...>

Description: Click here to see more information about this opportunity on FedConnect

ALL FILES

[Solicitation 1](#)

Mar 12, 2019

[Click here to see mo...](#)

GENERAL INFORMATION

Notice Type:

Solicitation

Original Posted Date:

March 12, 2019

Posted Date:

March 12, 2019

Response Date:

April 5, 2019

Original Response Date:

April 5, 2019

Archiving Policy:

Automatic, on specified date

Original Archive Date:

April 20, 2019

Archive Date:

April 20, 2019

Original Set Aside:

Total Small Business

Set Aside:

Total Small Business

Classification Code:

Z - Maintenance, repair, and alteration of real property

NAICS Code:

238 - Specialty Trade Contractors/238160 - Roofing Contractors

REVIEW FBO ANNOUNCEMENT

Scan FBO PreSolicitation Announcement to locate

- Response Date – *Do you have time to submit a thorough proposal?*
- Set Aside – *Do you qualify to submit a proposal?*
- NAICS Code – *Is this NAICS code in your SAM registration?*
 - You can add a NAICS code to your SAM registration
- Contract Dollar Range – Generally located on construction solicitations – *Can you support this large of a contract? Or is the dollar amount too small to make a reasonable profit?*
- Log in and review **Interested Vendor List** to see who else is interested in the requirement

REVIEW OF SOLICITATION

REVIEW SOLICITATION DOCUMENT

Quickly review the following solicitation parts:

- Cover Page
- Actual Requirements
- Contract Type
- Price Schedule
- Method of Award
- Evaluation Factors

HOW TO LOCATE THE SOLICITATION SECTIONS

- Many large solicitation documents have a Table of Contents – Use it to locate the sections
 - Cover Page – First page of solicitation document
 - Actual Requirements – Statement of Work (SOW), Statement of Objectives (SOO) - May follow behind Table of Contents, may be an attachment, for construction includes specifications and drawings, Section C under Uniform Contract Format
 - Contract Type – May state in FAR 52.216-1 – Type of Contract, may be on cover page or FBO announcement, may be included in first part of SOW

HOW TO LOCATE THE SOLICITATION SECTIONS

- Price Schedule – May be on front or back of cover page, may be in front of or behind actual requirements, may be separate attachment, Section B under Uniform Contract Format
- Method of Award – May be part of price schedule or actual requirements, Section M under Uniform Contract Format
- Evaluation Factors – Section M under Uniform Contract Format

The more documents you review the easier it becomes to locate the various sections

ITEMS THAT MAY BE FOUND ON COVER PAGE

- Type of procurement – IFB, RFP, RFQ - *Do you want to or have time to respond to that type of procurement document?*
- Competition restrictions - Set aside – *Do you qualify? Could you team with another contractor to qualify?*
- Review Response Date - *Do you have time to submit a thorough response?*
- Review NAICS Code – *Do you meet the size standard for that NAICS code? Is the NAICS code in your SAM registration?*

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30				1. REQUISITION NO. 660-19-1-5059-0029	PAGE 1 OF 44	
2. CONTRACT NO.	3. AWARD/EFFECTIVE DATE	4. ORDER NO.	5. SOLICITATION NUMBER 36C25919Q0198	6. SOLICITATION ISSUE DATE 03-11-2019		
7. FOR SOLICITATION INFORMATION CALL:	a. NAME Kathy Otero		b. TELEPHONE NO. (No Collect Calls) 303-712-5764	8. OFFER DUE DATE/LOCAL TIME 04-09-2019 12:00 PM MST		
9. ISSUED BY Department of Veterans Affairs Network Contracting Office NCO 19 6162 South Willow Drive, Suite 300 Greenwood Village CO 80111		CODE 36C259	10. THIS ACQUISITION IS <input type="checkbox"/> UNRESTRICTED OR <input checked="" type="checkbox"/> SET ASIDE: <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> WOMEN-OWNED SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> (WOSB) ELIGIBLE UNDER THE WOMEN-OWNED SMALL BUSINESS PROGRAM <input type="checkbox"/> EDWOSB <input checked="" type="checkbox"/> SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS <input type="checkbox"/> 8(A)		100 % FOR: NAICS: 238220 SIZE STANDARD: \$15 Million	
11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input checked="" type="checkbox"/> SEE SCHEDULE	12. DISCOUNT TERMS		<input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700)	13b. RATING N/A		
15. DELIVER TO George E. Whalen VA Medical Center VA Health Care System 500 Foothill Drive Salt Lake City, UT 84148			16. ADMINISTERED BY Department of Veterans Affairs Network Contracting Office NCO 19 6162 South Willow Drive, Suite 300 Greenwood Village CO 80111			
17a. CONTRACTOR/OFFEROR	CODE	FACILITY CODE	18a. PAYMENT WILL BE MADE BY		CODE 36C259	
TELEPHONE NO.			DUNS: DUNS+4:			
17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER <input type="checkbox"/>			18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM			

19. ITEM NO.	20. See CONTINUATION Page SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
	<p>The Contractor shall provide Storm Drain Cleaning Services for the George E. Whalen VA Medical Center</p> <p>Period of Performance: Base Year May 1, 2019 - April 30, 2020 Option Year One: May 1, 2020 - April 30, 2021 Option Year Two: May 1, 2021 - April 30, 2022 Option Year Three: May 1, 2022 - April 30, 2023 Option Year Four: May 1, 2023 - April 30, 2024 Option Year Five: May 1, 2024 - April 30, 2025</p> <p>(Use Reverse and/or Attach Additional Sheets as Necessary)</p>				
25. ACCOUNTING AND APPROPRIATION DATA See CONTINUATION Page 660-3690162A1-5059-854100-2543 010050190				26. TOTAL AWARD AMOUNT (For Govt. Use Only)	
<input checked="" type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA		<input type="checkbox"/> ARE <input checked="" type="checkbox"/> ARE NOT ATTACHED.			
<input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4, FAR 52.212-5 IS ATTACHED. ADDENDA		<input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED			
<input type="checkbox"/> 28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN _____ COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED			<input type="checkbox"/> 29. AWARD OF CONTRACT: REF. _____ OFFER DATED _____ YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN IS ACCEPTED AS TO ITEMS:		
30a. SIGNATURE OF OFFEROR/CONTRACTOR			31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER)		
30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT)		30c. DATE SIGNED	31b. NAME OF CONTRACTING OFFICER (TYPE OR PRINT) Timothy J. Myers PCOE15L3-2709		31c. DATE SIGNED

AUTHORIZED FOR LOCAL REPRODUCTION
PREVIOUS EDITION IS NOT USABLE

STANDARD FORM 1449 (REV. 2/2012)
Prescribed by GSA - FAR (48 CFR) 53.212

COMMON FORMS

- Standard Form (SF) 18 – Request for Quotation
- Standard Form (SF) 33 – Solicitation, Offer and Award
- Standard Form (SF) 252 – Architect-Engineer Contract
- Standard Form (SF) 1442 Solicitation, Offer and Award (Construction, Alteration, or Repair)
- Standard Form (SF) 1449 – Solicitation/Contract/Order for Commercial Items

OTHER FORMS

- Standard Form (SF) 26 – Award/Contract
- Standard Form (SF) 1447 – Solicitation/Contract
- Optional Form 307 – Contract Award
- Optional Form 308 – Solicitation and Offer-Negotiated Acquisition

REVIEW ACTUAL REQUIREMENTS

- Look at the requirement – *Can you perform the work yourself? Do you have teaming partners or subcontractors available?*
- Is funding currently available? – *Do you want to proceed if there currently is no funding for this requirement?*
- Contract period of performance – *Can you meet the performance schedule and complete the work in the timeframe provided?*
- Bonds – *Are you able to provide any required bonds?*
- Pre-Bid Conferences/Site Visits – *Can you attend the pre-bid meetings?*

REVIEW CONTRACT TYPE

- What type of contract will be awarded?
 - Fixed Price
 - Cost Reimbursement
 - Indefinite Delivery
 - Time and Materials
 - Incentive

REVIEW PRICE SCHEDULE

Understand how the government wants you to price the contract

- *Will you be able to make a profit?*
- *Can you complete the price schedule as is or will it generate additional work for your staff?*
- *Can you offer a fair and reasonable price?*
- *Does the contract include progress payments?*

REVIEW METHOD OF AWARD

- How will the Government make an award?
 - Lowest price responsive, responsible bidder – usual method for IFBs
 - Lowest price, technically acceptable (LPTA) – RFPs and RFQs
 - Best Value – cost/technical trade off – RFPs and RFQs

REVIEW EVALUATION FACTORS – RFP & RFQ

What Evaluation Factors will be used?

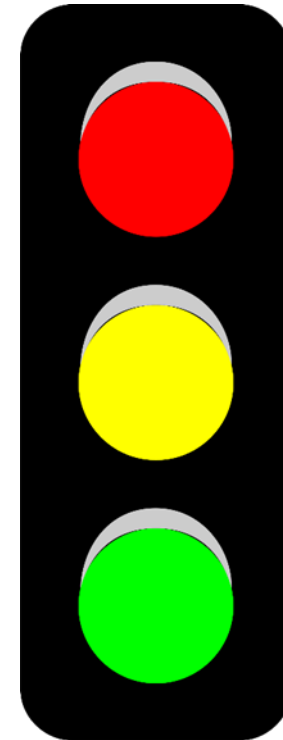
- Management/Key Personnel – *Do you have the appropriate people on staff?*
- Experience – *Do you have the number of years of experience required?*
- Past Performance – *Have you successfully completed similar work?*
- *Can you address all evaluation factors, demonstrating your expertise?
Do you have the time to respond?*

GO/NO GO DECISION

GO/NO GO

Once you have completed your review you should have quickly located enough information to determine:

- *Is this requirement a good fit for your company?*
- *Do you have the required expertise?*
- *Can you meet the required schedule?*
- *Are you able to make a profit?*
- *How much risk for your company is involved?*
- *Who else may be competing for this work?*



GO/NO GO

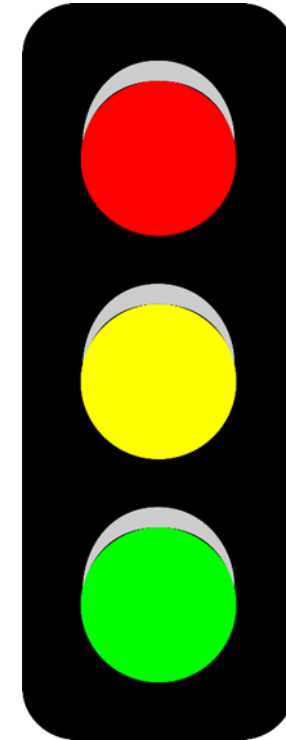
GO DECISION

Read the entire solicitation

Start to work on your response

NO GO DECISION

Move on to the next opportunity



SUMMARY

Locate opportunities, quickly review, and be selective – not every requirement is a good fit for your business. Consider probability of winning, cost of proposal preparation, and estimated profit.

RESOURCES

- FAR: <https://www.acquisition.gov/?q=browsefar>
- Air Force FAR: <http://farsite.hill.af.mil/> available through 9-30-2019
- Acquisition.gov is: <https://www.acquisition.gov/>
- Federal Business Opportunities (FedBizOpps) website - <https://www.fbo.gov/>
- Wisconsin Procurement Institute
Phone: 414-270-3600
www.wispro.org

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- March 27, 2019 – **Doing Business With the United Nations** – [CLICK HERE](#) for additional information – presented by Carmela Mammias, Director, U.S. Commercial Service and Dmitri G. Dovgopoly, Director, UN Headquarter Procurement Division
- April 16, 2019 – **Flow-Down Clauses: Management and Responsibilities for Federal Contractors** - [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)
- April 17, 2019 – **Writing Sole Source Determinations** – [CLICK HERE](#) for additional information – presented by Phil Bail, Owner, Phil Bail & Associates
- April 30, 2019 – **Update on the Hour Wage Labor Law** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist – U.S. Department of Labor/Wage & Hour Division
- May 7, 2019 – **Learning about the 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 (SBA), Office of Surety Guarantees
- May 22, 2019 – **The U.S. SBA 8(a) Certification Program and HUBZone Certification** – [CLICK HERE](#) for additional information – presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration (SBA) and Benjamin Blanc, Wisconsin Procurement Institute (WPI)
- May 28, 2019 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information - presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration (SBA) and Kim Garber, Wisconsin Procurement Institute (WPI)
- June 11, 2019 – **GSA Schedule Contract Management and Administration** – [CLICK HERE](#) for additional information – presented by Steve Makovec, Wisconsin Procurement Institute (WPI)
- June 12, 2019 - **State and Federal Certifications for Veteran and Service Disabled Veteran Owned Businesses** – [CLICK HERE](#) for additional information - presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration (SBA) and Benjamin Blanc, Wisconsin Procurement Institute (WPI)

NCMA Wisconsin Chapter / WPI Federal Acquisition Regulations (FAR) Training Webinars

6:00 – 7:30 pm

- February 12, 2019 – **Session 1: Introduction – CFCM Requirements and Basics of Federal Government Contracting**
- February 19, 2019 – **Session 2: FAR Parts 1-9**
- February 26, 2019 – **Session 3: FAR Parts 16-18; 10-12**
- March 5, 2019 – **Session 4: FAR Parts 13-15**
- March 12, 2019 – **Session 5: FAR Parts 1-18 – Practice Test Review**
- March 19, 2019 – **Session 6: FAR Parts 19-29**
- March 26, 2019 – **Session 7: FAR Parts 30-33**
- April 2, 2019 – **Session 8: FAR Parts 34-41**
- April 9, 2019 – **Session 9: FAR Parts 42-53**
- April 16, 2019 – **Session 10: FAR Parts 1-51 – Practice Test Review**

<https://www.wispro.org/wp-content/uploads/2019/01/FAR-Training-Schedule-2019-1.pdf>

U.S. DEPARTMENT OF VETERANS AFFAIRS (VA) INDUSTRY DAY AND SITE VISITS



CONSTRUCTION AND A/E OPPORTUNITIES IN RURAL WISCONSIN AND THE UPPER PENINSULA OF MICHIGAN

April 23-25, 2019

- **April 23, 2019, 8:30 – 3:30pm - Morning Conference and Afternoon VA Verification at Milo C. Huempfer Community Based Outpatient Clinic, 2851 University Ave, Green Bay, WI 54311**
PROGRAM WILL INCLUDE:
Morning: Federal contracting basics, working with the US Department of Veterans Affairs, discussion of upcoming projects, teaming and partnering
Working lunch and afternoon: Veterans Verification process, meetings, networking
- **April 24, 2019 10:00am-12:00pm – Site Visit at Tomah VA Medical Center, 500 E Veterans St, Tomah, WI 54660 (will be repeated April 25, 2019)**
- **April 24, 2019 10:00am-12:00pm – Site Visit at Oscar G Johnson VA Medical Center, 325 E H St, Iron Mountain, MI, 49801 (will be repeated April 25, 2019)**
- **April 25, 2019 10:00am-12:00pm – Site Visit at Tomah VA Medical Center, 500 E Veterans St, Tomah, WI 54660 (will be repeated April 24, 2019)**
- **April 25, 2019 10:00am-12:00pm – Site Visit at Oscar G Johnson VA Medical Center, 325 E H St Iron Mountain, MI, 49801 (will be repeated April 24, 2019)**

REGISTRATION IS REQUIRED

REGISTRATION AND MORE INFORMATION AVAILABLE AT

<https://www.wispro.org/event/gbv19/>
Questions: Please contact Cassie Hutzler at
cassieh@wispro.org or (414) 270-3600.

Search ...

REGISTRATION

LOCATION



AGENDA

EVENT
HOSTS

SPEAKERS

SPONSORS

EVENT
COMPETITIONS

BUYER
MEETINGS

EVENT
PARTNERS

Registration

For additional information regarding this event, contact Dave Olson at (608) 338-8018.

Location

The 13th Annual Volk Field Small Business Conference will take place at the

Volk Field Air National Guard Base, Building 475 –
100 Independence Drive – Camp Douglas, WI 54618

13TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JULY 30-31, 2019

The 13th Annual Volk Field – Fort McCoy Small Business Conference is scheduled for July 30th and 31st at Volk Field in Camp Douglas, Wisconsin. Businesses from the Midwest will have the opportunity to participate in two days of technical training with a focus on Infrastructure Opportunities, Federal, State and Local Government Opportunities, Information Security, Manufacturing and Teaming.

Attendees will have the opportunity to hear from and meet with regional experts, leaders of the community, potential customers and potential partners. All businesses including Small, Large, Disadvantaged, HUBZone, Minority-Owned, Native / Tribal Owned, Woman-Owned, Veteran-Owned and Service-Disabled Veteran-Owned firms will benefit from this event.

EARLY REGISTRATION ENDS June 14, 2019

EVENT REGISTRATION ENDS July 18, 2019

<https://volkfieldsbconference.org/>



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Carol Murphy | Business Development Specialist

Wisconsin Procurement Institute

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