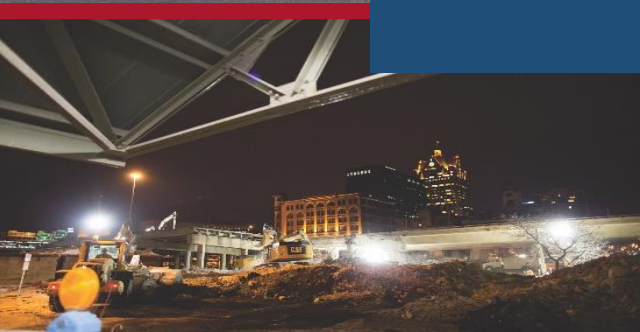




A Procurement Technical Assistance Center (PTAC)

A large photograph of the Wisconsin State Capitol building in Milwaukee, Wisconsin, taken at dusk. The building's white facade is illuminated with warm lights, and its prominent green dome is also lit. The sky is a deep blue, and trees with autumn foliage are visible in the foreground and background. A blue banner with white text is overlaid on the bottom half of the image.

GOVERNMENT CERTIFICATIONS AND CONTRACTS 10TH ANNUAL CITY OF MILWAUKEE SMALL BUSINESS CONFERENCE April 29, 2019 – Milwaukee, WI



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*
- 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*
 - *UW Stout - Manufacturing Outreach Center*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



Search ...

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[EVENT CALENDAR](#)

[FEDERAL GOVERNMENT](#)

[STATE & LOCAL GOVERNMENT](#)

[GRANTS](#)

[SUCCESS & AWARDS](#)

[FAQS](#)

CURRENT EDITION OF THE WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS [→](#)

WED
24

U. S. Department of Veterans Affairs (VA) Site Visit – Tomah, WI

April 24 @ 10:00 am - 12:00 pm
Tomah WI

WED
24

U. S. Department of Veterans Affairs (VA) Site Visit – Iron Mountain, MI

April 24 @ 10:00 am - 12:00 pm
Iron Mountain MI

THU
25

U. S. Department of Veterans Affairs (VA) Site Visit – Tomah, WI

April 25 @ 10:00 am - 12:00 pm
Tomah WI

THU
25

U. S. Department of Veterans Affairs (VA) Site Visit – Iron Mountain, MI

April 25 @ 10:00 am - 12:00 pm
Iron Mountain MI

[View More...](#)

CURRENT OPPORTUNITIES (5) [→](#)

SO WHAT DOES WPI REALLY DO.....

PROVIDES TECHNICAL ASSISTANCE to CURRENT AND POTENTIAL GOVERNMENT CONTRACTORS AND SUBCONTRACTORS

- INDIVIDUAL COUNSELING – at our offices, at clients facility or via telephone / GoToMeeting
- SMALL GROUP TRAINING – workshops and webinars
- CONFERENCES to include one on one or Roundtable sessions
- LAST YEAR WPI provided training at over 100 events, provided services to over 1,200 companies.

WHAT WE WILL TALK ABOUT TODAY

- **About the Government Market**
 - Local/State
 - Federal
- **Marketing**
- **Last words of advice**

ABOUT THE GOVERNMENT MARKET

LOCAL / STATE GOVERNMENT

- **State**

- Medium size market
- Statewide
- Less complex – DIFFERENT FROM FEDERAL – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Products, Services and construction for the most part
- Minimal manufacturing and R&D
- Some DIVERSITY PROGRAMS

- **Local**

- Smaller market
- Smaller geography
- Less complex - DIFFERENT FROM FEDERAL AND STATE – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Products, Services and construction for the most part
- Some DIVERSITY PROGRAMS

FEDERAL GOVERNMENT

- **Federal – a \$500 billion market**
 - Very Large market
 - Worldwide
 - Complex
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Manufacturing, Construction, Services, R&D, Products – anything / everything
- **Federal Primes**
 - Large market
 - Worldwide
 - Less Complex – flow-down of rules from Federal Prime contractor
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Diverse products and services

THREE MOST IMPORTANT THINGS

- **Technical Knowledge**

- *The process - how it works - regulations*

- **The Market**

- *Needs, priorities, problems – where do you fit*

- **Access**

- *Entry points, relationships, “who you know”*

LOCAL / STATE GOVERNMENT

LOCAL SMALL BUSINESS PROGRAMS

SOME Local Governments have specific programs, for example [City of Milwaukee](#) and [County of Milwaukee](#), [Madison](#), [Dane County](#), [MMSD](#)

CITY OF MILWAUKEE

The screenshot shows the official website of the City of Milwaukee. At the top left is the city seal. The navigation bar includes 'Directory', 'Residents', 'Business', and 'Visitors'. A search bar is on the right. The main content area is titled 'Information and Services' and features a sub-section for 'Bid / Contract Opportunities'. Below this, there is a heading 'Seek Bid/Contract Opportunities' followed by a paragraph explaining the city's procurement process. A list of links to various departments is provided. A table summarizes the contracting opportunities for each department.

Department | **Contracting Opportunities**

Department of City Development (DCD)	Real estate sales, real estate development, services procurement, and product procurement for Department of City Development and the Redevelopment Authority of the City of Milwaukee.
Department of Neighborhood Services (DNS)	Demolition and site clearance contracts.
Department of Public Works (DPW)	Public Works administration, bridge structures, buildings, parking, paving, recreation facilities, sewer and water mains, snow plowing, Water Works facilities, forestry.
City of Milwaukee Purchasing Division	All other commodities and services not listed above including: automotive supplies, chemicals, communications equipment, computer hardware and software, consulting, financial services, fire and police equipment, fuel and lubricants, furniture, health services, IT services, office supplies and equipment, and more.

<https://city.milwaukee.gov/Contracting Opportunities>

CITY OF MILWAUKEE

Small Business Enterprise (SBE)

- Independently owned, operated and controlled business
- Meets SBA small business size standard
- Operational for at least one year, owner control day-to-day operations
- Economic disadvantaged

Apply online

MILWAUKEE METROPOLITAN SEWAGE DISTRICT (MMSD)

Small Business Enterprise (SBE)

- Register as a vendor with MMSD
- Independently owned, operated and controlled business
- Meets SBA small business size standard
- Owner controls day-to-day operations

Valid for 3 years

SWMBE recognized certifications include WI State MBE, WBE and DVB; WisDOT DBE, Milwaukee SBE, VA SDVOSB and VOSB

STATE GOVERNMENT SMALL BUSINESS PROGRAMS

Use of Small Business type programs - <https://wisdp.wi.gov/>

DIVISION OF ENTERPRISE OPERATIONS
WISCONSIN SUPPLIER DIVERSITY PROGRAM
BUSINESS CERTIFICATION PROGRAM

For Recertification/Annual Updates: [[Log In](#)]
[Instructions for New Application](#)
[Instructions for Recertification](#)
[Instructions for Annual Update](#)

[Home](#) [Search for a business](#) [Apply for Certification](#) [Information](#)

WELCOME TO THE WISCONSIN SUPPLIER DIVERSITY PROGRAM - BUSINESS CERTIFICATIONS

CLICK HERE TO VIEW THE WISCONSIN SUPPLIER DIVERSITY PROGRAM'S MBE & DVB ANNUAL REPORT [2014](#)
[SUPPLIER DIVERSITY ANNUAL REPORT](#)

ALL QUESTIONS APPLICABLE TO THE TYPE OF BUSINESS MUST BE ANSWERED ON THE ONLINE APPLICATION FORM

[Search Certified Suppliers Database](#)

[Apply for Certification](#)

[Login](#)

Certification Types

Minority Business Enterprise - MBE More Info	Woman-Owned Business Enterprise - WBE More Info	Disabled Veteran Business - DVB More Info
---	--	--

STATE OF WISCONSIN SMALL BUSINESS CERTIFICATIONS

Wisconsin Department of Administration

- Minority Business Enterprise (MBE)
- Woman-Owned Business Enterprise (WBE)
- Disabled Veteran Business (DVB)

Apply online

3 year

MBE – no cost

WBE and DVB is \$150.00

STATE GOVERNMENT LINKS – PRODUCTS AND SERVICES



E-SUPPLIER LOGIN

WAMS Username:

Password:

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:

https://esupplier.wi.gov/psp/esupplier/SUPPLIER/ERP/h/?tab=WI_GUEST

STATE GOVERNMENT LINKS – CONSTRUCTION RELATED

The screenshot shows the Wisconsin Department of Administration website. The header includes the Wisconsin state logo and the text 'WISCONSIN.GOV', 'Agency Directory', and 'Online Services'. Below the header is the 'State of Wisconsin Department of Administration' logo and a search bar. A navigation menu lists: State Employees, Doing Business, State Finances, Local Govts/Grants, Capitol, Licenses/Hearings, and About DOA. The main content area is titled 'Facilities Development and Management'. It features contact information for John Klenke, Administrator, including his email (john.klenke@wisconsin.gov) and phone number (608) 266-1031. There are two 'Quick Links' sections. The first lists: State Building Program, State Construction Projects, Current A/E Selection Opportunities, Construction Project Bidding, DFDM Document Library, WisBuild - Login Screen, Space Request, FMIC, and Real Estate Management RFP/RFI. The second section contains a URL: <https://doa.wi.gov/Pages/AboutDOA/FacilitiesDevelopmentandManagement.aspx>. The text describes the merger of the Division of Facilities Development and the Division of Facilities Management into the Division of Facilities Development and Management (DFDM), which is responsible for the State Building Program, building management, maintenance, and tenant occupancy services for 30 DOA State office buildings. It also describes the responsibilities of Facilities Development (formerly DFD) and Facilities Management (formerly DFM).

STATE GOVERNMENT LINKS

- **WisDOT Projects**
 - <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>
- **Small Business DBE program**
 - <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>



UNIFIED CERTIFICATION PROGRAM (UCP)

Disadvantaged Business Enterprise (DBE) – UCP

- **NOTE:** The DBE certification is part of the UCP – there are multiple certifying agencies and multiple agencies accept DBE certification.
- Disadvantaged Status - Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific or women.
- Contact one of the four certifying agencies - Wisconsin Department of Transportation, Milwaukee County – Community Business Development Partners, Dane County Purchasing Division- Contract Compliance or City of Madison Department of Civil Rights – Target Business Enterprise Program
- No cost
- Re-evaluated every 3 years

UNIFIED CERTIFICATION PROGRAM (UCP)

- (a) Austin Straubel Airport, Green Bay, Wisconsin.
- (b) Central Wisconsin Airport, Mosinee, Wisconsin.
- (c) Chippewa Valley Regional Airport, Eau Claire, Wisconsin.
- (d) La Crosse Municipal Airport, La Crosse, Wisconsin.
- (e) Outagamie County Regional Airport, Appleton, Wisconsin.
- (f) Rhinelander-Oneida County Regional Airport, Rhinelander, Wisconsin.
- (g) City of Appleton, Wisconsin.
- (h) City of Beloit, Wisconsin.
- (i) City of Eau Claire, Wisconsin.
- (j) City of Green Bay, Wisconsin.
- (k) City of Janesville, Wisconsin.
- (l) City of Kenosha, Wisconsin.
- (m) City of La Crosse, Wisconsin.
- (n) City of Oshkosh, Wisconsin.
- (o) City of Racine, Wisconsin.
- (p) City of Sheboygan, Wisconsin.
- (q) City of Superior, Wisconsin.
- (r) City of Waukesha, Wisconsin.
- (s) City of Wausau, Wisconsin.
- (t) County of Waukesha, Wisconsin.

STATE GOVERNMENT LINKS



PROCUREMENT U



RESEARCH & PUBLICATIONS



STATE CPO & STAFF



NASPO AWARDS



ASSOCIATION EVENTS

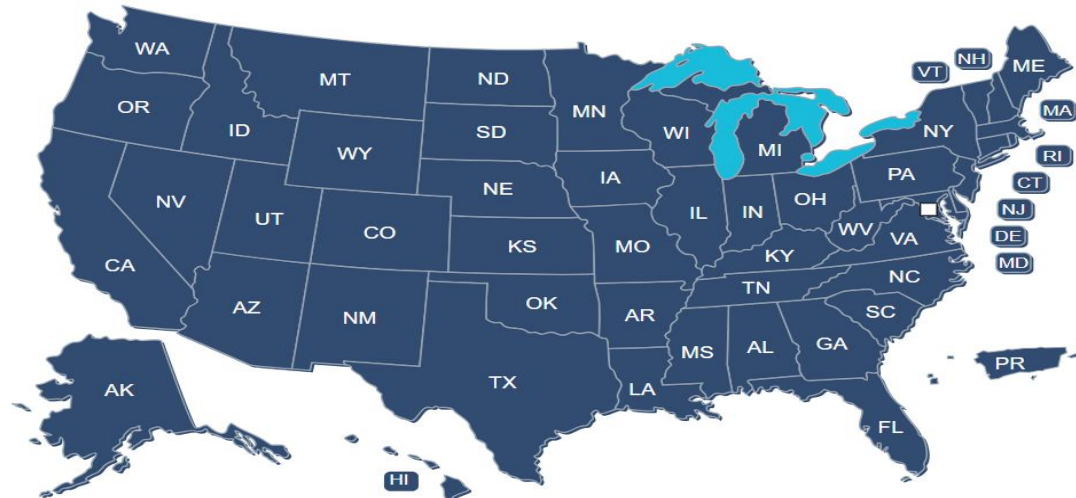


Search

N

State Procurement Office Information

<https://www.naspo.org/States>



Choose a State to Get Started

FEDERAL GOVERNMENT

FEDERAL SMALL BUSINESS PROGRAMS

Federal Goals [applied to Federal agencies and their large prime contractors]:

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#); **NOT MEETING THEIR GOALS**
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses; **NOT MEETING THEIR GOALS**
- 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses [VA also has both a veteran and service disabled veteran business preference with a higher goal].

LAST YEAR.....

The Federal government purchased

- **\$548 billion in good and services** (up from previous year)
- **\$4.40 billion from Wisconsin businesses** (up from previous year)
- **\$849 million from Wisconsin Small Businesses** (up from previous year)
 - *\$56 million from Woman Owned Businesses (up from previous year)*
 - *\$1.2 million from Small Disadvantaged Businesses (down from previous year)*
 - *\$44 million from HUBZone Certified Businesses (up from previous year)*
 - *\$120 million from Service Disabled Veteran Owned Businesses (up from previous year)*

TOP 15 WI FEDERAL CONTRACTORS FY2018

Company Name	# Employees	Total Dollars	NAICS Code	PSC Code
OSHKOSH DEFENSE, LLC	13,300	\$1,527,618,255.07	336390,	2510,
LOGISTICS HEALTH, INC.	166,000	\$403,591,863.59	621111,	Q403,
GENERAL ELECTRIC COMPANY	300,000	\$247,544,311.72	334517,	J065,
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	966	\$220,368,373.33	522390,	R710,
WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	3,701	\$189,646,981.70	524114,	G007,
AMTEC CORPORATION	1,078	\$139,026,274.99	332993,	1310,
JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	43	\$103,205,689.51	541330,	Y1MG,
GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONSIN, INC.	6,000	\$77,829,955.37	812332,	S209,
FAIRBANKS MORSE, LLC	4,900	\$59,428,849.80	336611,	2815,
STATZ CORPORATION	11	\$54,405,321.65	333316,	6760,
IDSC HOLDINGS LLC	12,000	\$53,488,851.22	444130,	5120,
INDUSTRIES FOR THE BLIND, INC.	147	\$52,366,115.04	238220,	3030,
KRUEGER INTERNATIONAL INCORPORATED	2,868	\$50,057,761.08	337122,	7105,
OSHKOSH AIRPORT PRODUCTS, LLC	4,000	\$44,388,803.00	333318,	4210,

TOP 15 WI FEDERAL SMALL BUSINESS CONTRACTORS FY2018

Company Name	# Employees	Total Dollars	NAICS	PSC Code
AMTEC CORPORATION	1,078	\$139,026,274.99	332993,	1310,
STATZ CORPORATION	11	\$54,362,785.57	333316,	6760,
TRUCK COUNTRY OF WISCONSIN, INC.	1,062	\$39,572,962.55	336120,	2320,
1PROSPECT TECHNOLOGIES, LLC	48	\$35,655,991.58	561612,	R423,
STRATATECH CORPORATION	47	\$26,756,026.19	541711,	AN93,
ADVANCIA TECHNOLOGIES, LLC	1	\$21,180,586.04	611710,	L069,
TOWER INDUSTRIES, INC.	12	\$20,322,144.00	332993,	1325,
OCENCO, INCORPORATED	100	\$18,684,309.04	336411,	1660,
DIDION, INC	214	\$16,637,542.56	311211,	8920,
ADVANCIA AERONAUTICS, LLC	2	\$15,321,249.13	621399,	Q401,
ONEIDA TOTAL INTEGRATED ENTERPRISES, LLC	238	\$15,233,887.93	562910,	F108,
APPLETON MARINE, INC.	45	\$13,740,187.73	811310,	J020,
S3 INTERNATIONAL, LLC	27	\$11,860,188.95	336413,	4820,
NMC/WOLLARD, INC.	60	\$11,216,692.59	336112,	1740,
ROEN SALVAGE CO.	24	\$11,120,371.59	237990,	3805,
SUSTAINMENT & RESTORATION SERVICES, LLC	20	\$9,762,857.81	541620,	R499,
VETERANS ELECTRIC, LLC	20	\$9,014,103.28	238210,	Z2DA,
MILWAUKEE VALVE COMPANY, INC.	720	\$8,936,685.93	339991,	5330,
PANACEA GROUP, LLC	8	\$8,887,624.47	236220,	Z1DA,
SCHUTT INDUSTRIES OF CLINTONVILLE, WIS., INC.	200	\$8,706,502.04	336212,	2330,

CURRENT FIRST TIME WI FEDERAL CONTRACTORS

Contractor	City	Amount	NAICS
ACCURATE CONTROL, INC.	RIPON	\$239.00K	238210
SPENCER RENOVATION & CONSTRUCTION LLC	WEST ALLIS	\$115.32K	238990
DMB DRILLING CO.	SHELL LAKE	\$109.50K	237110
CROSSMARK GRAPHICS, INC.	NEW BERLIN	\$55.20K	323111
LIGSTEEL LLC	MADISON	\$40.00K	541715
EGI MECHANICAL, INC.	SEYMOUR	\$40.00K	236220
OTIE-AHTNA JV, LLC	MILWAUKEE	\$25.00K	562910
UNDERWOOD, EMILY	MADISON	\$24.71K	541940
CATHOLIC CHARITIES OF THE DIOCESE OF LA CROSSE, INC.	LA CROSSE	\$19.70K	813110
MANITOWOC HEATING & REFRIGERATION SERVICES INC	MANITOWOC	\$11.95K	238220
EWALD'S VENUS FORD, LLC.	CUDAHY	\$9.07K	811118
WAUKESHA HOSPITALITY, LLC	PEWAUKEE	\$6.83K	721110
ON Q COLLISION CENTER	RINGLE	\$5.82K	811121
LAMB, HELAINA	SUN PRAIRIE	\$5.34K	541690
WEBTEC LLC	MILWAUKEE	\$3.59K	811219
LAMBERT, RACHEL	ABRAMS	\$3.25K	541990
NASI ROOFING, LLC	MINOCQUA	\$3.20K	238160
GRATTON'S GARAGES/MINI WAREHOUSE	JUNEAU	\$2.52K	531120
BETHEL RS, JACKIE	WAUSAU	\$2.50K	541620
MARSH ELECTRONICS, INC.	GREENVILLE	\$1.97K	444190

FEDERAL GOVERNMENT SMALL BUSINESS PROGRAMS

Disadvantaged including 8(a)

- Socially and Economic Disadvantaged
- 8(a) – 9 year business development program through the SBA

Women Owned Small Business (WOSB)

- Includes WOSB and Economically Disadvantaged Women Owned Small Business (EDWOSB)
- WOSB and EDWOSB self certification in SAM
- WOSB and EDWOSB set asides for certain categories of procurement – must be self certified or third party certified with documentation uploaded to [certify.SBA.gov](https://certify.sba.gov) website

FEDERAL GOVERNMENT SMALL BUSINESS PROGRAMS

Service Disabled Veteran Owned Small Business (SDVOSB)

- SDVOSB self certification in SAM for all agencies except VA and FAA
- VA and FAA require verification through VA Center for Veteran Enterprise (CVE)

HUBZone Small Business




- Company headquarters must be located in a HUBZone
- HUBZone map on SBA website
<https://maps.certify.sba.gov/hubzone/map#center=39.828200,-98.579500&zoom=5>
- 35% of employees must reside in a HUBZone
- SBA approves the certification

GENERAL FEDERAL REQUIREMENTS

- Be a small business
- Be at least 51% owned and controlled by the classification group
- Manage day-to-day operations and also make long term decisions
- Net worth and income levels may apply
- May have to meet minimum years under current ownership

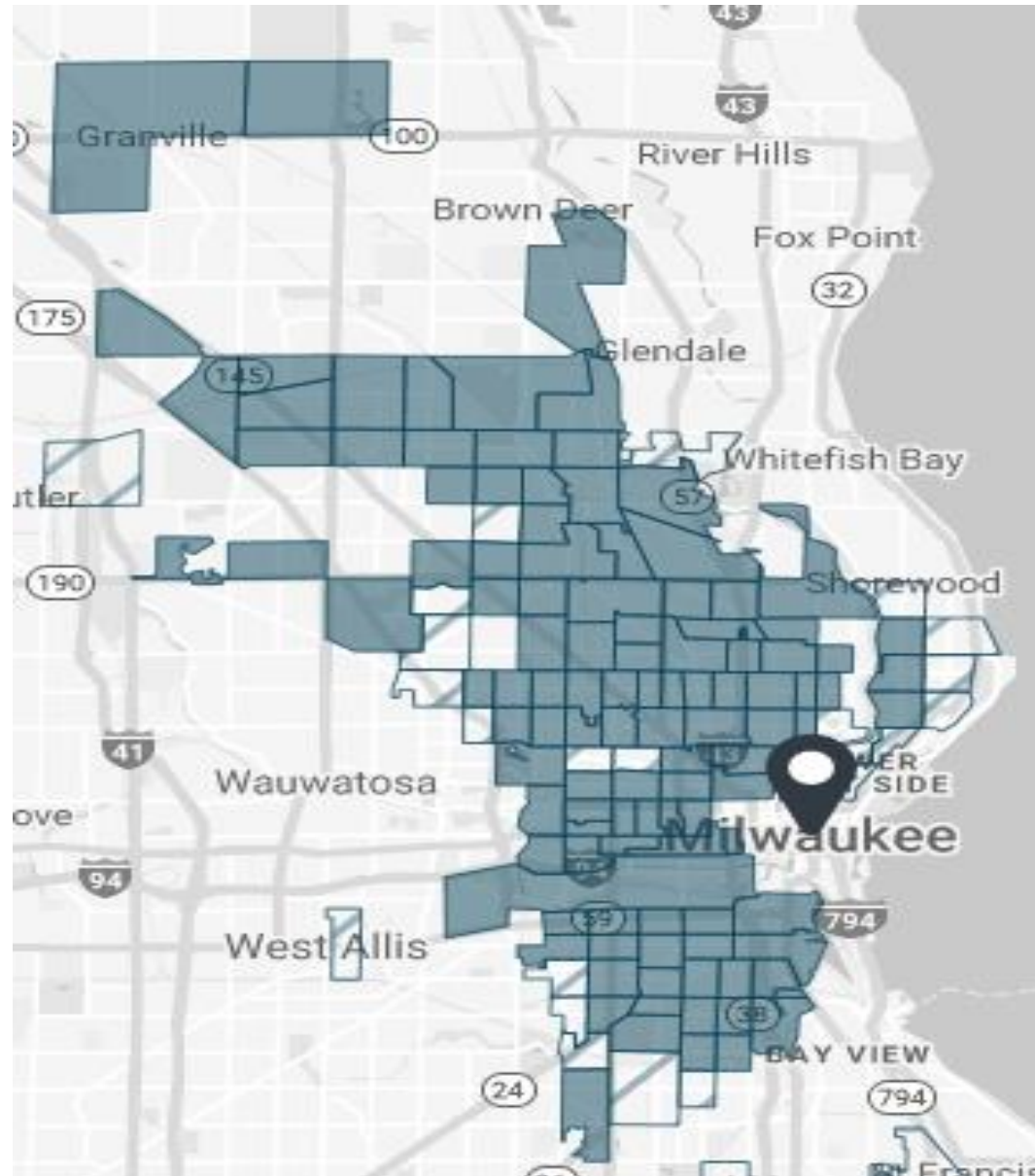
HUBZONES

Qualified HUBZones

-  Census Tract
-  County
-  Indian Land

Expiring HUBZones

-  Redesignated
-  Disaster Area
-  Closed Base Area



SMALL BUSINESS REQUIREMENTS ALSO APPLY TO LARGE PRIME CONTRACTORS



<https://osn.oshkoshcorp.com/>

Training Center

Quality Notification

1. Salt Spray Testing Results and Qualified Laboratory Documents must be included within PPAP submit
2. Welding documents (WPS and PQR's) must cite the correct weld standard in accordance with the standard
3. Calibration - Movement of equipment (not precision hand gauges) may render it "out of calibration". It is a best practice to follow the equipment manufacturers recommendations whether newly delivered equi

About Us

Welcome to the Oshkosh Corporation Supplier Portal

- Core Values
- Supplier Standards Guide
- Supplier Quality Manual
- Supplier Communications
- Supplier Diversity Program
- Supplier Profile
- Interested in doing business with Oshkosh
- Oshkosh Logistics
- Oshkosh Corporate Website

<https://www.lockheedmartin.com/en-us/suppliers/information.html>

BECOME A SUPPLIER

Whether you are looking to do business, getting started or need assistance with the basics start here.

[How to do Business with Lockheed Martin](#) | [Existing Suppliers](#) | [General Information](#)

HOW TO DO BUSINESS WITH LOCKHEED MARTIN

If you are interested in doing business with Lockheed Martin and would like to market your firm, please read the recommended s

For more details on these steps please visit [this page](#).

1. Do your homework to determine focus area(s) to target
2. Submit your company information in the Supplier Marketing Portal
3. Monitor and/or subscribe to the immediate Needs Bulletin Board
4. Meet influencers at Outreach Events
5. "Small business step" - subscribe to Small Business Innovation Research (SBIR) Program directory
6. Bring partnership opportunities to Lockheed Martin through Business Development

Please reference the frequently asked questions link about [Doing Business with Lockheed Martin](#).

QUESTIONS?



ABOUT US | LOCATIONS | SERVICES | MARKETS | PROJECTS | BUILD WITH US



<https://www.gilbaneco.com/contractor-qualifications/>

SUBMIT
QUALIFICATIONS

Submit Qualifications

We work hard to put the best teams together for our clients, and that includes having the best subcontracting companies and tradespeople on site.

Our reputation has been built on the quality of our work for generations, thanks in large part to the strong subcontractor relationships we have in areas all over the country.

GET QUALIFIED





Username

Forgot Username?

Password

Forgot Password?

Log In

Create an Account

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

ALERT: You must submit a [notarized letter](#) appointing the authorized Entity Administrator before your registration will be activated. This requirement now applies to both new and existing entities. Read [our FAQs](#) to learn more about this process change.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

<https://www.sam.gov>

Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.



IBM v1.P.13.20180427-1347
WWW7

Search Records
Data Access
Check Status
About
Help

Disclaimers
Accessibility
Privacy Policy

FAPIIS.gov
GSA.gov/IAE
GSA.gov
USA.gov



In the future, Beta.SAM.gov will be the official U.S. government website for people who make, receive, and manage federal awards.



SAM is FREE

Gain access to data in a variety of formats. Perform searches, download extracts.

- 100% Free to Use
- Free to Search

Award Domains

Different types of award data, or "domains", make up the heart of SAM. If you are coming from one of our legacy websites, click on the related link below to learn how to use those same features here.

- [Assistance Listings \(CFDA\)](#)
- [Contract Opportunities \(FBO\)](#)
- [Contract Data \(FPDS\)](#)
- [Entity Information \(SAM\)](#)
- [Federal Hierarchy](#)
- [Wage Determinations \(WDOL\)](#)

<https://beta.sam.gov/> rts





<http://dsbs.sba.gov>

Table Listing, where

the firm is at least one of: women owned, WOSB, EDWOSB, WOSB joint venture
the profile address is in EAU CLAIRE (county) of W
the profile location is in: Wisconsin;
the profile's status is Active;
and randomized by original start time of search: 2018-05-04 (

Data validation took 0.02 seconds. The count and search queries took 2.21 seconds and 2.37 seconds, respectively.

Displaying profiles 1 - 9 (of 9 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	SHREDAWAY USA INC SHREDAWAY	DAWN SCHWIETERS	2515 W PRINCETON AVE EAU CLAIRE, WI 54703-1362	
2	PURSUIT OF EXCELLENCE LLC	Dawn Garcia	310 PINNACLE WAY STE 301 EAU CLAIRE, WI 54701-3414	Business Management Consulting Services Organizational Excellence Baldrige Cor Operations, Workforce and Customer Care Business Action Plans, Measurement-b
3	Nutrition Matters, Inc.	Robert Yarrington	316 N Barstow St Ste I Eau Claire, WI 54701-3791	
4	Maletto's Packaging, Inc.	David Maletto	2715 Hogarth St Eau Claire, WI 54703-3762	Contract packaging Variety Packs, Repackaging, Shrink sleeving, Shrink Wrapping
5	Hayworth Fence Co., Inc.	JOSEPH HAYWORTH	720 N HILLCREST PKWY ALTOONA, WI 54720-2702	Hayworth Fence Co, Inc. is a commercial and residential construction company th installation.
6	Burdick, Bobette	BOBETTE BURDICK	2207 Eagle Lane Eau Claire, WI 54703-9147	
7	Riverside Machine & Engineering, Inc.	Timothy W Kilness	2445 Alpine Rd Eau Claire, WI 54703-9562	Precision Machining, Aluminum Vacuum Furnace Brazing, custom Cold Plates and
8	Watson Industries, Inc	Tom Henke	3035 Melby St Eau Claire, WI 54703-0463	AS9100, ISO9001 compliant, Electro-Static Discharge manufacturing
9	DELL CONSTRUCTION CO., INC.	Donna Kay Rodgers	4220 Cardell Rd Eau Claire, WI 54703-9602	General Contractor - Self performs concrete, drywall/framing, rough and finish ca

No more matches
Refine Search

Save E-mail Addresses for All delimited by:

- semi-colon and space
- comma and space
- ..

Opportunities
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[Opportunities List](#) [Advanced Search](#) [Archives](#)

Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

Keyword / Solicitation #: [TIPS](#) Posted Date: [Last 90 Days](#)

[Search by Agency, Set-aside, State, and Type](#) [Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 89

Sort By [Posted On \(Desc.\)](#) Showing [20](#) per page [1](#) | [2](#) | [3](#) | [4](#) | [5](#)

Opportunity	Agency/Office/Location	Type / Set-aside	Posted C
Historic Office Renovation 47PF0018R0023 Z -- Maintenance, repair, and alteration of real property	General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00)	Award	May 04, 2019
CN - MED 2B MPF - Common Stand Exams 12569R18Q0022 F -- Natural resources & conservation services	Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT)	Combined Synopsis/Solicitation / Total Small Business	May 04, 2019
J--ROOFTOP GUARDRAIL REPAIRS 36C25218Q0923 J -- Maintenance, repair & rebuilding of equipment	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation (Modified) / Total Small Business	May 04, 2019
Pavement Preservation - Bayfield, Sawyer, Ashland, Price, Florence and Forest Counties, Wisconsin 12569R18Q0024 Z -- Maintenance, repair, and alteration of real property	Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT)	Combined Synopsis/Solicitation (Modified) / Total Small Business	May 04, 2019
SSA CDI Milwaukee SSA_CDI_Milwaukee Z -- Maintenance, repair, and alteration of real property	General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00)	Solicitation (Modified)	May 03, 2019

Advanced Search

Filters

Submit Search

Reset search

> Keyword i

> Time Period

Fiscal Year

Date Range

- All Fiscal Years
- FY 2018
- FY 2017
- FY 2016
- FY 2015
- FY 2014
- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009
- FY 2008

> Award Type

> Agency

1 Active Filter:

TIME PERIOD

FY 2017

TABLE

TIME

MAP

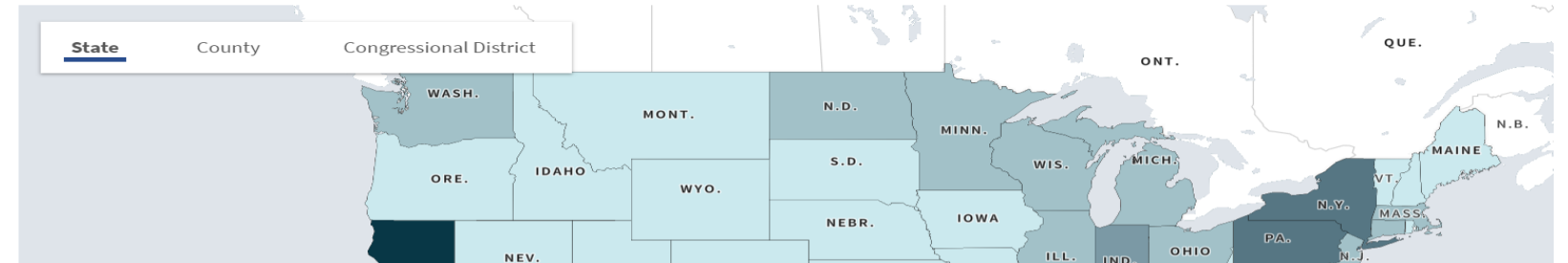
Prime Award

Spending by Geography

Explore the map to see a breakdown of spending by state, county, or congressional district. View your results by place of performance or recipient location, and hover over your chosen location for more detailed information.

Place of Performance

Recipient Location



<https://www.usaspending.gov/>

MARKETING

MARKETING

- **YOU WILL NEED A**
 - Business Card
 - Capabilities Statement
 - Website
 - Pitch

THE BUSINESS CARD

- **Appearance**
 - Light in color – so recipient can write on
 - Not glossy – so recipient can write on
 - Not CUTE – this is business
 - Leave “white space” for notes by recipients




Milwaukee Manufacturing
Custom Specialty Metal Parts
Samantha Stumpf, President

Town Industrial Park
1234 W. Newberry Dr.
North Allis, WI 53222
414-111-2345
sstumpf@milwaukeeemfg.com
www.milwaukeeemfg.com

ISO 9001
ITAR

Woman Owned
HUBZone Certified
Small Business



DUNS – 119922883 **CAGE – 1FFDA**
Experienced supplier to the Defense Industry
NAICS Codes – 333612, 331492, 332119, 332322
FSC/PSC – 18,20,22,23

Member: National Defense Industrial Association (NDIA)
Recognition: Wisconsin Marketplace –
2013 Woman Owned Business Award Winner

THE CAPABILITIES STATEMENT



The Really Great Construction Company LLC

Leaders in Energy Saving Building Renovation

7523 North Concrete Avenue
Cement, WI 53222
414-222-0000

www.reallygreat.com

Joel Tallbuild, Project Manager, j.tallbuild@rgcc.com

Since 1962, the Really Great Construction Company has been a leader in providing the best energy savings building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience in successfully teaming on Federal and State projects.**

PAST PROJECTS

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MI)
- Federal Courthouses (IN)
- County Facility (MN)
- Military Base Housing (KY)

CAPABILITIES

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

The Really Great Construction Company LLC is

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program
- EPA Reclamation Program
- Quality Control Program
- Green qualified
- "TQM" Total Quality Management – USACE

NAICS CODES

- 237130 Alternative Energy
- 238220 Boiler Installation
- 541330 Engineering Services

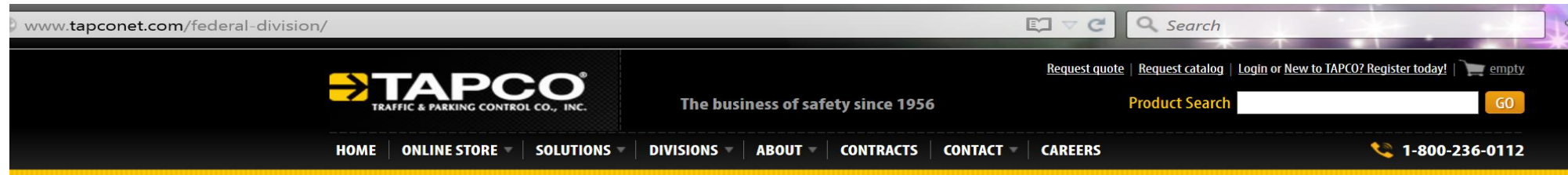
Winner of the 2010 BEST ENERGY SAVING BUILDING RENOVATION IN THE COUNTY

FSC / PSC Codes

- Z -- Maintenance, repair, and alteration of real property



THE WEBSITE



Federal Departments ▶
Federal Contracts ▶
Federal Resources ▶
Shop Federal Products

Contact our team
Call 1-800-236-0112
(8am-5pm CST)

Contact our team

Contracts & Agreements

Learn More ▶



We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products. TAPCO is a complete supplier of traffic & parking goods for the GSA Advantage buyers. TAPCO prides itself on customer service & your complete satisfaction is guaranteed. Please call **1-800-236-0112** or [email us](#) with any questions.

TAPCO Federal Features & Benefits

- Complete supplier of traffic & parking goods for GSA Advantage buyers
- Access to contract ordering information, terms and conditions and up-to-date pricing is available through [GSA Advantage!](#)

THE ELEVATOR PITCH

- LESS than 30 seconds
- Tight and to the point
- YOU **CAN NOT** DO EVERYTHING
- Start with what is most important – **it is not your certification**
- Practice
- It is NOT about you – **it is about your potential customer**
- **ADAPT**



LAST WORDS OF ADVICE

- YOU NEED TO GET OUT THERE and **SHMOOZE**
- PATIENCE
- PERSISTENCE
- WILLINGNESS TO SHARE
- WILLINGNESS TO PARTNER





QUESTIONS?

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- 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)
- May 29, 2019 – **Innovation in the Federal Marketplace** – [CLICK HERE](#) for additional information – presented by Marc Violante, 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)
- June 25, 2019 – **Integrating DFARS Requirements Into Your Day-to-Day Cyber Practices** - [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- June 26, 2019 – **Current Trends in Federal Acquisition** – [CLICK HERE](#) for additional information – presented by James Hasik, Senior Fellow, Center for Government Contracting, George Mason University School of Business



13th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In partnership with Volk Field ANG and Fort McCoy

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[SPEAKERS](#)
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Registration

For additional information regarding this event, contact Dave Olson at davido@wispro.org or (608) 338-8018.

CLICK HERE to REGISTER.

Location

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) will take place at the

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

13TH ANNUAL WISCONSIN GOVERNMENT OPPORTUNITIES BUSINESS CONFERENCE (GOBC)

In Partnership with Volk Field ANG and Fort McCoy

JULY 30-31, 2019

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC), previously known as the 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, potential partners and will also have the opportunity to meet one on one with various government and corporate buyers. 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/>

MARKETPLACE 2019 – Milwaukee, WI October 23-24, 2019



WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Carol Murphy | Business Development Specialist

Wisconsin Procurement Institute

carolm@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226