

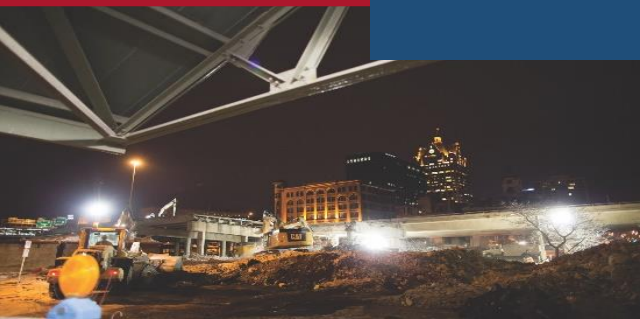


A Procurement Technical Assistance Center (PTAC)

A photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and trees with autumn foliage are visible in the foreground.

# OPPORTUNITIES FOR VETERAN OWNED BUSINESSES IN THE GOVERNMENT MARKETS

April 4, 2019 – Janesville, 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 (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 ...



EVENT CALENDAR

FEDERAL GOVERNMENT

STATE & LOCAL GOVERNMENT

GRANTS

SUCCESS & AWARDS

FAQS

**CURRENT EDITION OF THE WPI NEWSLETTER**

**www.wispro.org**



### UPCOMING EVENTS

- TUE 02** **Historically Underutilized Business Zone (HUBZone) Program Workshop – Sturgeon Bay, WI**

April 2 @ 9:30 am - 12:00 pm  
Sturgeon Bay WI
- TUE 02** **Acquisition Hour: Preparing for a CPSR Audit**

April 2 @ 1:00 pm - 2:00 pm
- TUE 02** **WPI and NCMA Wisconsin Chapter CFCM Session 8: FAR Parts 34-41 – Webinar**

April 2 @ 6:00 pm - 7:30 pm
- THU 04** **Opportunities for Veteran Owned Businesses in the Government Markets – Janesville, WI**

April 4 @ 5:30 pm - 7:00 pm  
Janesville WI

[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 1,400 companies.

# WHAT WE WILL COVER

- **The Market**
  - Needs, priorities, problems – where do you fit
- **Registrations & Certifications**
  - The process – how it works
- **Marketing & Networking**
  - Entry points, relationships, “who you know”

# TO SUCCEED IN THE GOVERNMENT MARKET

- TAKES TIME – FIRST SUCCESS IS USUALLY AFTER 18 – 24 MONTHS OF SERIOUS EFFORT
- TAKES COMPANY RESOURCES
  - YOUR TIME, EMPLOYEE TIME, RESOURCE / CONSULTANT TIME
  - MONEY
    - RESOURCES / CONSULTANT TIME
    - OUTREACH – NETWORKING
    - EDUCATION – TRAINING
- IT IS A CHOICE – DO YOU INVEST IN ENTERING AND DEVELOPING THE GOVERNMENT MARKET OR .....

# MARKET

# IS THERE AN OPPORTUNITY???

- Does the Government buy what you sell
- Does the Government have a problem you can solve
- What are the Government's priorities
- Do you have the capability and capacity to support a Government Requirement
- Do you have the Experience and Past Performance that the Government is requiring
- Are you a HIGH RISK or a LOW RISK
- Does a Government PRIME buy what you sell

# LOCATING FEDERAL AWARD HISTORY

USASpending.gov | Data Lab

USASPENDING.gov | Spending Explorer | Award Search | Profiles | Download Center

Advanced Search

Filters

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

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

State | County | Congressional District

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

<https://www.fpds.gov>

Federal Procurement Data System - Next Generation

Home | Newsroom | Reports | Status | Worksite | Archives | Training | Help

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

**NOTICE: FPDS Downtime Notification**

The FPDS production application (<https://www.fpds.gov>) will be down for deployment activities from 6:00 PM (EDT) on Friday, June 15, 2018 until 6:00 AM (EDT) on Monday, June 18, 2018.

During the downtime the FPDS web portal, web services, ezSearch tool, search capabilities, and reports will be unavailable for regular use.

We apologize for any inconvenience this may cause.

**FY 2017 Small Business Goaling Report**

**NIA Code - Hurricane Irma (H17I)**

A new National Interest Action value 'Hurricane Irma 2017' has been added to track the relief contracts.

For Web Portal users the value 'Hurricane Irma 2017' is available for selection in the National Interest Action field drop-down. The Contract Writing systems shall use the code 'H17I' when creating/updating documents through Business Services.

National Interest Action value 'Hurricane Irma 2017' is valid from 09/06/2017 to 06/30/2018.

Contracts reported against 'Hurricane Irma 2017' are available in the National Interest Action report starting Thursday, 09/07/2017.

**NIA Code - Hurricane Harvey (H17H)**

Top Required

- Recovery Report
- Recovery Data (F Reported, Cumul Summary)
- Recovery Data (F Reported, FY201
- Hurricane Sandy
- Hurricane Harvey
- Hurricane Maria F
- Hurricane Irma R
- Other Hurricane/I

Latest N

- FY 2017 Small B Goaling Report
- Downtime Notific
- Deployment of Ve
- NIA/Other Static I
- NIA Code - Hurric

Login

Log-In:

Password:

Log In

Forgot Your Password?

Security and Privacy

Contact Help Desk

You must click here for very Important D&B Information

Registration

Register

Who Should Register?

FAQs

# REVIEW CURRENT FEDERAL OPPORTUNITIES

The screenshot displays the homepage of the Federal Business Opportunities website. At the top, the logo 'FEDBIZOPPS.GOV' is prominently featured next to the text 'Federal Business Opportunities'. Below the header is a navigation menu with tabs for 'Home', 'Getting Started', 'General Info', 'Opportunities', and 'Agencies'. The main content area is a search interface with a yellow background. It features a search bar and several filter dropdowns: 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), and 'Type' (set to 'Any'). There are also input fields for 'Keyword / Solicitation #' and 'Agency'. A green 'Search' button is located below the filters. A message states: 'Search more than 33,300\* active federal opportunities.' Below the search bar, it says: 'Additional criteria and multiple selections are available on the [advanced search form](#). \* Notices posted within the last 90 days.' On the right side, there are two information icons with text: 'BUY...' and 'FBO...', each with a 'Click' link. At the bottom right, there is a link for 'Learn more reports.'

# REVIEW FEDERAL AGENCY FORECASTS

**ACQUISITION.GOV** GSA [Change](#)

*FAR and GSAM Advanced Search*

- Home
- Federal Acquisition Regulation (FAR)
- Supplemental Regulations
- Acquisition Systems
- Archives
- Policy Network

Home >> Agency Recurring Procurement Forecasts

## Agency Recurring Procurement Forecasts

- ▶ Home Page
- ▶ Small Business
- ▶ Business Opportunities
- ▼ Procurement Forecast
  - Department of Agriculture [↗](#)
  - Department of Commerce [↗](#)
  - Department of Defense [↗](#)
  - Department of Education [↗](#)
  - Department of Homeland Security [↗](#)
  - Department Housing and Urban Development [↗](#)
  - Department of the Interior [↗](#)
  - Department of Justice [↗](#)

# REVIEW STATE AGENCY SITES

The screenshot displays the OpenBook Wisconsin website. At the top, there is a navigation menu with tabs for Home, Expenditures, Contracts, Salary, Other Resources, Common Questions, and Contact Us. The 'Contracts' tab is currently selected. Below the navigation, the page title is 'Contracts'. A descriptive paragraph states: 'The contracts data tab includes information for procurement contracts and purchase orders by Agency or Vendor. For payment information on these purchase orders or contracts, visit the Expenditures tab.'

The main content area features a 'Begin Your Search' section. It includes a note: 'Note: the key word search can only match how information was entered into the accounting system.' Below this, it provides instructions on how to search:

1. Select the fiscal year
2. Type text into the fields below  
OR  
Click the Search button on the right side of each field to display the full set of choices
3. Update any Search items (Starts With, Contains, Whole Word)
4. Hit enter

The search interface includes radio buttons for 'Purchase Orders' (selected) and 'Contracts'. Below this, there is a 'Fiscal Year' dropdown menu set to '2019'. There are two input fields: 'Agency: Type Agency Here' and 'Vendor: Type Vendor Here', each with a 'Search' button. A 'Search:' section contains three radio buttons: 'Starts With' (selected), 'Contains', and 'Whole Word'. A URL <http://openbook.wi.gov/> is overlaid on the right side of the search area. The date 'Monday, April 01, 2019' is visible in the top right corner of the page.

# REVIEW STATE AGENCY SITES



<https://esupplier.wi.gov/>



**eSUPPLIER 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:

[VendorNet](#)   [Registration](#)   [Bids](#)   [Contracts](#)   [NIGP Codes](#)   [Forms](#)   [General Procurement](#)   [FA](#)

<https://vendornet.wi.gov/>

**Welcome to VendorNet**

---

**IMPORTANT INFORMATION FOR BIDDERS** – On September 12, the eSupplier Portal for Bidders was launched. Bid communications or access their VendorNet profiles before the transition were not imported into the eSupplier system **notifications**. We encourage all interested bidders to register in the new [eSupplier Portal](#) if you would like to receive Wisconsin. For more information about the transition or how to register on eSupplier Portal for Bidders, please see 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 a number of resources available to help you successfully navigate this transition, including an interactive training video Frequently Asked Questions. These resources may be found on the eSupplier Bidder Portal homepage at [eSupplier](#) can review any of the communications we have previously sent out about this transition by navigating to **General Procurement**.

# READ AND SEARCH

## Construction of Tomah Health new facility on schedule - WKBT

<https://www.news8000.com/news/construction-of-tomah-health-new.../806027846> ▼

Oct 11, 2018 - **Construction** of an **new** area hospital remains on schedule.

## Census look to identify 'misperceptions,' barriers to participation in 2020 count



By Jory Heckman @jheckmanWFED

November 5, 2018 7:06 pm ⌚ 4 min read

8 Shares



As the Trump administration [defends the inclusion of a citizenship question](#) on the 2020 census in court starting on Monday, the Census Bureau looks to correct the record on fears and common misconceptions the public has expressed about the upcoming population count.

According to the [Census Barriers, Attitudes and Motivators Study \(CBAMS\)](#) the agency released Oct. 31, nearly a quarter of respondents said they were "extremely concerned" or "very concerned" about the census, compared to their answers with other government agencies.

## Corps drills into Foster Dam during geotechnical investigation

[www.nwp.usace.army.mil/.../corps-drills-into-foster-dam-d](http://www.nwp.usace.army.mil/.../corps-drills-into-foster-dam-d)

Oct 18, 2018 - The U.S. Army Corps of Engineers' **Dam Safety** team conducted a geotechnical investigation at Foster **Dam** near Sweet Home, Oregon. Drilling visit [www.nwp.usace.army.mil/](http://www.nwp.usace.army.mil/). **dam safety** · drilling ...

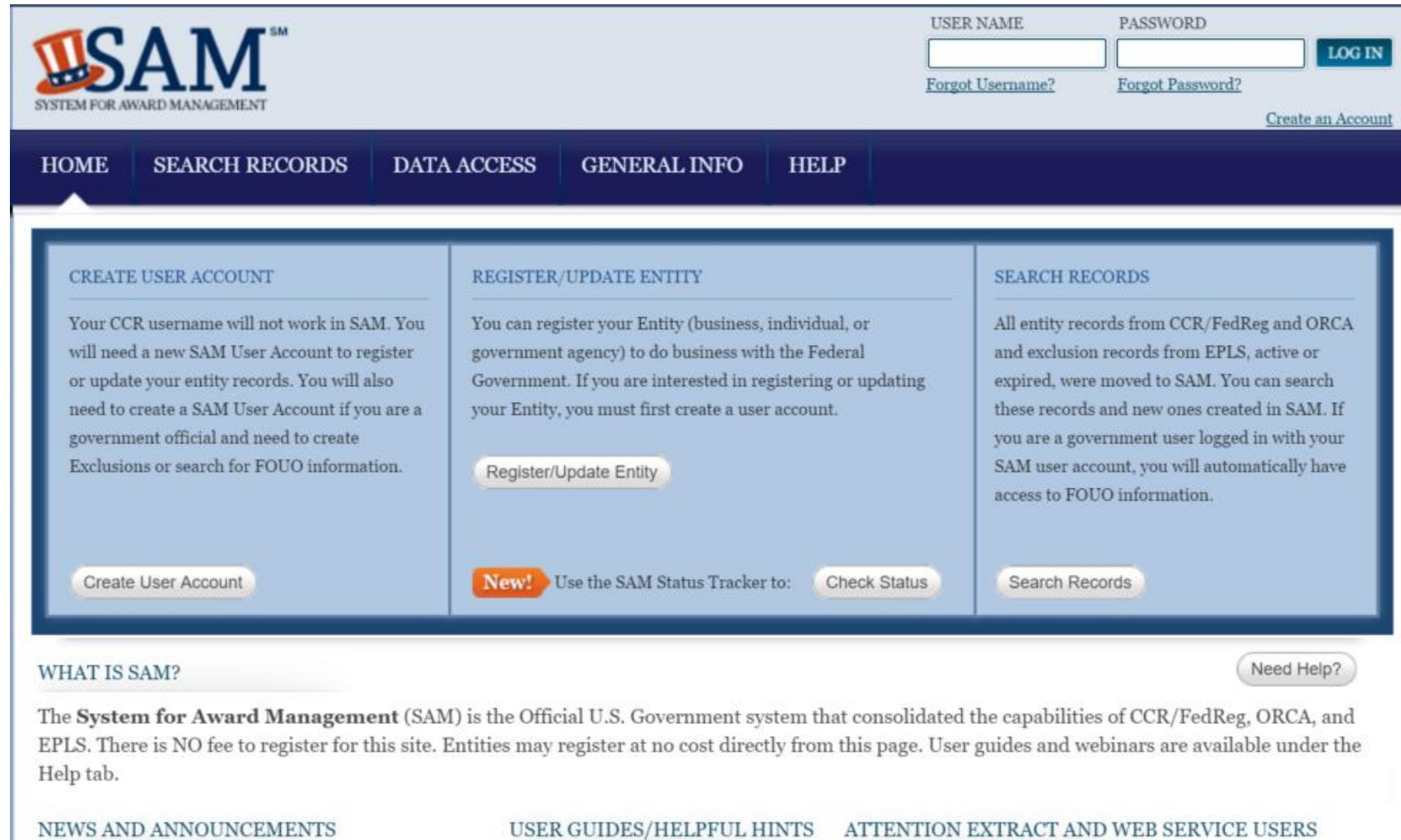
## HHS Awards Over \$1 Billion to Combat the Opioid Crisis | HHS.gov

<https://www.hhs.gov/about/.../hhs-awards-over-1-billion-combat-opioid-crisis.html> ▼

Sep 19, 2018 - This week, the U.S. Department of Health and Human Services awarded over \$1 billion in **opioid-specific grants** to help combat the crisis ...

# VETERAN REGISTRATIONS & CERTIFICATIONS

# REGISTER IN [WWW.SAM.GOV](http://www.sam.gov)



The screenshot shows the SAM.gov registration page. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are input fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below these is a 'Create an Account' link. A dark blue navigation bar contains links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area is divided into three columns: 'CREATE USER ACCOUNT', 'REGISTER/UPDATE ENTITY', and 'SEARCH RECORDS'. The 'CREATE USER ACCOUNT' section explains that CCR usernames do not work and provides a 'Create User Account' button. The 'REGISTER/UPDATE ENTITY' section explains the registration process and includes a 'Register/Update Entity' button and a 'New!' badge with a 'Check Status' button. The 'SEARCH RECORDS' section explains the scope of records and includes a 'Search Records' button. Below this is a 'WHAT IS SAM?' section with a 'Need Help?' button and a paragraph describing SAM as the Official U.S. Government system. At the bottom are links for 'NEWS AND ANNOUNCEMENTS', 'USER GUIDES/HELPFUL HINTS', and 'ATTENTION EXTRACT AND WEB SERVICE USERS'.

**SAM**<sup>SM</sup>  
SYSTEM FOR AWARD MANAGEMENT

USER NAME  PASSWORD  [LOG IN](#)  
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [GENERAL INFO](#) [HELP](#)

**CREATE USER ACCOUNT**  
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.  
[Create User Account](#)

**REGISTER/UPDATE ENTITY**  
You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.  
[Register/Update Entity](#)  
**New!** Use the SAM Status Tracker to: [Check Status](#)

**SEARCH RECORDS**  
All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.  
[Search Records](#)

**WHAT IS SAM?** [Need Help?](#)  
The **System for Award Management (SAM)** is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO fee to register for this site. Entities may register at no cost directly from this page. User guides and webinars are available under the Help tab.

[NEWS AND ANNOUNCEMENTS](#) [USER GUIDES/HELPFUL HINTS](#) [ATTENTION EXTRACT AND WEB SERVICE USERS](#)

# COMPLETE THE DYNAMIC SMALL BUSINESS SEARCH INFORMATION [HTTP://DSBS.SBA.GOV/](http://dsbs.sba.gov/)

SBA Search Results [Skip Navigation](#) [Accessibility Options](#) [Mobile View](#) [Print](#) [Exit](#) [Help](#) [DSBS](#) [Quick Market Search](#) [TM OnLine](#)

the  
and randomized

Data validation took 0.01 seconds. The count and search queries took 2.19 seconds and 2.42 seconds, respectively.

Displaying profiles 1 - 10 (of 10 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	<a href="#">MID-STATE STAINLESS, INC. AQUA PHASE</a>	MURRAY RYAN	<a href="#">330 W BENSON AVE GRANTSBURG, WI 54840-7004</a>	Aqua Phase brings you the highest quality, automatic, and efficient line of medical
2	<a href="#">HARVEY ALLEN OUTDOORS, INC</a>	Charlie Slater	<a href="#">14323 STATE ROAD 70 GRANTSBURG, WI 54840-8504</a>	Established 6 year family owned small business that manufactures high quality hu delivery and installation services
3	<a href="#">McNally Industries, LLC</a>	DEBBIE THORESON	<a href="#">340 W Benson Ave Grantsburg, WI 54840-7004</a>	Founded in 1942, McNally Industries, LLC proudly serves the United States Depart systems, as well as complex, precision machined components for critical defense a assembly, and system/subsystem integration, assembly, and test. McNally industri
4	<a href="#">Hopkins Sand &amp; Gravel, Inc.</a>	Julie Heinz	<a href="#">27760 State Rd 35 Webster, WI 54893-7911</a>	site preparation; rock crushing, custom crushing; sell rock, sand, gravel, p rock, p
5	<a href="#">NORTH COUNTRY SURVEYING INC</a>	DIANE CRANE	<a href="#">7875 BIG DOCTOR LAKE RD SIREN, WI 54872-8405</a>	North Country Surveying, Inc. is a full service surveying and mapping company. W
6	<a href="#">Northwestern Wisconsin Electric Company</a>	Beverly Dahlberg	<a href="#">104 S Pine Grantsburg, WI 54840-7926</a>	
7	<a href="#">Rez Threads Inc.</a>	Glen H Baker	<a href="#">4439 St Rd 70 Webster, WI 54893-9250</a>	
8	<a href="#">ZULU AVIATION PRODUCTS, LLC</a>	Timothy A McDonald	<a href="#">9856 County Road F Danbury, WI 54830-9122</a>	Service Disabled Veteran Owned Small Business specializing in the manufacturing scopes, binoculars, and spotting scopes.
9	<a href="#">MCNALLY INDUSTRIES, LLC NORTHERN PUMP DIVISION</a>	Ike Nordrum	<a href="#">340 WEST BENSON AVE GRANTSBURG, WI 54840-7004</a>	
10	<a href="#">Anderson, Tessa</a>	Tessa A Anderson	<a href="#">7495 Woodland Estates Dr Siren, WI 54872-9209</a>	

# VETERAN PREFERENCE IN THE GOVERNMENT MARKET

- FEDERAL
  - Department of Veterans Affairs
    - Veterans First / Verification
    - Veteran and Service Disabled Veteran
  - Other
    - Service Disabled Veteran
- STATE
  - Service Disabled Veteran
- LOCAL
  - MMSD
  - Other
- CORPORATE – VARIES

# FEDERAL

I AM A...  
Select One

- ▶ For Veterans
- ▶ For Family Members & Spouses
- ▶ For Employees
- ▶ For Business
- ▶ Forms & Publications
- ▶ Jobs
- Volunteer or Donate
- Public & Intergovernmental Affairs

VA » Office of Small & Disadvantaged Business Utilization » Vets First Verification Program

## Office of Small & Disadvantaged Business Utilization

### VETS FIRST VERIFICATION PROGRAM

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides.

<https://www.va.gov/osdbu/verification/>

**OVERVIEW**



The Veterans Benefits, Health Care, and Information Technology Act of 2006 (Public Law 109-461) provides the U.S. Department of Veterans Affairs (VA) with unique authority for Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB) set-aside and sole source contracts.

This procurement authority, and its subsequent implementation, is a logical extension of VA's mission to care for our Nation's Veterans. VA refers to this program as the Veterans First Contracting Program.

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides. During Verification, the Center for Verification and Evaluation (CVE) verifies

**Veterans Crisis Line**  
1-800-273-8255 PRESS 1

**eBenefits**  
Your VA & DoD Benefits. Online.  
Register Now  
www.ebenefits.va.gov

OSDBU Home  
Login to Vendor Information Pages (VIP)  
Access List of Veteran-Owned Businesses  
Media Library  
Frequently Asked Questions (FAQs)  
Verification Assistance Program  
Verification Assistance Briefs

# FEDERAL



**U.S. Department of Veterans Affairs**  
Office of Small and Disadvantaged Business Utilization

[Search](#)   [Verification](#) ▾   [Login](#)   [Register](#)

<https://www.vip.vetbiz.va.gov/>

## Announcements



[New Vendor Information Pages \(VIP\) Access \(DS Login and ID.Me\)](#)

[Resources, Education, and Training Opportunities](#)

## Search Businesses

VIP Verified Businesses

4/1/2019 2:13:41 PM



SDVOSB: 10556



VOSB: 3561

Total Verified: 14117

[Find Veteran Businesses](#)

[Advanced Search](#)

Business Name

DUNS

DBA

NAICS Codes

Keywords - Separate keywords with blank spaces

Search by VOSB or SDVOSB?

[Access VA Login](#)

## Contact Us

**Call Center:** (866) 584-2344  
Monday-Friday 8:00am to 6:00pm (Eastern)  
Email: [vip@va.gov](mailto:vip@va.gov)

**Status Updates:** [verificationfollowup@va.gov](mailto:verificationfollowup@va.gov)

**Profile Questions:** [vip@va.gov](mailto:vip@va.gov)

## VOSB/SDVOSB Verification

- [OSDBU Home](#)
- [What is Verification?](#)
- [Frequently Asked Questions](#)

- [Kingdomware Decision](#)
- [Verification Assistance Briefs](#)
- [Verification Counseling Program](#)
- [Verification fraud prosecutions](#)
- [Small and Veteran Business Programs](#)
- [Doing Business with VA](#)
- [VA OIG's Hotline](#)
- [FOIA Policy](#)

# FEDERAL GOVERNMENT – PRIMES (EXAMPLE)

**ONE SYSTEM. ONE TEAM**  
**OSHKOSH**  
**ONE OSHKOSH.**

**OSHKOSH SUPPLIER NETWORK**

**Our Vision**  
To develop a world-class procurement chain organization providing the best quality, NPD and competitiveness to a family of companies on a global scale.

Index | Links | Support Center | Supplier Quality Manual and Forms


About Us

- [Core Values](#)
- [Supplier Profile](#)
- [Interested in doing business with Oshkosh](#)
- [Supplier Standards Guide](#)
- [Supplier Quality Manual](#)
- [Supplier Communications](#)
- [Supplier Diversity Program](#)
- [Oshkosh Logistics](#)
- [Oshkosh Corporate Website](#)
- [Archived Supplier Portal](#)

Login Here

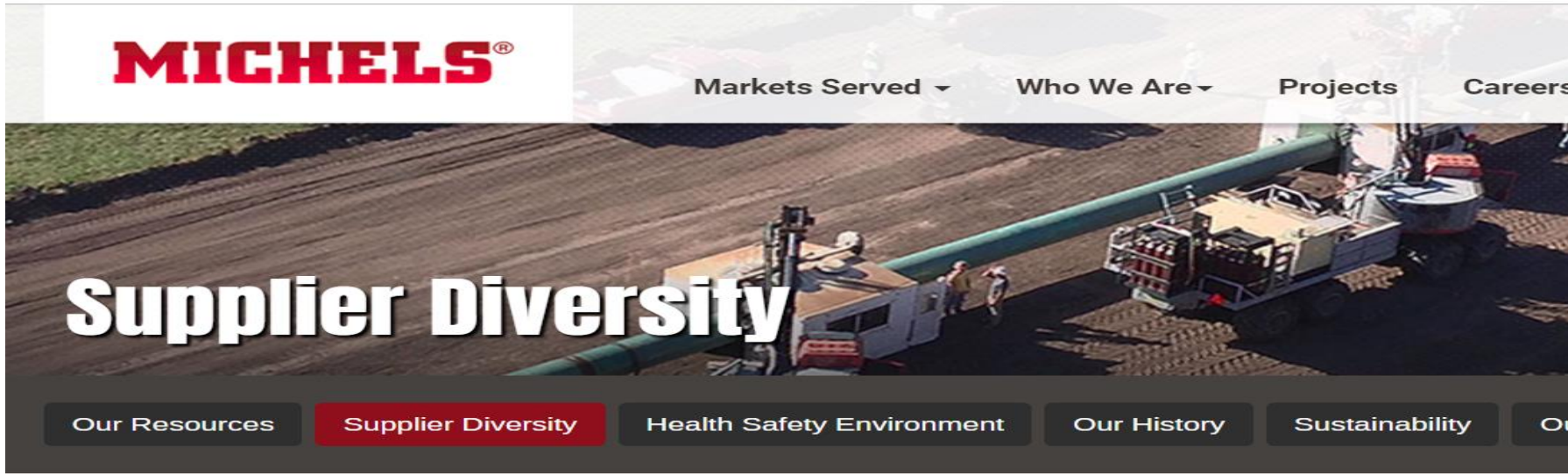
- [Login](#)
- [Training](#)

Welcome to the Oshkosh Corporation Supplier Portal



Pierce - Aerial Ladder

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



## Supplier Diversity

Michels self-performs most construction activities on projects, but hires local, specialized contractors when efficiencies can be gained. Whenever possible, we seek the services of qualified small disadvantaged, veteran, women and/or minority owned (D/V/WMBE) businesses.

In keeping with Michels' core values and our commitment to social responsibility it is Michels' policy to provide D/V/WMBE firms the maximum practicable opportunities to participate in the projects we undertake and to help our customers achieve their goals for D/V/WMBE participation.

Michels' established Supplier Diversity Manager and Procurement Team are continuously looking to expand and improve our supplier base with the addition of small and diverse businesses. We work directly with these types of firms to help them build a resume that will aid them in securing work from coast to coast while still supporting Michels.

[Fill Out Application](#)

# FEDERAL



## 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](#)



<https://wisdp.wi.gov/>

### WELCOME TO THE WISCONSIN SUPPLIER DIVERSITY PROGRAM - BUSINESS CERTIFICATIONS

[CLICK HERE TO VIEW THE WISCONSIN SUPPLIER DIVERSITY PROGRAM'S MBE & DVB ANNUAL REPORT 2018 SUPPLIER DIVERSITY ANNUAL REPORT](#)

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

WE ENCOURAGE ALL INTERESTED BIDDERS TO REGISTER AND SEARCH FOR NEW OPPORTUNITIES IN THE NEW [eSUPPLIER PORTAL](#) IF YOU WOULD LIKE TO RECEIVE BID NOTICES FROM THE STATE OF WISCONSIN.

- [Search Certified Suppliers Database](#)
- [Apply for Certification](#)
- [Login](#)
- [Register for eSupplier](#)
- [Current Goods/Services Bids](#)

#### Certification Types

Minority Business Enterprise - MBE <a href="#">More Info</a>	Woman-Owned Business Enterprise - WBE <a href="#">More Info</a>	<b>Disabled Veteran Business DVB</b> <a href="#">More Info</a>
---	--	---

# FEDERAL

<https://www.mmsd.com/procurement/supplier-diversity>



## MMSD Small Business Certification

To apply for MMSD SBE certification, businesses must complete the [Small Business Certification application](#). MMSD SBE Certification is valid for three years. Firms wishing to renew their certification must submit a new application and business tax returns for the past three years.

To be eligible for SBE certification, firms must meet the size standard for its industry as set forth by the U.S. Small Business Administration (SBA). A size standard represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a small business. SBA size standards vary by industry classification and can be defined by average annual receipts for the past three years or average number of employees over the past twelve months.

Businesses can use the [SBA size standards tool](#) to determine if their business can be classified as a small business.

## Recognized SWMBE Certifications

While there are various entities that provide SWMBE certification services, below are links to the most common SWMBE certifications that MMSD recognizes:

- [WI Dept. of Administration Supplier Diversity Programs MBE, WBE, and DVB Certifications](#)
- [WI Dept. of Transportation DBE Certification \(provided minority or gender status reflected\)](#)
- [Milwaukee County DBE Certification \(provided minority or gender status reflected\)](#)
- [City of Milwaukee SBE Certification](#)
- [Women's Business Enterprise National Council \(WBENC\)](#)
- [North Central Minority Supplier Development Council \(NCMSDC\)](#)
- [U.S. Dept. of Veteran Affairs, SDVOSB and VOSB Certifications](#)

Businesses certified by one of these agencies should submit a copy of their certificate or approval letter to the SWMBE program for inclusion in the MMSD SWMBE public directory.

# MARKETING & NETWORKING

# TARGETED MARKETING MATERIALS

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



LOGO

**Business Name**

*Tagline/Clear statement of what business does*

First and last name, Job title

---

*Complete Contact Information*

Street Address

**Telephone**

Email

Website

Quality level, ITAR, other professional/technical certifications

All Small Business Designations (Small, HUBZone, SDVOSB, MBE...)

LOGO

**DUNS Number**

**CAGE Code**

**Experience you have supplying to government agencies**

**NAICS codes, NIPG codes**

---

**Memberships, Recognition, Awards**



**Custom Fabricating & Supplies**  
5500 West Oakwood Park Drive  
Franklin, WI 53132  
(P) 414-421-2600 (F) 414-421-2700



**Certified SBA WOSB**  
Women Owned Small Business

**Capability Statement** [www.customfabricate.com](http://www.customfabricate.com)

**Industries Served**

- Military and Defense
- Aerospace and Automotive
- Medical and Dental
- Electronics and Lighting
- Wholesale and Manufacturing



**Core Competencies**

- 3D Rapid Prototyping**
- Masking Protection**
  - Caps
  - Plugs
  - Tapes
  - Hooks
- Custom Rubber Molded Parts, Die Cutting and Extrusions**
  - Surface Protection
  - Mounting & Holding
  - Seals
  - Gaskets
  - Spacers
  - Shielding
  - Masking
  - Insulators
  - Bumpers
  - Grommets
  - O-Rings



**Company Snapshot**

Founded in 2001, Custom Fabricating & Supplies (CFS) is a privately held, certified Women Owned Small Business located in Franklin, Wisconsin. Our 30+ years of expertise along with our Custom Rubber Molded Parts and Die Cuts, Extrusions, 3D Rapid Prototyping and same day shipping on stock items have made us an industry leader in Masking Protection and Plastic Finishing. Providing Great Customer Service is top priority and our goal has been the same since day one – to make sure YOU are completely satisfied!

**Company Snapshot**

CAGE Code: 4L1K1  
DUNS Number: 058065520

 **SAM**

Government Business POC: Henry Ask  
E-Mail: [henry@customfabricate.com](mailto:henry@customfabricate.com)  
Phone: 414-421-2600

**Primary NAICS Codes**

322220	Paper Bag and Coated and Treated Paper Mfg.
326112	Plastic Packaging Film and Sheet (Including Laminated) Mfg.
326199	All Other Plastics Product Mfg.
326291	Rubber Product Manufacturing For Mechanical Use
326299	All other Rubber Product Mfg.
333999	All Other Miscellaneous Purpose Machinery Mfg.
339991	Gasket Packaging And Sealing Device Mfg.

**Quality Policy**

To Exceed our customers expectations in quality, delivery and cost through continuous improvement and customer interaction

**WPI** Wisconsin Procurement Institute  
A Procurement Technical Assistance Center

4/18/2019

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# OFFICE OF SMALL DISADVANTAGED BUSINESS UTILIZATION (OSDBU)



<https://www.va.gov/osdbu/>

## DoD Small Business Offices

Are you a small business interested in working for DoD? Small Business Professionals inside Small I their organization's mission, challenges and requirements. They can also help you identify prime con

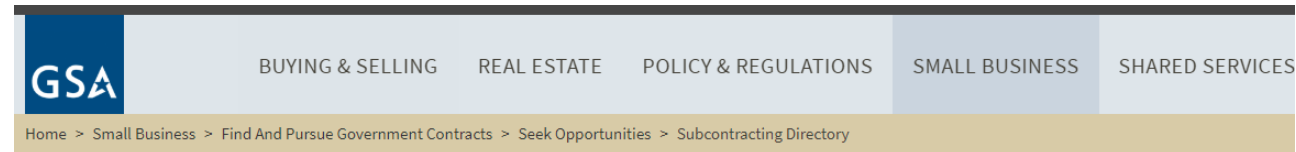
Links to DoD Small Business Office websites are included below.

### Army

- Aberdeen Proving Ground
- Army Contracting Command
- Army Corps of Engineers (HQ)
- Army Corps of Engineers (Jacksonville District)

<https://business.defense.gov/Small-Business/DoD-Small-Business-Offices/>

# SMALL BUSINESS LIAISON OFFICERS (SBLO)



## Subcontracting Directory for Small Business

### Using the Subcontracting Directory

Who the GSA Subcontracting Directory is for: The GSA Subcontracting Directory is published to help small business contractors find subcontracting opportunities with General Services Administration (GSA) prime contractors who, by law, are required to establish plans and goals for subcontracting with

### Who Is in the Subcontracting Directory:

Large prime contractors who have received federal contracts:

- for goods & services other than construction, valued at over \$700,000
- for construction valued at over \$1.5 million

**Disclaimer:** The General Services Administration (GSA) obtains the names and addresses of large prime contractors from the Federal Acquisition Procurement Data System (FPDS) when a large business receives a Federal contract.

<https://www.gsa.gov/small-business/find-and-pursue-government-contracts/seek-opportunities/subcontracting-directory-for-small-businesses>

# INDUSTRY DAYS

Federal Business Opportunities		USA.gov	
Home	Getting Started	General Info	Opportunities
	<a href="#">D--Small Business Event   Electronic Health Records Modernization (EHRM)   Business Engagement</a> 36U10119Q0042 D -- Information technology services, including telecommunications services	Department of Veterans Affairs VA Office of Small and Disadvantaged Business Utilization Department of Veterans Affairs Office of Small and Disadvantaged Business Utilization	Special Notice Mar 29, 2019
	<a href="#">J--Preventative Maintenance Services of Abiomed Impella Heart Pumps</a> 36C25819Q0161 J -- Maintenance, repair & rebuilding of equipment	Department of Veterans Affairs VA Southern Arizona Health Care System Department of Veterans Affairs Southern Arizona Health Care System	Special Notice Mar 29, 2019
	<a href="#">Notice of Intent to Award Sole Source</a> M6700119Q1138 70 -- General purpose information technology equipment	Department of the Navy United States Marine Corps MCB Camp Lejeune - RCO	Special Notice Mar 29, 2019
	<a href="#">APS Industry Day</a> TSA-25-04-02398 63 -- Alarm, signal & security detection equipment	Department of Homeland Security Transportation Security Administration Headquarters TSA	Special Notice (Modified) Mar 29, 2019
	<a href="#">SMALL BUSINESS EVENT DYNET 2019</a> W911WN19SA0001 99 -- Miscellaneous	Department of the Army U.S. Army Corps of Engineers USACE District, Pittsburgh	Special Notice (Modified) Mar 29, 2019

# ORGANIZATIONS

National Defense Industrial Association

About Contact Press National Defense Magazine f t i v u LOGIN

**NDIA** Events Policy Membership Divisions Education Chapters **Join**

**Carlisle tells Gov Matters: Mid, low-tier contractors too important to lose**

WATCH

GOVERNMENT MATTERS  
Gen. Herbert "Hawk" Carlisle (USAF, Ret.)  
President, National Defense Industrial Association

Find Event About Ethics Policy Highlights Why Join

VIEW ALL EVENTS

By Category Select Types... or By Topic Select Topic or By Division Select Division...

<http://www.ndia.org/>

<https://www.ncmahq.org/>



MEMBER LOGIN | SUSTAINING MEMBER DIRECTORY | JO

<https://www.same.org/>

Discover SAME  
Get Connected  
Become Involved  
Stay Informed  
Grow Professionally

**JOIN NOW**  
Dedicated to National Security  
Since 1920

**SAME** FOUNDATION  
Fostering Engineering

SAME Capital Week  
Briefings Presentations / New Fellows / Golden Eagle Awardees / Photos  
Facilities Management Workshop  
- Presentations | Social Media | Photos

SBC  
OCT 31-20  
New Orleans

Contact Us Login **Join NCMA** Search N

**NCMA**  
NATIONAL CONTRACT MANAGEMENT ASSOCIATION

LEARN AND ADVANCE  
CONNECT WITH PEERS  
STAY INFORMED  
DISCOVER OUR PROFESSION

**EVENT RECAP FROM SAN ANTONIO**  
Pricing & Negotiating Commercial Item Contracts

Education Seminars+ **Read**

Latest Job Postings  
Upcoming Events and  
Keep Up-To-D

# WISCONSIN AND AREA FEDERAL AGENCIES

**U.S. Department of Agriculture – Colleen M. Rettinger,  
Supervisory Contract Specialist**

Forest Products Laboratory & Northern Research  
Station  
One Gifford Pinchot Drive  
Madison, WI 53726-2398  
608-231-9285 [creittinger@fs.fed.us](mailto:creittinger@fs.fed.us)

**U.S. Forest Service – Shawn Lacina, Contracting Officer**

Lake States Acquisition Team (LSAT)  
500 Hansen Lake Road  
Rhineland, WI 54501  
(715) 362-1347 [slacina@fs.fed.us](mailto:slacina@fs.fed.us)

**128th Air Refueling Wing (Wiang) – Dionne Holloway,  
Contract Specialist**

1919 E. Grange Avenue  
Milwaukee, WI 53207  
(414) 944-8517 [dionne.f.holloway.mil@mail.mil](mailto:dionne.f.holloway.mil@mail.mil)

**U.S. Veterans Affairs – Steve Maier, Small Business  
Liaison**

Great Lakes Acquisition Center (GLAC)  
112<sup>th</sup> South 84<sup>th</sup> St. Suite 101  
Milwaukee, WI 53214  
(414) 844-4824 [steven.maier2@va.gov](mailto:steven.maier2@va.gov)

**Environmental Protection Agency - Adrienne Callahan**

Small and Disadvantaged Business Utilization  
Coordinator  
USEPA, Region 5  
77 West Jackson Blvd. (MC-10J)  
Chicago, IL 60604  
(312) 353-5556 [Callahan.adrienne@epa.gov](mailto:Callahan.adrienne@epa.gov)

VA locations and contacts Nationally

<http://www.va.gov/directory/guide/>

# WISCONSIN AND AREA FEDERAL AGENCIES

## **Oxford Prison – Bob Pahmeier, Contract Specialist**

Federal Correctional Institution

P.O. Box 500

Oxford, WI 53952

(608) 584-5511 [rpahmeier@bop.gov](mailto:rpahmeier@bop.gov)

## **115th Fighter Wing - SMSgt Katherine Pinnow**

Wisconsin Air National Guard

3110 Mitchell Street

Madison, WI 53704

(608) 245-4528 [Katherine.pinnow@ang.af.mil](mailto:Katherine.pinnow@ang.af.mil)

## **Volk Field Combat Training Readiness Training Center**

- TSgt Seth Swieter

100 Independence Drive

Camp Douglas, WI 54618-5001

(608) 427-1235 [seth.swieter@ang.af.mil](mailto:seth.swieter@ang.af.mil)

## **Fort McCoy Contracting Division - Tony Steinhoff,**

**Small Business Specialist**

Mission & Installation Contracting Command

60 South O Street

Fort McCoy, WI 54656

(608) 388-7351 phone [tony.r.steinhoff.civ@mail.mil](mailto:tony.r.steinhoff.civ@mail.mil)

Contact WPI for contacts with other agencies at specific locations such as:

- US Army Corps of Engineer
- National Park Service
- General Services Administration
- Others.....

# LAST WORDS OF ADVICE

- NETWORK
- DEVELOP RELATIONSHIPS



# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- 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)

# 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](mailto: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

# MARKETPLACE Wisconsin

## 2019 – Milwaukee, WI

### October 23-24, 2019





# QUESTIONS?

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

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

Benjamin Blanc | Government Contracting Specialist

Wisconsin Procurement Institute

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

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226