



A Procurement Technical Assistance Center (PTAC)

THE **VERY** BASICS OF GOVERNMENT CONTRACTING

April 23, 2019 – Green Bay, WI



ABOUT WPI

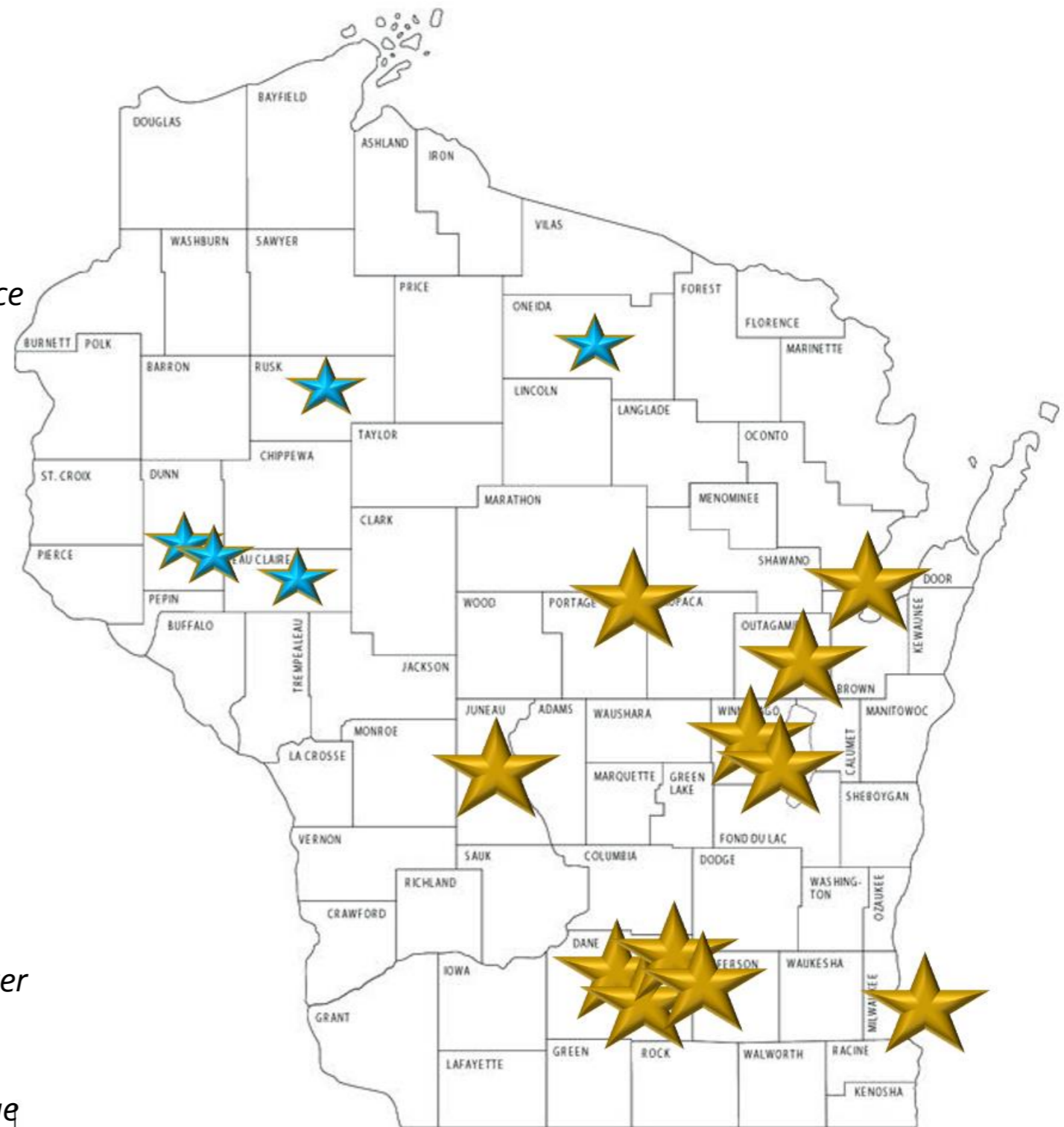
SUPPORTING THE MISSION

WISCONSIN'S PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

Celebrating 31 years of serving Wisconsin businesses!
Assist businesses in creating, developing and growing
their sales, revenue and jobs through Federal, state and
local government contracts.

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*
- 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 ...

BLOG SERVICES ABOUT CLIENT PORTAL DONATE CONTACT



EVENT CALENDAR

FEDERAL GOVERNMENT

STATE & LOCAL GOVERNMENT

OTHER GOVERNMENT & GRANTS

SUCCESS & AWARDS

FAQS

NATIONAL DEFENSE INDUSTRIAL ASSOCIATION (NDIA) ANNUAL MEETING, OCTOBER 16

www.wispro.org

UPCOMING EVENTS

- WED 10** **Acquisition Hour: Overview of CPARS**
October 10 @ 12:00 pm - 1:00 pm
- THU 18** **Growing Your Business in Burnett County Wisconsin**
October 18 @ 1:00 pm - 5:00 pm
Webster WI
- TUE 23** **Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations**
October 23 @ 1:00 pm - 2:00 pm
- WED 24** **Acquisition Hour: The SBA 8(a) Certification Program**
October 24 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (4)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)



A Procurement Technical Assistance Center

April 25, 2019

SO WHAT DOES WPI 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 (with over 3,000 attendees), and provided services to over 1,400 companies.

THE BASICS

1. Explore the Government market – is there a potential opportunity for your business.
2. Understand the US SBA SMALL BUSINESS PROGRAMS
3. Register in SAM
4. Develop a strong profile in DSBS
5. Do your Market Research - TARGET your market
6. Identify current and future opportunities – refine your TARGET
7. Develop a targeted and strong Capabilities Statement
8. Learn the process, rules, requirements and regulations
9. Develop relationships Government agencies, current contractors / subcontractors and supporting resources
- 10. BID – WIN - PERFORM**

1. EXPLORE THE GOVERNMENT MARKET – IS THERE A POTENTIAL OPPORTUNITY FOR YOUR BUSINESS

Are you ready to work with the Federal Government? IT IS VERY HARD

• CONSIDER THE FOLLOWING WHEN ANSWERING THIS QUESTION

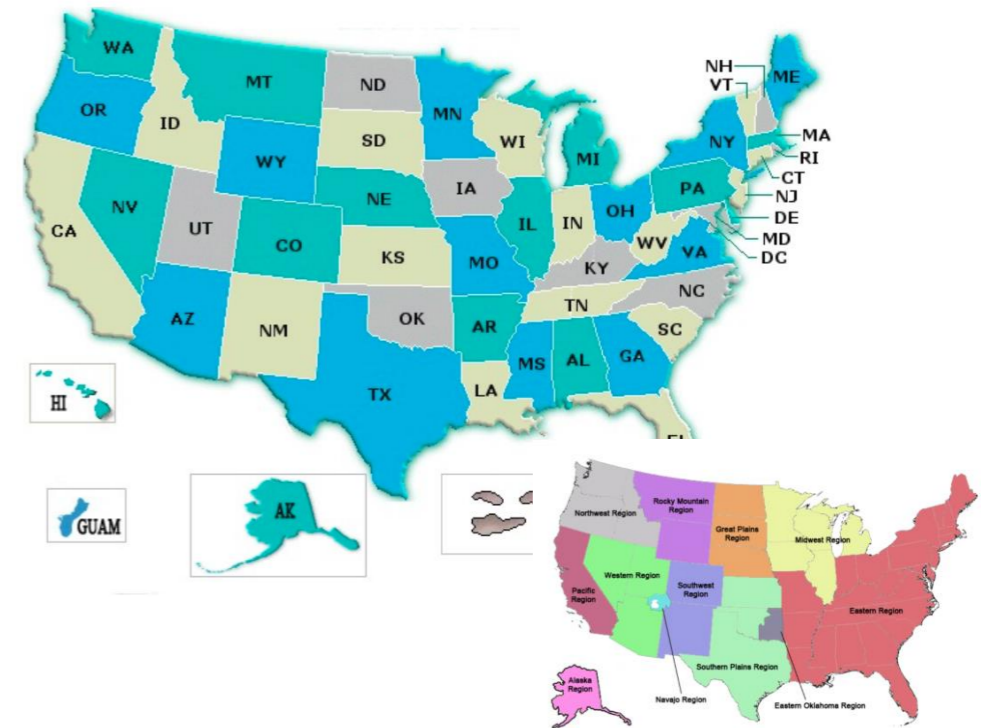
- Past performance – **HIGH RISK if no experience**
- Financial requirements – bonding, financing, cash flow
- Capacity – labor, facilities, time...
- **SOLID KNOWLEDGE** of regulations, laws, processes, compliance unique to the government
- Process – understanding requirements, getting paid, getting approvals.....
- Relationships – agency, end user, buyer....

FIND YOUR LOCAL PTAC

Find your local Procurement Technical Assistance Center by clicking on your state. For some states, you will also need to select a county. Use the Bureau of Indian Affairs regional map at the bottom of this page to find a PTAC specializing in service to federally recognized Indian tribes and Alaska Native entities, their members and reservations. The maps are viewable on computer desktops, laptops and tablets and may not be viewable on mobile devices.

USING THE MAP: For some states, you will also need to select the county. A drop down menu will pop-up under the map if this is required. If applicable, choose the county that your business is located in.

View a written list of all PTAC locations. If you are a PTAC representative and need changes made to information posted about your PTAC, please click here.



<https://www.dla.mil/SmallBusiness/PTAP/PTAC/>

2. UNDERSTAND THE US SBA SMALL BUSINESS PROGRAMS

- 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](#);
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;
- 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].

LARGE PRIME CONTRACTORS must also negotiate small business goals

3. REGISTER IN SAM

NO COST TO REGISTER in SAM

SAM
SYSTEM FOR AWARD MANAGEMENT

A NEW WAY TO SIGN IN - If you already have a SAM account, use your **SAM email** for login.gov. **Log In**

[Login.gov FAQs](#)

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

ALERT: June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 05/11/2019, from 8:00 AM to 1:00 PM (EDT).

ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

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://sam.gov>

Getting Started

Create A User Account	Register Entity	Search Records
Start by creating a SAM user account.	After creating your SAM user account, log in to register to do business with the U.S. government.	Do a public search for existing entity registration records or exclusion records. Federal users can log in to see additional information.

Search Records Disclaimers FAPIIS.gov
Data Access Accessibility GSA.gov/IAE
Check Status Privacy Policy GSA.gov
About USA.gov

GSA

4. DEVELOP A STRONG PROFILE IN DSBS



Skip Navigation > Accessibility Options >

Mobile View **Print** **Exit** **Help**

DSBS **Quick Market Search** **TM OnLine**

<http://dsbs.sba.gov>

Welcome to the D

All search form hotlir

All form fields that require typing in d

This is generally a self-certifying Development, HUBZone or Small awarding a contract.

the firm is at least one of: service-disabled veteran owned;
the profile location is in: Wisconsin;
the profile's status is Active;
and randomized by original start time of search: 2019-04-20 12:56

Data validation took 0.02 seconds. The count and search queries took 2.66 seconds and 3.02 seconds, respectively.

Displaying profiles 1 - 25 (of 177 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capa
1	ELE JANITORIAL SERVICES LLC	James Curry	5225 W BELOIT ROAD MILWAUKEE, WI 53214-5335	Provides full cleaning/janitorial services including window cleaning, stripping
2	Buckner, Michael DEAR Management Consulting Company	Michael Buckner	11125 88th St Pleasant Prairie, WI 53158-1328	D.E.A.R. is a SDVOSB, minority owned small business that provides excepti staff development training, employee empowerment strategies.
3	Marc-On Shooting LLC Marcon Shooting	Daniel R Marcon	4089 124th St Chippewa Falls, WI 54729-2791	
4	414RESTORE LLC	BRIAN FARNAND JR	6426 S 35TH ST APT 6 FRANKLIN, WI 53132-8718	remodeling construction (including additions, alterations, reconstruction, m multifamily. Included in this industry are remodeling general contractors, fo management firms.
5	MISSION FIRST GLOBAL, INC.	JONATHAN F LEHMAN JR	617 N 74TH ST WAUWATOSA, WI 53213-3603	Delivering quality services to U.S. government entities worldwide, through :
6	Heale Manufacturing Co., Inc.	ROD COPE	1231 The Strand Waukesha, WI 53186-3861	MILITARY & COMMERCIAL ELECTRIC WIRE HARNESSES CABLE ASSEMBLIES IGNITION LEADS BATTERY CABLES JUMPER CABLES BUSS BARS SUPPRESS
7	FRANK'S INC Frank's Logging	Jenny Levknecht	N2467 KORONKIEWICZ LN PESHTIGO, WI 54157-9649	
8	Menet Aero, Inc.	Peter Menet	517 E Otjen St Milwaukee, WI 53207-1611	Menet Aero provides world class aviation and Unmanned Aircraft System (U military trained aviators that have performed manned and unmanned aviati post processing of the data we collect. The industries we have commercially measurement and site survey), construction (photogrammetric survey & pr

Location of Profile

States: (any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)

Searching (Requires) Country

5. DO YOUR MARKET RESEARCH - TARGET YOUR MARKET

<https://www.usaspending.gov>

HISTORY
– the
PAST

Advanced Search

Submit Search
Reset search

Keyword

Time Period

Fiscal Year | Date Range

All Fiscal Years

FY 2019 FY 2013

FY 2018 FY 2012

FY 2017 FY 2011

FY 2016 FY 2010

FY 2015 FY 2009

FY 2014 FY 2008

Award Type

Agency

Location

Recipient

Recipient Type

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.

State | County | Congressional District

Legend: Less than \$27B, \$27B to \$52B, \$52B to \$77B

Type one or more keywords you would like to search on:

wisconsin

Go

Contracts | ICD | Recovery

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

Top 10: Department Full Name

- DEPT OF DEFENSE (435173)
- GENERAL SERVICES ADMINISTRATION (352295)
- VETERANS AFFAIRS, DEPARTMENT OF (129358)
- JUSTICE, DEPARTMENT OF (124108)
- AGRICULTURE, DEPARTMENT OF (28006)
- INTERIOR, DEPARTMENT OF THE (18217)
- HEALTH AND HUMAN SERVICES, DEPARTMENT OF (14289)
- HOMELAND SECURITY, DEPARTMENT OF (13294)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (5177)
- TRANSPORTATION, DEPARTMENT OF (4961)

Top 10: Contracting Agency Name

- FEDERAL ACQUISITION SERVICE (329428)
- DEFENSE LOGISTICS AGENCY (251692)
- VETERANS AFFAIRS, DEPARTMENT OF (127497)
- FEDERAL PRISON SYSTEM (109986)
- DEPT OF THE ARMY (97872)
- DEPT OF THE NAVY (45811)
- PUBLIC BUILDINGS SERVICE (21570)
- DEPT OF THE AIR FORCE (19884)
- FOREST SERVICE (8311)
- U.S. COAST GUARD (8298)

Top 10: Vendor Full Name

- ED LIABILITY COMPANY (173091)
- IONAL INC (67143)
- LLC (59175)
- DUCTS INCORPORATED (58565)
- COMPANY (15813)
- ITION (14022)
- IONAL (11891)
- BLANKS TRADING CO. (7175)

Top 10: Treasury Account Symbol

- 974930 (215436)
- 360160 (24344)
- 171804 (21382)

List Of Contract Actions Matching Your Criteria Results 1 - 30 of 11496

Award ID (Mod#):	Vendor Name:	Date Signed:	Referenced IDV:	NAICS (Code):	Vendor City:	Vendor State:	Global Vendor Name:	Award Type:	Contracting Agency:	Action Obligation:	Contracting Office:	PSC (Code):	Vendor DUNS:	Vendor ZIP:	Global DUNS Number:
1256A219P0032 (P00001) (View)	COMPASS POINT LLC	April 19, 2019		TIMBER TRACT OPERATIONS (113110)	JANESVILLE	WI	COMPASS POINT LLC	PURCHASE	FOREST SERV	\$0	USDA FORES		826308277	535450378	826308277
140D0418C0009 (P00003) (View)	INDUSTRIES FOR THE BLIND, INC.	April 19, 2019		COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (236220)	MILWAUKEE	WI	INDUSTRIES FOR THE BLIND, INC.	DEFINITIVE C	DEPARTMENT	\$0	IBC ACQ SVCS	ARCHITECT.	006096200	532141016	006096200
205AE919P00116 (0) (View)	BELLMAN, HOWARD S MEDIATION & ARBITRATION	April 19, 2019		ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES (541990)	MADISON	WI		PURCHASE	INTERNAL RE	\$5,444.29	MIDWEST REC		195389549	537171510	

<https://www.fpds.gov>

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

CURRENT



Center Gateway
an extension of www.fbo.gov

- Home
- Report Awards
- Bid Search
- Contact Information
- Surveys
- Events
- Links

Bid Search Wisconsin Awards - Aina

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.

Are you receiving BID MATCHES that accurately reflect opportunities in line with your businesses capabilities? Bid matches are generated based on the information in your profile. If your profile needs updating, please update your profile.

Archive Search
Company Profile
Supply Codes
Detailed Supply Codes
NAICS Search

RFQ Date	FBO	DLA	Other Fed	Web	Intl	Local
2019-04-19	11	0	0	0	36	0
2019-04-18	29	0	0	0	40	0
2019-04-17	24	1	0	2	35	0
2019-04-16	16	1	0	0	38	0
2019-04-15	16	1	0	4	71	0
2019-04-12	18	3	0	0	39	0
2019-04-11	15	0	0	0	32	0
2019-04-10	32	0	1	0	35	0
2019-04-09	9	0	1	0	43	0
2019-04-08	18	1	1	0	57	0
2019-04-05	20	1	1	3	37	0

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

Federal Business Opportunities

more than **32,400*** active federal opportunities.

WPI Bid Matching – contact WPI

Posted Date: Set-Aside Code:

Place of Performance: Type:

Keyword / Solicitation #: Agency:

Additional criteria and multiple selections are available on the search results page. * Notices posted

ATTENTION: BuyAmerican.gov serves as the public access point for use of exceptions to the Buy American Act in the United States of America's Federal Acquisition Regulation.



A Procurement Technical Assistance Center

7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT



CAPABILITIES STATEMENT

DUNS# 143133754
CAGE# 4TZWS

CERTIFICATIONS
SDVOSB (CVE Verified)
WOB
HUBZone (SBA)
DBE: Virginia, Texas, Louisiana, Maryland

NAICS CODES
PRIMARY
236220 Commercial Construction
238390 Rough Carpentry
238390 Doors, Fixtures, Hardware
238390 Furniture
238310 Drywall
238330 Flooring

BONDING
\$20m per/\$40m aggregate

OFFICE LOCATIONS
Dumfries, Virginia
New Orleans, Louisiana
San Antonio, Texas

KEY PERSONNEL
Amber Peebles, President
Melissa Schneider, VP
Clay Frook, COO
Sheila Henderson, CAO

CONTACT INFO
Athena Construction Group, Inc.
18031 Dumfries Shopping Plaza
Dumfries, Virginia 22026

703.221.7131 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

COMPANY SUMMARY

Athena Construction Group is the oldest, largest and most respected SDVOSB, WOB, HUBZone construction company in America. We specialize in General Contracting and self-performing the installation of Doors, Frames and Hardware and Drywall. Widely acknowledged for our integrity and ability to complete complex difficult projects, Athena is the company of choice for federal agencies, large General Contractors and private clients.

With significant federal experience our staff has in excess of 100 years of construction expertise. Combined, our professionals speak six different languages, have multiple degrees in engineering, and have OSHA 30, USACE CQM, ASHE, ICRA and LEED certifications.

We are proud to have Hensel Phelps as our Mentor in the DoD Mentor Protégé program.

CORE COMPETENCIES

Rough Carpentry
Interior Build-out
Furniture Supply & Installation
Painting
Doors, Frames, Hardware & Installation
Light Commercial Construction
Highway Work

CORPORATE EXPERTISE

Following is a list highlighting some of our accomplishments to date:

FEDERAL CLIENTS	PRIVATE CLIENTS
<ul style="list-style-type: none"> • Walter Reed Medical Center • VA Healthcare, VA Cemetery • DHS, St. Elizabeth's • ICC-B • Ft. Belvoir Community Hospital • Pax River 	<ul style="list-style-type: none"> • VA Audie Murphy • POFF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps



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



Capability Statement

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!

www.customfabricate.com



Company Snapshot

CAGE Code: 4L1K1
DUNS Number: 058065520



Government Business POC: Henry Asik
E-Mail: henry@customfabricate.com
Phone: 414-421-2600

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



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




7. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

ACQUISITION.GOV

Home >> Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

<https://www.acquisition.gov/procurement-forecasts>

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, Department of Labor, Department of State, Department of Transportation, Department of the Treasury

March 12 - 13, 2019 (Add to Outlook)
Herndon, VA

**FY2020
DOD & FEDERAL
AGENCY PROGRAM
BRIEFINGS
MARCH 12**

The DOD & Federal Agency Program Briefings provides SAME members a chance to hear about the projected upcoming fiscal year engineering, construction and environmental programs from contracting representatives, flag and general officers, and senior executive service leaders from the engineering components of the military services and select federal agencies.

Buyers: [Login](#) | [Register](#) Vendors

Small Business Event- Construction Contract Industry Day
Solicitation Number: **GS08-SmallBusinessEvent-April-2019**
Agency: General Services Administration
Office: Office of Small Business Utilization
Location: Customer & Stakeholder Engagement (CASE) Division

[Notice Details](#) [Packages](#)

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessit](#)

SMALL BUSINESS EVENT- US Army Corps of Engineers Rock Island District Industry Day
Solicitation Number: **W912EK-19-INDUSTRYDAY**
Agency: Department of the Army
Office: US Army Corps of Engineers
Location: USACE District, Rock Island

8. LEARN THE PROCESS, RULES, REQUIREMENTS AND REGULATIONS

<https://www.acquisition.gov>

FAC Number	Effective Date	HTML	XML	PDF
FAC_2019-01	01-22-2019			

Parts/Subparts	HTML	XML
Part 1 - Federal Acquisition Regulations System		
Subpart 1.1 - Purpose, Authority, Issuance		

9. DEVELOP RELATIONSHIPS WITH GOVERNMENT AGENCIES, OTHER CONTRACTORS / SUBCONTRACTORS AND SUPPORTING RESOURCES



- AGENDA
- EVENT HOSTS
- SPEAKERS
- SPONSORS
- COMPETITION

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

In Partnership with Volk Field Air National Guard Base

JULY 30-31, 2019

The 13th Annual Wisconsin Government Opportunities Business Conference – Fort McCoy Small Business Conference, is scheduled for July 30-31, 2019 in Wisconsin. Businesses from the Midwest will have the opportunity to participate in a focus on Infrastructure Opportunities, Federal, State and Local Government Contracting, Manufacturing and Teaming.

Attendees will have the opportunity to hear from and meet with regional customers, potential partners and will also have the opportunity to meet corporate buyers. All businesses including Small, Large, Disadvantaged Owned, Woman-Owned, Veteran-Owned and Service-Disabled Veteran-Owned are encouraged to attend.

EARLY REGISTRATION ENDS June 14, 2019

The San Diego Chapter of the National Defense Industrial Association (NDIA) is proud to present the NDIA 31st Annual Department of the Navy Gold Coast Small Business Procurement Event: Engaging with Small Business to Fortify National Defense.

The NDIA Department of the Navy Gold Coast Event is the premier Navy procurement conference in the country. Gold Coast provides a forum to educate, guide, and assist businesses, large and small, in support of the warfighter mission within Department of the Navy and throughout the DOD.

July 24 - 26, 2019
San Diego Convention Center
111 W. Harbor Drive, San Diego



- Environmental Topics
- Laws & Regulations
- About EPA

EPA in Illinois

EPA Small Business Conference: Business?

Date and Time

Tuesday 04/16/2019 1:30PM to 4:30PM CDT

[Add to Calendar](#)

Location

Metcalf Federal Building - 12th Floor
77 W. Jackson Blvd.
Chicago, IL 60604



Find a Post/Chapter Near You

SAME has 100+ Posts located throughout the United States and in several countries internationally. In addition, SAME is also authorized to host Field Chapters, which are smaller, local SAME affiliates that are overseen entirely by the local chapter. Search for Posts and Student Chapters below either by state or by region and get connected in your local area.

- Posts by State
- Posts by Region
- International Posts



A Procurement Technical Assistance Center

10. BID - WIN - PERFORM

• BID to WIN

- READ the SOLICITATION and associated REQUIREMENTS
- UNDERSTAND the bid process and your obligations
- RESPOND as detailed in the requirement
- ASK if you do not understand
- Consider PARTNERING, MPs / JVs and SUBCONTRACTING – be SELECTIVE in who you choose
- Know your COMPETITION
- Be SELECTIVE in what you bid

• WIN

- CELEBRATE
- REALIZE what you WON

• PERFORM

- PAST PERFORMANCE is CRITICAL
- CRITICAL to have ALL participants on the project to PERFORM as required
- Communicate

LAST WORDS OF ADVICE

- DO YOUR HOMEWORK – UNDERSTAND YOUR CUSTOMER AND THEIR NEEDS
- YOU NEED TO GET OUT THERE and **SHMOOZE**
- LEARN – as much as you can to compete and succeed
- PATIENCE
- PERSISTENCE
- BE WILLING TO SHARE
- BE WILLING TO PARTNER
- ASK WPI if you NEED HELP



Contact information

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Wisconsin Procurement Institute (WPI)

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Milwaukee WI 53226

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carolm@wispro.org www.wispro.org