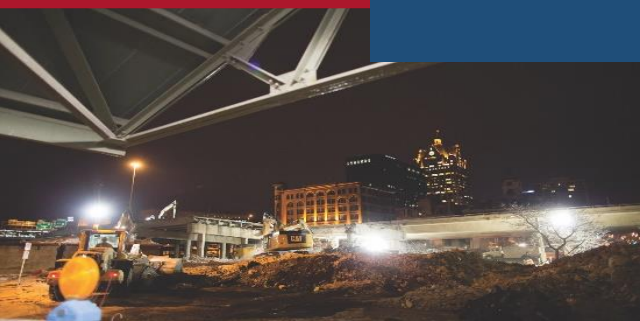




A Procurement Technical
Assistance Center (PTAC)

GSA SCHEDULE CONTRACT MANAGEMENT AND ADMINISTRATION ACQUISITION HOUR WEBINAR

June 11, 2019



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

ABOUT WPI SUPPORTING THE MISSION

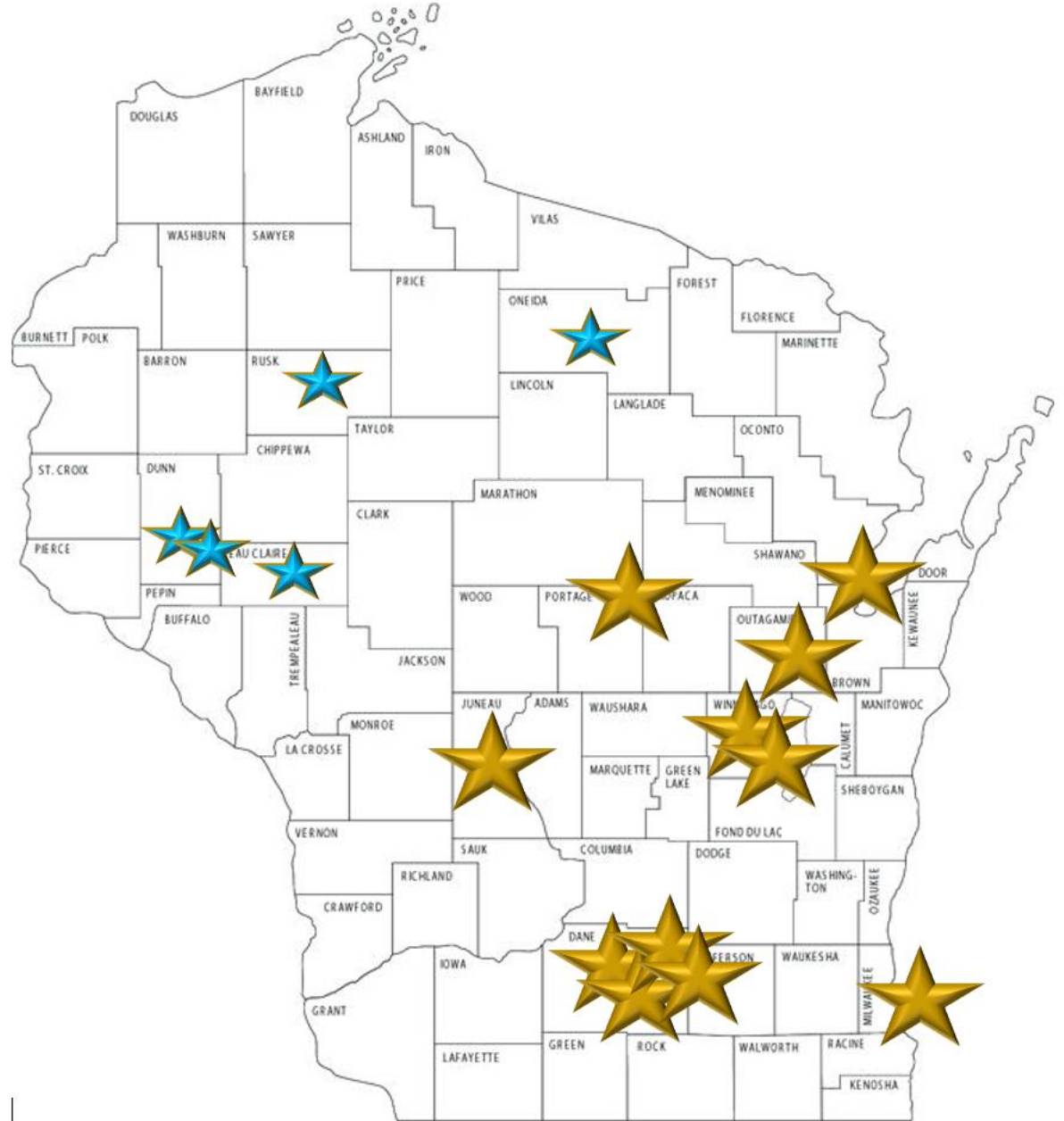
SERVING WISCONSIN
COMPANIES FOR 31 YEARS!

Assist businesses in creating,
development and growing their sales,
revenue and jobs through Federal,
state and local government contracts.

*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *FEED Kitchens*
 - *Dane County Latino Chamber of Commerce*
 - *Wisconsin Manufacturing Extension Partnership (WMEP)*
 - *Madison Area Technical College*
- 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*



ACQUISITION HOUR: 6 TIPS FOR SUCCESSFUL JOINT VENTURE AGREEMENTS - JUNE 19

www.wispro.org



UPCOMING EVENTS 

TUE 11 Acquisition Hour: GSA Schedule Contract Management and Administration
 June 11 @ 1:00 pm - 2:00 pm

WED 12 CANCELLED – Oneida County: Workforce Solutions Summit – Rhinelander, WI
 June 12 @ 8:00 am - 2:00 pm
 Rhinelander WI

WED 12 Acquisition Hour: State and Federal Certifications for Veteran and Service Disabled Veteran Owned Businesses
 June 12 @ 12:00 pm - 1:00 pm

WED 19 Doing Business With the U.S. Forest Service – Iron River, MI
 June 19 @ 1:00 pm - 4:00 pm
 Iron River MI

[View More...](#)

CURRENT OPPORTUNITIES (3) 

SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

WHAT WE WILL COVER TODAY

- First steps after you sign your contract
- Company-wide support from purchasing, accounting, marketing, and sales
- GSA Advantage- what do I include?
- Industrial Funding Fee- how do you collect, record and report.
- Modifications
- Terms and conditions and price list
- Marketing your schedule

FIRST STEPS AFTER YOU SIGN YOUR CONTRACT

WHO IS ELIGIBLE TO PURCHASE FROM YOUR GSA CONTRACT

- All Federal Government Agencies
- Non Federal Government Agencies- State, Cities and Counties -
https://www.gsaadvantage.gov/advantage/information/page.do?keyName=SNL_AISLE
 - Cooperative Purchasing
 - State and Local Disaster Purchasing
 - 1122 Program
- Indian Government
- Prime Contractors- They would need a letter from the Federal government stating that they are eligible to purchase from a GSA contract
- Non government entities
 - American Red Cross
 - Amtrak
 - World Bank
- GSA Enabled list
 - https://www.gsa.gov/cdnstatic/OGP_4800.2l_Eligibility_to_Use_GSA_Sources_of_Supply_and_Services_%28Posted_version_7-19-2016%29_%23CC033821.pdf

Shop by
Category

Search

Products

Go

Advanced



Home > State & Local Governments



State & Local Governments



Welcome to the State and Local Government aisle on GSA Advantage.

GSA Advantage is the federal government's premier online shopping superstore giving you access to millions of commercial products and services available through pre-negotiated Schedule contracts. Utilizing the Cooperative Purchasing and Disaster Purchasing Programs, State and local governments can take advantage of this system to save time and reduce overall costs on the supplies and services they need.

What is the definition of state and local government?

States, counties, municipalities, cities, towns, townships, tribal governments, public authorities, school districts, colleges and other institutions of higher education, council of governments, regional or interstate governments, or any agency or instrumentality of the preceding entities, and legislative or judicial departments.

State and local customers may browse GSA Advantage anytime. A state or local government-issued credit card is required for payment. No other forms of payment are accepted at this time. Ordering officials are responsible for ensuring that the products or services purchased will be used for official business only.

See what GSA Advantage has to offer. [Register now »](#)

Purchasing Programs

Disaster Purchasing Program



Items can be purchased directly from Schedule contractors to aid in disaster preparation, response or recovery from Presidentially-declared major disasters or acts of terrorism.

[learn more »](#)

Cooperative Purchasing Program



A variety of Information Technology products and services, as well as security and law enforcement products and services, are available through Schedule 70 and Schedule 84.

[learn more »](#)

Donation Programs

Donation Programs

WHO IS ELIGIBLE TO PURCHASE FROM YOUR GSA CONTRACT

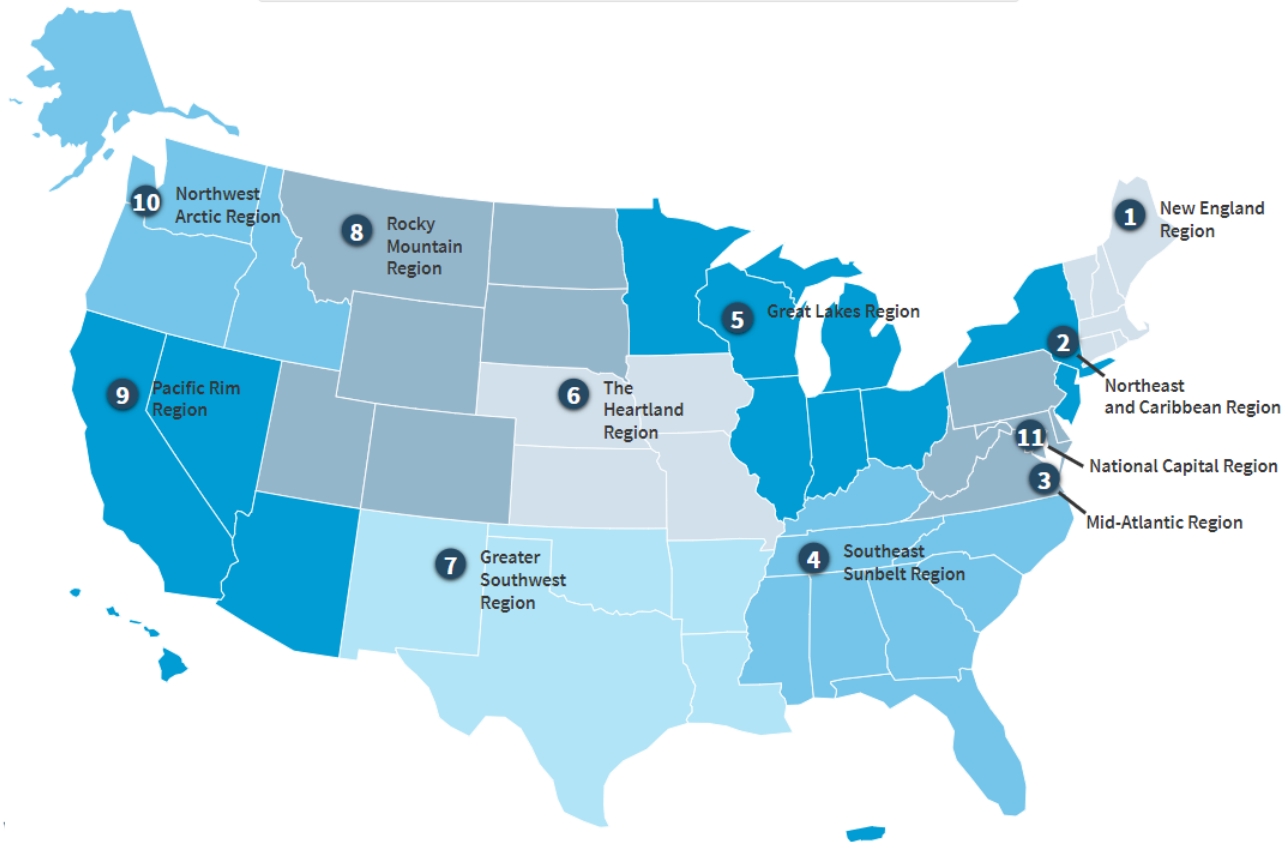
Identify these eligible users in your system to ensure that they get the GSA price

It is your responsibility to inform your customer that you have a GSA contract and they are eligible for the GSA pricing.

Know which region your contract is issued

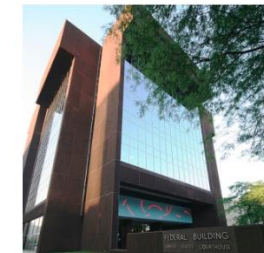
FIND A GSA REGION

Select a state, territory, or global region



GSA Team Helps Make 2020 Census Count

GSA's Census Leasing Team faces new challenges in securing space for 2020 Census effort.



Dayton Federal Building, Courthouse receives new

Congress officially names the build longtime Dayton Judge Walter H. R.



Buildings & Facilities

GSA manages 144 federal buildings and 865 leases in:

- Illinois
- Indiana
- Michigan
- Minnesota
- Ohio
- Wisconsin



Products & Services

Whatever your need, GSA can fulfill it. We've highlighted a few offerings:

- Assisted Acquisition - IT & Professional Services
- Child Care
- Customer Service
- Emergency Management
- Telecommunications Solutions



About Region 5

- Events
- Jobs
- Key Contacts
- R5 Directory of Services

KNOW WHO ARE YOU CONTACTS FOR YOUR GSA CONTRACT

- Contracting Officer
- Your CO is your primary contact to handle modification to you current contract. This information can be found be going to GSA e-Library.
<https://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- **Administrative Contracting Officer (ACO)?**
Your ACO is your primary contact to handle contract administrative issues, Mass Modifications and Subcontracting Plan tracking. This information can be found be going to Vendor Support Center –VSC
- https://vsc.gsa.gov/tools/aco_ioa.cfm
- **Industrial Operations Analyst (IOA)?**
Your IOA is your primary contact for contract sales reporting, sales adjustments, Industrial Funding Fee collection and conducts periodic assessments, virtually or in person. This information can be found be going to Vendor Support Center –VSC
- https://vsc.gsa.gov/tools/aco_ioa.cfm

GSA VENDOR SUPPORT CENTER

Vendor ToolBox

[Get Started](#)
[Research - Analyze - Decide](#)
[ToolBox Brochure](#)

Transactional Data Reporting (TDR)

Your home for all things related to the FAS Sales Reporting portal, TDR training, user manuals and support!

[Learn More](#)

Can't find what you're looking for? We're here to help

Click [here](#) to locate the right person to talk to.

[Get help now](#)




Getting on Advantage!





[Register](#)
[Vendor Start-up Kit](#)
[SIP - Download Software](#)
[SIP Training](#)
[Check Your File Status](#)
[Part Numbers](#)

EDI & cXML Documentation
[Advantage! EDI Docs](#)
[cXML Advantage Package](#)
[EDD EDI Docs](#)
[TDR](#)
[Lookup Tables](#)

[view more](#)

Popular Pages

[72A Online Reporting](#) 
[FAS Sales Reporting](#) 
[Mass Mod System](#) 
[IOA and ACO Locator](#)
[Updates and Information](#)
[Contractor Assessment](#)

[GSA Advantage!](#) 
[GSA Advantage! e-Buy](#) 
[GSA eLibrary](#) 
[eMod](#) 
[Password reset](#)
[Password Reset FAQ](#)

[view all](#) 

Already on Schedule?

Do you need to register your contract to use GSA Advantage!, eBuy or one of our eTools?

[Register](#)

COMPLIANCE CHECK LIST

- Register your Schedule contract with the Vendor Support Center (VSC)
- Review the “Vendor Start-up Kit”
- Submit your electronic contract data for publication on GSA Advantage!
Register your Schedule contract with the 72A Quarterly Reporting System:
- <https://www.gsa.gov/cdnstatic/Schedule%20Contractor%20Checklist%20Update.pdf>

COMPANY WIDE SUPPORT

COMPANY-WIDE SUPPORT

- NEED DEDICATED RESPONSIBLE PRIMARY
- IT - They are the first to get on the bandwagon
- CEO, CFO and other offices of the Company
- Finance team
- Marketing team
- Purchasing team
- Web Designers
- Creative Team
- Sales and Service team- these are your front line people

GSA ADVANTAGE

GSA ADVANTAGE- WHAT DO I INCLUDE?

- Company information including
 - Name, address, phone number, contact person, ,email address, payment address, web site
- All the items that you have on your GSA contract this would include
 - Item number, description, price, picture, lead time
- SIP File- This is the method to upload all the information into GSA Advantage
 - GSA Vendors Support Center- <https://vsc.gsa.gov/>
 - SIP Download https://vsc.gsa.gov/sipuser/sip_download.cfm
 - SIP Training <https://vsc.gsa.gov/training/>
- Terms and Conditions document

GSA ADVANTAGE

The screenshot shows the GSA Advantage! Online Shopping website. At the top right, there are links for "My Account", "NSN Ordering", "Get Quotes", "Help", and "Regis". Below these is the text "A service of the U.S. General Services Administr".


The main navigation bar includes a "Shop by Category" dropdown, a "Search" button, a "Products" dropdown, a "Go" button, and an "Advanced Search" link.

On the left side, there is a "Products" menu with the following categories: Building & Industrial, Electronics & Technology, Facilities & Supplies, Furniture & Furnishings, Janitorial & Sanitation Supplies FSSI (BIC), Law Enforcement, Fire & Security, Maintenance, Repair & Operations FSSI (BIC), Office Equipment, Office Supplies, Office Supplies & Equipment FSSI (BIC), Scientific & Medical, Tools, Paint & Recreational, and Vehicles & Equipment. Below this is a "Services" menu with "About Buying Services".

The main content area features a large banner for "Multi-Factor Authentication has been implemented and is now **LIVE** on GSA Advantage". Below the banner is a blue call-to-action box that says "Learn about MFA and how it will affect your Login to GSA Advantage!".

Below the banner, there are three sections: "Special Programs" with icons for Environmental Products, Disaster Relief Products, and Ability One; "Strategic Sourcing" with a sub-section for "Laptop and Desktop Computers"; and "Security Related Products" with a sub-section for "Buying Services?".

GSA ADVANTAGE



Shop by Category ▾
Search
Products ▾

Go
Advanced

Home > Search Results

Categories

Furniture & Furnishings

- Tables
- Activity tables
- Mobile tables
- Conferencing tables
- Furniture tops work surfaces
- Table base
- Dining table
- Furniture bases or legs
- Outdoor tables or picnic table
- Table lamp fixture
- Student computer tables
- Chairs
- Desks

Facilities & Supplies

- Tabletops
- Table cloths

Electronics & Technology

- Table top lecterns
- Network switches
- Computer hardware maintenance suppo...

Tools, Paint & Recreational

- Power saws
- Step stool

Office Supplies

- Tab indexes
- Dividers
- Reference books


Building & Industrial


- Work benches
- Storage racks or shelves
- Scissor lift or lift table

Search Results - Products

Criteria: " table "

Sort by Limit by price Search within results



Barricks Utility Table 

UT1860WA

From: **\$127.42**


incl: w v d s ew dv h wo o 8a
From 66 sources


Barricks Utility Table - Rectang
Thickness - 30" Height - Asser

Mfr: Barricks Manufacturing C

DISAST
PURCH

FSSI



Iceberg IndestrucTable Folding Table 

65127

From: **\$288.56**

incl: w v d s dv ew h wo o 8a
From 77 sources

Iceberg IndestrucTable Folding
Granite, Powder Coated - Poly

Mfr: Iceberg Enterprises, LLC

DISAST
PURCH

FSSI

GSA ADVANTAGE

Federal Purchasing Programs



AbilityOne - Mandatory source item available from the National Industries for the Blind (NIB) or SourceAmerica under the AbilityOne more



Government-wide Strategic Solutions (GSS) - Item meets the standard specifications and configurations of the GSS for more



GSA Global Supply (GGS) - Item is managed and billed by GSA Global Supply, a federal program administered by GSA more



EUCOM/AFRICOM - GSA Global Supply has a program supporting U.S. government agencies in select European and more



Federal Strategic Sourcing Initiative (FSSI) -Item is available for purchase through the FSSI program, which is a more



GSA AdvantageSelect - Item is available through the GSA AdvantageSelect program, which offers pre-competed items for more



UNICOR - Mandatory source item available from the U.S. Department of Justice, Federal Prison Industries (UNICOR) more

State & Local Purchasing Programs



Cooperative Purchasing - Item is available for purchase by state and local government entities in accordance with Section more



Disaster Purchasing - Item is available for purchase by state and local government entities in accordance with Section 833 more

Federal Product Standards



Federal Information Processing Standard (FIPS) 201 - Item or service has been evaluated by the GSA FIPS 201 more



Hazardous Materials (HAZMAT) - Item is or contains a "health hazard" or "physical hazard" as defined by the U.S. more



Homeland Security Presidential Directive 12 (HSPD-12) - Item meets the U.S. Department of Homeland Security's (DHS) more



National Fire Equipment System (NFES) - Item meets the national standards for fire supplies and equipment.



Section 508 - Electronic Information Technology item containing features that are compliant with Section 508 of the more



Shipboard Use - Item has been evaluated and tested, as required, by the U.S. Navy and documented as being approved more

GSA ADVANTAGE

Top 40:

	Price/Unit	EA	Features	Contractor	Socio	Green	Photo	Deliv Days	Min Order	FOB/ST
<input checked="" type="radio"/>	\$51.36	EA		AMERICAN TONER & INK	s			1 day delivered ARO	\$100.00	D-CONUS/
<input type="radio"/>	\$124.64	EA 1		REGALMARK, INC	s			7 days shipped ARO	\$2,400.00	D-CONUS/
<input type="radio"/>	\$130.06	EA		FEDGOV SUPPLY, LLP	s w			2 days delivered ARO	\$50.00	D-CONUS/
<input type="radio"/>	\$131.10	EA		UNITED OFFICE SOLUTION, INC	s d			5 days delivered ARO	\$50.00	D-CONUS/
<input type="radio"/>	\$135.96	EA		HUNTON OFFICE SUPPLY, INC.	s d w v			2 days delivered ARO	\$25.00	D-CONUS/
<input type="radio"/>	\$141.36	PK 1 PK		3-VETS, INC	s d 8a dv h			3 days delivered ARO	\$100.00	D-CONUS/
<input type="radio"/>	\$144.95	EA 1		WATS INTERNATIONAL INC	s d 8a			15 days delivered ARO	\$80.00	D-CO ND-AT
<input type="radio"/>	\$144.95	EA		PREMIER & COMPANIES, INC.	s			3 days shipped ARO	\$100.00	D-CO ND-AT
<input type="radio"/>	\$144.96	EA		DIVINE IMAGING INC.	s d w			4 days delivered ARO	\$100.00	D-CONUS/
<input type="radio"/>	\$146.36	EA 1		Premier Business Products Inc.	s			1 day shipped ARO	\$50.00	D-CO ND-AT
<input type="radio"/>	\$146.36	EA 1		ALLIED INK CORPORATION	s v			3 days delivered ARO	\$100.00	D-CONUS/
<input type="radio"/>	\$147.05	EA		GLOBAL SUPPLY CENTER	s d w			2 days delivered ARO	\$50.00	D-CONUS/

GSA ADVANTAGE



My Account | NSN

A s

Shop by
Category

Search

Products

Go

Advanced

Home > Contractor Information

Contractor Information

Contract #: GS-35F-0186P
Contractor: COMPUTECH INTERNATIONAL INC.
Address: 525 NORTHERN BLVD ,
GREAT NECK ,NY ,11021
E-Mail: IRENE@CTI-INTL.COM
Web Address: <http://www.ctistore.com>
Contract end date: Dec 28, 2023
Order Status POC: IRENE@CTI-INTL.COM
DUNS: 932683121

Business type: Small Business
Woman owned business
Women Owned (WOSB)

EPLS: Contractor not found on the Excluded Parties List System



View this Contractor's GSA Catalog to
products & services offered, pricing, t

GSA E-BUY

- GSA eBuy was designed to bring ease and versatility to online procurement. Here is a sample of what can be done using GSA eBuy:
- Post requirements and receive quotes electronically on millions of products and services
- Find sources of supply
- Seek information
- Procure complex requirements by attaching statements of work
- Request large dollar items
- Establish Blanket Purchase Agreement (BPA) pricing
- <https://www.ebuy.gsa.gov/ebuy/>

GSA E-BUY



Sign in as a...

Buyer

Contractor

Welcome to
eBuy

GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US federal agencies and military services worldwide to achieve required competition, best pricing and value. GSA eBuy saves you time and money - all while keeping you FAR compliant.



INDUSTRIAL FUNDING FEE

INDUSTRIAL FUNDING FEE- HOW DO YOU COLLECT, RECORD AND REIMBURSE

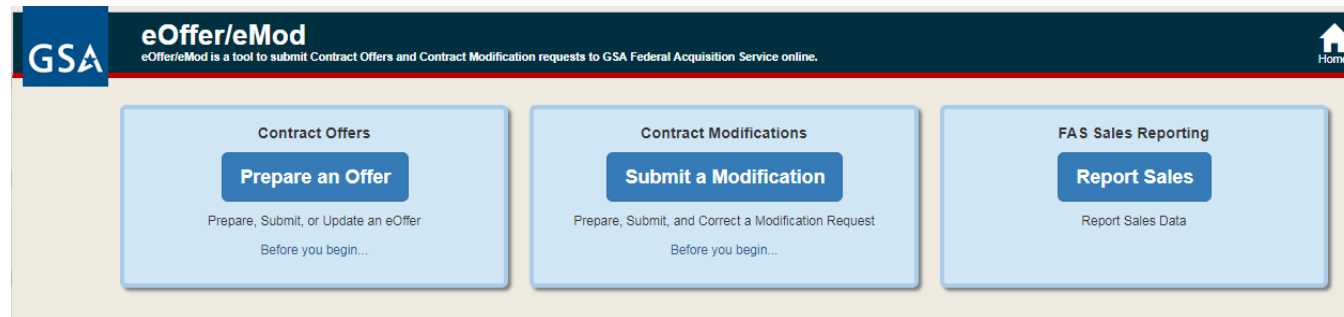
- Industrial Funding Fee
 - This is added to the price of the item. It will appear on GSA Advantage with the IFF fee
- Identify the items within your system that are on your GSA Contract
 - Special Identification Number SIN number needs to be associated with the item
 - IFF fee needs to be included in the price of the item on your system
- Your sales and service staff, your front line needs to know what items are on the GSA Contract and what the contract price is with IFF

INDUSTRIAL FUNDING FEE- HOW DO YOU COLLECT, RECORD AND REPORT

- How do I collect the IFF Fee
 - The purchasing agency or Company knows that the price they pay includes the IFF Fee
- How do I record the IFF fee
 - Assigning the SIN number to the item in your system
 - Create monthly and quarterly reports show the sales per month/quarter
 - The report should show the total sales per SIN number (less IFF Fee)
The report should show the total IFF fee collect per SIN number

INDUSTRIAL FUNDING FEE- HOW DO YOU COLLECT, RECORD AND REPORT

- How do I report the IFF fee This is done by using the e-mod link through Vendor Support Center
 - <https://eoffer.gsa.gov/>

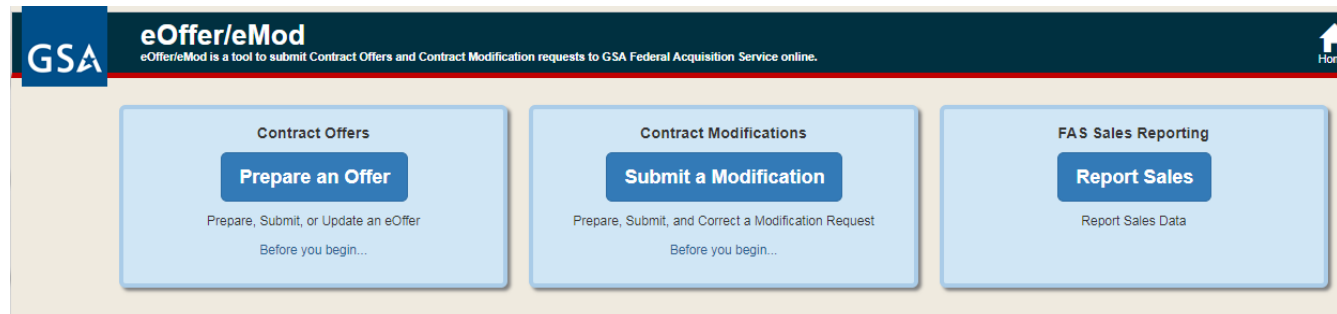


- You would list on this report the total sales and IFF per SIN number for the previous quarter.

MODIFICATIONS

MODIFICATIONS

- Modifications will be done through the e-mod link listed on the Vendor Support Center page
 - <https://eoffer.gsa.gov/>
 - Modifications types
 - Deletions, Additions, price changes, and./or MAS Mods



TERMS AND CONDITIONS, PRICE LIST AND DOCUMENTATIONS

TERMS AND CONDITIONS AND PRICE LIST

- You will be creating a Terms and Conditions and Price List with your submission on the GSA Schedule.
- The Terms and Conditions and Price List should be available for
 - Your Sales and Service Team
 - Your Customer
 - On your Website
 - On GSA Advantage - Terms and Conditions

TERMS AND CONDITIONS AND PRICE LIST



215 Power Drive
Berlin, WI 54923
www.GeneracMobileProducts.com
(800) 926-9768 | (920) 361-4442

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsaaadvantage.gov>

SCHEDULE TITLE: Federal Supply Schedule 56 – Buildings and Building Materials / Industrial Services and Supplies
FSC Class: 6135

CONTRACT NUMBER: GS-07F-0211M

CONTRACT PERIOD: January 15, 2002 – March 7, 2022

For more information on ordering from Federal Supply Schedules click on the GSA Schedules button at www.gsa.gov

CONTRACTOR Generac Mobile Products, LLC
215 Power Drive
Berlin, WI 54923-2420
PHONE: 920-230-1280
FAX#: 920-230-1201

CONTRACTOR'S ADMINISTRATION SOURCE: Generac Mobile Products, LLC
215 Power Drive
Berlin, WI 54923-2420
PHONE: 920-230-1280
FAX#: 920-230-1201
POC: Lynn S Jones, CTSM
EMAIL: lynn.jones@generac.com



215 Power Drive
Berlin, WI 54923
www.GeneracMobileProducts.com
(800) 926-9768 | (920) 361-4442

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SIN	DESCRIPTION
383-2	Portable, Standby, Backup or Prime Generator(s)
383-10	Portable Light Towers

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:

(Government net price based on a unit of one)

SIN	MODEL	PRICE
383-2	MLG8	\$7450.47
383-10	MLT3060	\$6435.91

1c. HOURLY RATES:

N/A

2. MAXIMUM ORDER*:

\$400,000 per SIN for SIN 383-2
\$300,000 per SIN for SIN 383-10

*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: None

4. GEOGRAPHIC COVERAGE: 48 Contiguous States and the District of Columbia, Alaska, Hawaii, the Commonwealth of Puerto Rico, or U.S. territories and to a CONUS port or consolidation point for orders received from overseas activities.

5. POINT(S) OF PRODUCTION: Berlin, WI, Oshkosh, WI (Waushara and Winnebago Counties respectfully)

6. DISCOUNT FROM LIST PRICES: 51% from the accepted price list. For calculation of the GSA Schedule price (price paid by customers ordering from the GSA Schedule, and the price to be loaded in to GSA Advantage), the contractor should deduct the appropriate basic discount from the list price and add the prevailing IFF rate to the negotiated discounted price (Net GSA price). Current IFF rate is 0.75%.

7. QUANTITY DISCOUNT(S): 0%

8. PROMPT PAYMENT TERMS: Net 30

9.a Government Purchase Cards must be accepted at or below the micro-purchase threshold.

DOCUMENTATION: INVOICES, PACKING LIST, QUOTATIONS, CONFIRMATION +++

- All documentation must show which items are on your GSA contract and which items are not.
 - Here is an example of how to accomplish this requirement
 - Item number 4579 is on your GSA contract. Your documentations should show the following:
 - Item 4579 Bottled Water
 - GSA Contract GS-01F-123X
 - Item number 6798 is not on your GSA contract. Your documentation should show the following:
 - Item 6798 Flavored Bottled Water
 - Open Market
 - Based on your contract you may be required to submit multiple copies of the invoice

MARKETING YOUR GSA SCHEDULE

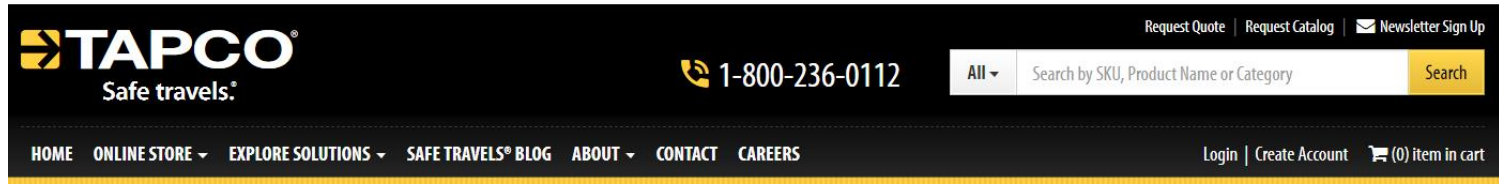
MARKETING YOUR GSA SCHEDULE

- Obtaining a GSA Contract is just a Hunting License. You need to market you contract.
- How?
 - Your website
 - Phone calls to current and past customers
 - Email blasts
 - Literature or Catalog
 - Capability Statement
 - Business Cards
 - Attending events by WPI or government agencies

MARKETING YOUR GSA SCHEDULE

- On your company's Website
 - Create a separate landing page on your website for the government
 - This page would show the items that are on your GSA Contract, pricing with the IFF Fee
 - List your contract number with the issue and expiration date
 - Have your Terms and Conditions page and price list accessible from your website
- Catalogs and Flyers
 - If you do have a commercial catalog and flyer considering creating one for you government customers.

MARKETING YOUR GSA SCHEDULE



TAPCO Federal

- Explore All Products ▶
- Products Available Online
- Federal Contracts ▶
- Resources

[Request More Information](#)

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

 **Federal Contracts**

We have a variety of contract agreements available to the Federal Government.

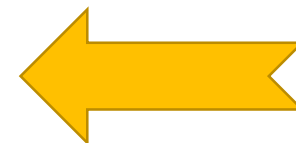
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We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the 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
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MARKETING YOUR GSA SCHEDULE

The screenshot shows the Generac Mobile website interface. At the top, there is a cookie consent banner. Below it, the contact number 800-926-9768 and a search bar are visible. The main navigation bar includes 'Products', 'Industry Solutions', 'Service and Support', and 'Resources & Tools'. A dropdown menu is open under 'Products', listing: Generators, Light Towers, Heaters, Pumps, Generac PRO, Water Trailers / Combo Units, Dust Suppression, and Government / Military. A blue arrow points from the 'Pumps' menu item to a large image of a trash pump. To the right of the trash pump image, there is a text box that reads 'Trash Pumps that are Powerful and Quiet' with a link 'Explore Our New Pumps >'. Below the main image, there are three columns of text: 'All Mobile Products', 'Industry Solutions', and 'Parts & Service'. The 'All Mobile Products' section describes diesel-powered generators, light towers, heaters, and pumps. The 'Industry Solutions' section mentions innovative solutions for various industries. The 'Parts & Service' section offers electronic files, servicing options, and parts catalogs.

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- 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 19, 2019 – **6 Tips for Successful Joint Venture Agreements** – [CLICK HERE](#) for additional information – presented by Steven A. Neeley, Husch Blackwell LLP
- 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, George Mason University School of Business
- July 9, 2019 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)
- July 24, 2019 – **The End of the Fiscal Year is Here: What is Hot and What is Not** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- August 7, 2019 – **The NEW WAWF – The Procurement Integrated Enterprise Environment (PIEE)** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)
- August 21, 2019 – **Government Property Management for Federal Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)

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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 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) 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 – (Discounted registration may be available)

EVENT REGISTRATION ENDS July 18, 2019

<https://volkfieldsbconference.org/>

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





QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Steve Makovec | Government Contract Specialist

Wisconsin Procurement Institute

stevem@wispro.org 414-270-3600

Benjamin Blanc | Government Contract Specialist

Wisconsin Procurement Institute

benjaminb@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226