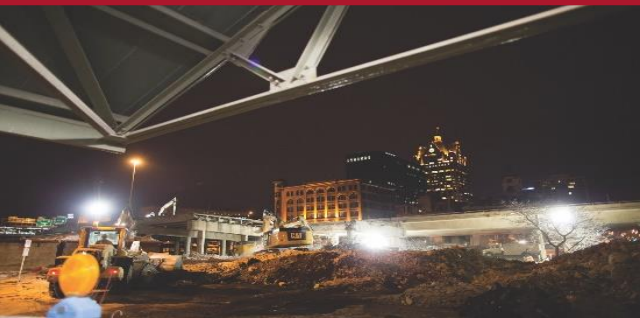
The background of the main section is a photograph of the Wisconsin State Capitol building at dusk. The building is illuminated, and its green dome is a prominent feature. The sky is a deep blue, and some trees are visible in the foreground.

# RESPONDING TO A SOURCES SOUGHT ANNOUNCEMENT AND THE INTERESTED VENDOR LIST ACQUISITION HOUR WEBINAR

SEPTEMBER 10, 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

**Celebrating 31 Years of  
serving Wisconsin Business!**

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*

## ▪ 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

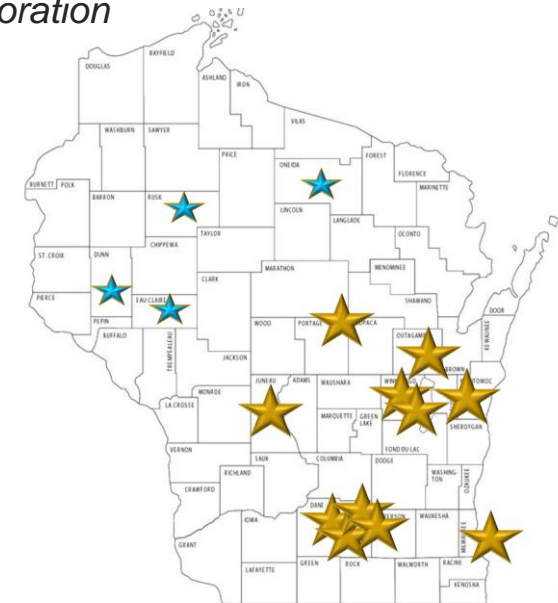
- *Indianhead Community Action Agency*

## ▪ RHINELANDER

- *Nicolet Area Technical College*

## ▪ GREEN BAY

- *Advance Business & Manufacturing Center*





Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** SPONSORSHIP CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS



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

UPCOMING EVENTS

- WED 21** Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors  
August 21 @ 12:00 pm - 1:00 pm
- THU 22** Advancing Cybersecurity in the Industry, Energy, Water Nexus – Oshkosh, WI  
August 22 @ 9:00 am - 3:00 pm  
Oshkosh WI
- THU 22** NDIA Great Lakes Chapter 10th Anniversary – Milwaukee, WI  
August 22 @ 12:30 pm - 7:30 pm  
Brookfield Wisconsin
- SEP 11** Acquisition Hour: The End of the Fiscal Year is Here – What is Hot and What is Not  
September 11 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (1)

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](#)

# WHAT WE REALLY DO

## Provides technical assistance to **CURRENT** and **POTENTIAL** Contractors and subcontractors

- **INDIVIDUAL CONSELING** – 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 service to over 1,000 companies**

# WHAT WE WILL COVER TODAY

- What is a Sources Sought Announcement
- Government Objectives
- Contractor Goals
- Locating Opportunities
- Responding to Opportunities
- Interested Vendor List

# SOURCES SOUGHT ANNOUNCEMENT

# SOURCES SOUGHT ANNOUNCEMENT

Can be either Sources Sought or Request for Information (RFI)

- Sources Sought notice – seeking possible sources for a requirement
- Request for Information (RFI) – government's technique of conducting market research.

# SOURCES SOUGHT ANNOUNCEMENT

- Terms may be used interchangeably
- Is **not** a solicitation – no contract will be awarded
- Issued for planning purposes and Market Research
- Used to identify sources and solicit interest
- Typically followed by a solicitation

# MARKET RESEARCH

- Market Research as defined in FAR 2.101 means collecting and analyzing information about capabilities within the market to satisfy agency needs
- Over 140 notices were posted in a single day in the middle of August

# GOVERNMENT OBJECTIVES

# GOVERNMENT OBJECTIVES

- Conduct Market Research to determine availability and capability of potential contractors
- May be used to locate:
  - Competition – set asides to attain small business goals
  - Solutions
  - Refining Government Requirement
  - Obtain more information from potential contractors

# GOVERNMENT OBJECTIVES

- Determine standard industry practices for procurement
- Determine procurement method, contract type, and acquisition strategy
- If no responses are received then solicitation may be issued on a broader scale
- Maintain level playing field

# GOVERNMENT OBJECTIVES

- Enhance competition by identifying contracting and subcontracting opportunities
- Access the market's capability
- Results become part of contract file documentation to support contracting officer's decisions and market research requirement

# CONTRACTOR GOALS

# CONTRACTOR'S GOALS

- Have Government issue/set aside procurement so you can qualify to submit a response
- Provide Government with information regarding Contractor's capability to meet the requirement
- Network with Government – opportunity for Government to get to know you
- Encourage similarly owned competitors to respond
- Understand subcontracting limitations in set aside procurements

# CONTRACTOR'S DOS AND DON'TS

- Do not respond just for the sake of responding
- Do not submit only a standard line card or generic capability statement
- Do not respond if you are capable, but not likely to bid on the solicitation

# CONTRACTOR'S DOS AND DON'TS

- Do respond specifically to the requirement at hand
- Do respond exactly as required
- Do make your response a best effort
- Do demonstrate professional quality and capability of your firm
- Do ask for a specific set-aside

# LOCATING OPPORTUNITIES

# LOCATING OPPORTUNITIES

Federal Business Opportunities-FedBizOpps.GOV:

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

- Sources Sought
- Special Notice

Also in FBO

- Presolicitation Notices
- Combined Synopsis/Solicitation
- Award Notices

Watch Opportunities you are interested in

Home

Getting Started

General Info

Opportunities

Agencies

Privacy

Search more than **33,200\*** active federal opportunities.

Posted Date:  Set-Aside Code:

Place of Performance:  Type:

Keyword / Solicitation #:  Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

*\* Notices posted within the last 90 days.*

### BUY AMERICAN ACT

View historical agency spend data regarding exceptions to the Buy American Act.

[Download Excel file](#)

### FBO RECOVERY REPORTS

- [Click here for Opportunities](#)
- [Click here for Awards](#)

Learn more [about FBO recovery reports](#).

<p> <a href="#">Fitness Equipment Maintenance &amp; Repair</a> W911SD-19-R-0215 J – Maintenance, repair &amp; rebuilding of equipment</p>	<p>Department of the Army Army Contracting Command, MICC MICC - West Point</p>	<p>Sources Sought / Total Small Business</p>	
<p> <a href="#">J--Inspection and Repair - Fire/Smoke Walls &amp; Doors</a> 36C25019Q1316 J – Maintenance, repair &amp; rebuilding of equipment</p>	<p>Department of Veterans Affairs Dayton VAMC Department of Veterans Affairs Medical Center</p>	<p>Combined Synopsis/Solicitation (Modified) / Service-Disabled Veteran-Owned Small Business</p>	<p>Aug 15, 2019</p>
<p> <a href="#">Furnish and Install Courtesy Docks</a> PANSWD_19_P_0000_005581 19 – Ships, small craft, pontoons &amp; floating docks</p>	<p>Department of the Army US Army Corps of Engineers USACE District, Little Rock</p>	<p>Combined Synopsis/Solicitation / Total Small Business</p>	<p>Aug 15, 2019</p>
<p> <a href="#">37--John Deere 8470 772G Motor Grader</a> 03636 37 – Agricultural machinery &amp; equipment</p>	<p>Department of the Interior Bureau of Indian Affairs BIA - DAPM</p>	<p>Combined Synopsis/Solicitation / Indian Small Business Economic Enterprises</p>	<p>Aug 15, 2019</p>
<p> <a href="#">Z--Chair Rail Replacement</a> 36C10E19Q0290 Z – Maintenance, repair, and alteration of real property</p>	<p>Department of Veterans Affairs VBA Office of Acquisition Department of Veterans Affairs Washington Regional Office</p>	<p>Sources Sought / Service-Disabled Veteran-Owned Small Business</p>	<p>Aug 15, 2019</p>
<p> <a href="#">A--MRI Testing - Stanford Lucas Center</a> 36C26119Q1083 A – Research &amp; Development</p>	<p>Department of Veterans Affairs VA Northern California Health Care System Department of Veterans Affairs No. California Health Care System System</p>	<p>Sources Sought</p>	

## Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

Login

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

# FBO CHANGES

- FBO is moving to beta.SAM.gov on November 8, 2019
- Until then use FBO.gov to locate Federal Government opportunities
- After November 8, 2019, you will be directed to beta.SAM.gov
- Once SAM is migrated, the “beta” will be dropped
- Will use email and password from Login.gov (SAM Login)

# WPI BID MATCHING SERVICE

- Free Service
- Provides opportunities daily by email
- Looks at over 3,600 websites including federal, state, and local
- Matches keywords based on contractor's capabilities
- Contact WPI to set up

These government procurement notices that match search criteria for Carol Murphy have been prepared as a service of WI Procurement Institute - WPI.



Click on [View Notices](#) to see new opportunities for 10/11/18\*

After clicking on "View Notices", it is recommended that the page be bookmarked for future reference. Notices are available for 20 business days.

## **SAVE THE DATES:**

**[WPI ANNUAL MEETING](#) - November 29 2018 - hosted by TAPCO, Milwaukee, WI**

**[MARKETPLACE 2018](#) - December 12 - 13 2018 - Milwaukee, WI**

**[END OF YEAR FEDERAL CONTRACTOR UPDATE](#) - January 24 2018 - Milwaukee, WI**

**[Click on View Notices](#)**

**BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.**

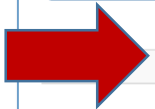
Are you receiving BID MATCHES that accurately reflect opportunities in line with your businesses capabilities? Bid matches are generated based on the information provided on your Client and Keyword search profiles. Contact us if your profile needs updating.

Archive Search

Company Profile

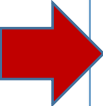
Supply Codes

Detailed Supply Codes



RFQ Date	FBO	DLA	Other Fed	Web	Intl	Local	NonFed	Awards	Total
2018-10-11	5	5	0	0	5	0	6	0	21
2018-10-10	13	0	0	0	5	0	6	0	24
2018-10-09	0	3	0	0	11	0	9	0	23
2018-10-06	14	0	0	2	11	0	6	0	33
2018-10-05	26	0	0	2	4	0	7	0	39
2018-10-04	15	1	0	2	2	0	6	0	26

**Select an Opportunity**

[Return to Main List](#)


Type	Code(s)	Description	Keywords	Response Date
FBO	20,48	CBP Green Exam Tape Roll	323111	2018-10-15
FBO	53	Department of the Army (DA) Photo Services	PHOTOGRAPHY	2018-10-26
FBO	99	PREVENTATIVE MAINTENANCE AREA WIDE	GRAPHICS	2018-10-31
FBO	D	Lease of Office Space within Region X. RLP #18-REG07 - OFFICE SPACE	VIDEO	2018-05-07
FBO	J,S	Milestone Tracker App Flyer (+ 4 More Items)	323117	2018-10-17
International	J	Supplying of Heavy Duty Graphics Scanning Machine with Maintenance Kit	GRAPHICS	
International	N	Supply and installation of 08 nos. led tvs on behalf of the haffed haryana for video conferencing system	VIDEO	
International	R	Provision of video conference services	VIDEO	
International	T	Production of a documentary film and photo booklet.	VIDEO	

## Select an Opportunity

Keywords: 323111

1 of 21

Print

<b>Subject:</b>	T- CBP Green Exam Tape Roll
<b>Type:</b>	FBO
<b>RFQ Type:</b>	FedBizOpps Combine Synopsis/Solicitation
<b>FSG Code:</b>	20,48
<b>Publish Date:</b>	181011
<b>Agency Name:</b>	Government Publishing Office
<b>Office:</b>	Customer Services Department
<b>Location:</b>	San Francisco Regional Printing Procurement Office
<b>Classification Code:</b>	T
<b>Address:</b>	536 Stone Road, Suite I Benicia CA 94510-1170
<b>Solicitation Number:</b>	571-928
<b>Response Date:</b>	101518
<b>Information Contact:</b>	Scoti Cox, Printing Services Specialist, Phone 7077481970, Email <a href="mailto:scox@gpo.gov">scox@gpo.gov</a>
<b>URL:</b>	<a href="https://www.fbo.gov/spg/GPO/PPD/SanFranciscoCA/571-928/listing.html">https://www.fbo.gov/spg/GPO/PPD/SanFranciscoCA/571-928/listing.html</a>
<b>Set-aside:</b>	N/A
<b>NAICS Code:</b>	323111
<b>Description:</b>	One-Time Bid for Green Exam Tape Rolls for Department of Homeland Security, U.S. Customs and Border Protection (CBP). Green Tape Roll prints image in black ink, repeating every 3/8" on entire tape roll. Flood coat all tape rolls with a UV clear protective topcoat. PDF proofs required. Partial deliveries required. Quality Level III required.



# RESPONDING TO OPPORTUNITIES

# HOW TO RESPOND

- Read the announcement carefully
- Follow instructions
- Respond to all elements of the document
- Provide all information requested
- Do not respond to anything outside your firm's capabilities
- Return all information and associated documents on time, in the correct format, to the correct location



## Religious Education Coordinator (REC), Catholic at Schofield Barracks


Solicitation Number: W912CN19QCATHLICREC  
Agency: Department of the Army  
Office: Army Contracting Command, CSBs  
Location: 413th CSB (W912CN) RCO Hawaii


Notice Details

Packages

Interested Vendors List



 **Note:** This opportunity allows for electronic responses. [Click here](#) to log in and submit a response.

 **Original Synopsis**  
Oct 10, 2018  
2:56 pm

[Return To Opportunities List](#)

[Watch This Opportunity](#)

[Add Me To Interested Vendors](#)

**Solicitation Number:**  
W912CN19QCATHLICREC

**Notice Type:**  
Sources Sought

### Synopsis:

Added: Oct 10, 2018 2:56 pm

This is a Request for Information (RFI). See attached draft Performance Work Statement (PWS) for non-personal services to provide a Religious Education Coordinator (REC), Catholic at Schofield Barracks in Hawaii. The proposed period of performance for this acquisition is 1 November 2018 - 31 October 2019 plus two (2) one year option periods. The North American Industry Classification System (NAICS) code for this acquisition is 813110 and the applicable small business size standard is \$7.5 Million. Please email the following information to us for consideration:

### ALL FILES

 [Draft PWS](#) 

Oct 10, 2018

 [PWS-REC Catholic-MPC...](#)

### GENERAL INFORMATION

**Notice Type:**  
Sources Sought


**Posted Date:**  
October 10, 2018

**Response Date:**  
Oct 14, 2018 5:00 pm Hawaii

**Archiving Policy:**  
Automatic, 15 days after response date

**Archive Date:**

1. Company Name
2. Point of Contact (Name, email address & telephone number)
3. Are you a small business? Classification?
4. Are you prepared to submit a quotation (within two weeks)?
5. Provide any recommendation or comment on our draft PWS.

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

#### Draft PWS

Type: Other (Draft RFPs/RFIs, Responses to Questions, etc..)

Posted Date: October 10, 2018

 [PWS-REC\\_Catholic-MPC-DRAFT.pdf](#) (191.34 Kb)

Description: Draft PWS

**Contracting Office Address:**  
742 Santos Dumont Ave.  
BLDG 108  
Wheeler Army Air Field (WAAF)  
Schofield Barracks, Hawaii 96857  
United States

October 10, 2018

**Original Set Aside:**

N/A

**Set Aside:**

N/A

**Classification Code:**

G -- Social services

**NAICS Code:**

813 -- Religious, Grantmaking, Civic,  
Professional, and Similar  
Organizations/813110 -- Religious  
Organizations

**Place of Performance:**

742 Santos Dumont Ave.

BLDG 108

Wheeler Army Airfield (WAAF)

Schofield Barracks, Hawaii 96857

United States

**Primary Point of Contact:**

Robert L. Shedrick,

Contract Specialist

[robert.l.shedrick.mil@mail.mil](mailto:robert.l.shedrick.mil@mail.mil)

Phone: 8086560980

**Secondary Point of Contact:**

Melanie D. Phaniphon,

Contracting Officer

[melanie.d.phaniphon.civ@mail.mil](mailto:melanie.d.phaniphon.civ@mail.mil)

Phone: 8086560945

# PERFORMANCE WORK STATEMENT (PWS)

- Attached draft PWS is 30 pages long
- Read and review the document
- Provide comments as requested – this allows contractors to impact the statement of work and the actual requirement



## VALVE, SOLENOID

Solicitation Number: SPRRA1-19-R-0029  
Agency: Defense Logistics Agency  
Office: DLA Acquisition Locations  
Location: DLA Aviation - Huntsville

Notice Details

Packages

Print Link

**Note:** This opportunity allows for electronic responses. [Click here](#) to submit a response.

Original Synopsis

Oct 17, 2018  
8:45 am

[Return To Opportunities List](#)

[Watch This Opportunity](#)

Solicitation Number: SPRRA1-19-R-0029  
Notice Type: Sources Sought

Synopsis:  
Added: Oct 17, 2018 8:45 am

**THERE IS NO SOLICITATION AVAILABLE AT THIS TIME. REQUEST FOR A SOLICITATION WILL NOT RECEIVE A RESPONSE.** This Sources Sought Synopsis (SSS) is in support of Market Research being conducted by the Defense Logistics Agency to identify potential manufacturing/supply sources, and if future efforts can be competitive or Set Aside for Small Business. The proposed North American Industry Classification Systems (NAICS) Code is **332919** and has a corresponding Size Standard of **750** employees. This SSS is to notify companies that the Defense Logistics Agency, Redstone Arsenal, Alabama, is seeking qualified sources for the acquisition of:

### GENERAL INFORMATION

Notice Type: Sources Sought  
Posted Date: October 17, 2018  
Response Date: Oct 22, 2018 11:59 pm Eastern  
Archiving Policy: Automatic, 15 days after response date  
Archive Date: November 6, 2018  
Original Set Aside: N/A  
Set Aside: N/A  
Classification Code: 48 -- Valves  
NAICS Code: 332 -- Fabricated Metal Product Manufacturing/332919 -- Other Metal Valve and Pipe Fitting Manufacturing

**VALVE, SOLENOID**, NSN: **4810-01-537-5537**, Part Number: **3886260-1** in support of the **BJ APACHE** weapon system.

**This item must be acquired, for the second or subsequent time, directly from the actual manufacturer. The data needed to acquire this part competitively is not physically available, it cannot be obtained economically, nor is it possible to draft adequate specifications or any other adequate, economical description of the material for a competitive solicitation.** As a result, this acquisition is currently being procured under Federal Acquisition Regulation (FAR) 6.302-1(a)(2) having only a limited number of responsible sources.

The Government is interested in all businesses to include 8(a), small business and small disadvantaged business, Service-Disabled Veteran-Owned, Hubzone, and Women-Owned small business concerns. All contractors must meet prequalification requirements in order to be registered as a potential source. Firms that possess the ability and can produce the required item(s) described above are encouraged to identify themselves. Contractors are encouraged to seek source approval in order to compete for future solicitations by accessing the website: [http://amcomdmz.redstone.army.mil/casl\\_cmo/casldba.casl\\_cmo\\_samsar](http://amcomdmz.redstone.army.mil/casl_cmo/casldba.casl_cmo_samsar) and looking under Standardized Aviation and Missile Source Approval Request (SAMSAR).

The contractor shall be capable of successfully performing and complying with any and all special requirements in accordance with the terms and conditions set forth in the solicitation annotated above, at the unit prices established at time of a contract award. The contractor will be responsible for recurring and nonrecurring engineering services associated with becoming a qualified source. The contractor will also be responsible for all aspects of the manufacturing/production process, including but not limited to: supply chain management, logistics, forecasting of parts, long-lead parts procurement, material forecasting, obsolescence issues and final delivery of assets as well as any and all additional costs incurred resulting from contract performance.

DISCLAIMER: THIS SSS IS ISSUED SOLELY FOR INFORMATIONAL AND PLANNING PURPOSES. IT DOES NOT CONSTITUTE A SOLICITATION (REQUEST FOR PROPOSAL OR REQUEST FOR QUOTATION) OR A PROMISE TO ISSUE A SOLICITATION IN THE FUTURE AND SHALL NOT BE CONSTRUED AS A COMMITMENT BY THE GOVERNMENT. RESPONSES IN ANY FORM ARE NOT OFFERS AND THE GOVERNMENT IS UNDER NO OBLIGATION TO AWARD A CONTRACT AS A RESULT OF THIS ANNOUNCEMENT. NO FUNDS ARE AVAILABLE TO PAY FOR PREPARATION OF RESPONSES TO THIS ANNOUNCEMENT. ANY INFORMATION SUBMITTED BY RESPONDENTS TO THIS TECHNICAL DESCRIPTION IS STRICTLY VOLUNTARY.

**Contracting Office Address:**

Defense Logistics Agency

Aviation AHA

Martin Road, Building 5201

Redstone Arsenal, Alabama 35898-5280

United States

**Primary Point of Contact:**

BECKY J. BRADY,

CONTRACT SPECIALIST

[becky.brady@dla.mil](mailto:becky.brady@dla.mil)

# WHAT TO INCLUDE

- Company name, address, and phone number
- Contact name, phone number, and email address
- DUNS number
- Cage Code
- Business size and socio-economic status (WOSB, HUBZone, VOSB, SDVOSB, etc.)
- Capability Statement
- Brief overview of your company indicating why you are qualified



# VALVE, SOLENOID

Solicitation Number: SPRRA1-19-R-0029  
Agency: Defense Logistics Agency  
Office: DLA Acquisition Locations  
Location: DLA Aviation - Huntsville

- Notice Details
- Packages
- Interested Vendors List
- Electronic Response**

**Instructions:** Please fill out all required fields and click save/submit. Until the response deadline passes, you may edit your response.

- Submit
- Save As Draft
- Return

\* indicates a required field

## Response

### Documents:

#### Doc Package Response #1

Description:

File:  
 No file selected.

- Submit
- Save As Draft
- Return



# 70--Clinical Information Systems (CIS) DataBridge

Solicitation Number: 36C24619Q0034  
Agency: Department of Veterans Affairs  
Office: Hampton VAMC  
Location: Department of Veterans Affairs Medical Center

Notice Details

Packages

Interested Vendors List

Print Link

Original Synopsis  
Oct 17, 2018  
10:08 am

Return To Opportunities List Watch This Opportunity  
Add Me To Interested Vendors

Solicitation Number: 36C24619Q0034  
Notice Type: Sources Sought

**Synopsis:**  
Added: Oct 17, 2018 10:08 am  
This Sources Sought Notice is to determine sources for providing Document Storage Systems, Inc. - Clinical Information Systems (CIS) DataBridge Suite Hospital Perpetual license software subscription maintenance and support. Refer to items below for information. This is a SOURCES SOUGHT announcement only. The purpose of this notice is to conduct market research and obtain information from qualified businesses. This is not a request for bids, quotes, or proposals. All responsible sources may submit a capability statement which shall be considered by the agency. The responses to this announcement will assist in determining the socio-economic set aside if feasible. The Veterans Administration is required by Public Law 109-461 to give first/priority to SDVOSB and VOSB concerns if there should be sufficient firms available to compete under a set aside. If insufficient veteran owned and small business response is received to establish the basis for setting this action aside for other than large business participation then the action will be advertised as full and open competition, in which case, all interested parties responding shall be eligible to bid.

Items

### ALL FILES

Attachment  
Oct 17, 2018  
36C24619Q0034 36C246...

### GENERAL INFORMATION

Notice Type: Sources Sought  
Posted Date: October 17, 2018  
Response Date: October 19, 2018  
Archiving Policy: Automatic, on specified date  
Archive Date: December 18, 2018  
Original Set Aside: N/A  
Set Aside: N/A  
Classification Code: 70 -- General purpose information technology equipment  
NAICS Code: 541 -- Professional, Scientific, and Technical Services/541519 -- Other Computer Related Services


## CIS-Databridge-M

Clinical Information Systems (CIS) DataBridge Suite Hospital Perpetual license software subscription maintenance and support with 24 x 7 coverage. Includes bug fixes, minor release upgrades, telephone support for a period of one year.

Must Be Authorized Distributor


This notice shall not be construed as a commitment by the Government to ultimately award a contract, nor does it restrict the Government to a particular acquisition approach. All information submitted in response to this announcement is voluntary; the Government will not pay for information requested nor will it compensate any respondent for any cost incurred in developing information provided to the Government.

Interested parties submitting a response to this inquiry must include the following information: name and address of company; business size (large or small); identify applicable socioeconomic categories and any pertinent information which demonstrates firms ability to meet the above requirement. All responses shall be submitted no later than October 19th, 2018 at 8:00 AM EST. Responses shall be emailed to: [raccshi.wilson@va.gov](mailto:raccshi.wilson@va.gov).

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

### Attachment

Type: Other (Draft RFPs/RFIs, Responses to Questions, etc...)  
Posted Date: October 17, 2018

 <https://www.vendorportal.ecms.va.gov/FBODocumentServ...>  
Description: 36C24619Q0034 36C24619Q0034.docx

### Contracting Office Address:

Department of Veterans Affairs;Network Contracting Office 6;100  
Emancipation Drive;Hampton VA 23667

### Point of Contact(s):

Raccshi T Wilson  
Contract Specialist  
757-728-3104

[Raccshi.Wilson@va.gov](mailto:Raccshi.Wilson@va.gov)



## Q--Additional Cytogenetic Lab Testing Service

Solicitation Number: VA69D16Q0317

Agency: Department of Veterans Affairs

Office: VA Great Lakes Healthcare System

Location: Department of Veterans Affairs Great Lakes Healthcare System

Veterans Health Affairs, Network Contracting Office 12, is issuing this request for information/sources sought notice in order to identify laboratory testing facilities that have the resources & capabilities to provide reference lab testing services for the Clement J. Zablocki VA Medical Center, Milwaukee, WI.

### Scope of Work-

The Milwaukee VA Medical Center has a need for specialized services to be performed for Anatomic Pathology specimens to include Immunohistochemistry Stains, Cytochemical Stains, Flow Cytometry, FISH testing, Cancer Marker Testing and other estoteric testing. The lab testing facility must report the results to the WBVAMC's Pathology & Lab Department within 24 hours of specimen receipt and provide for consultation with a pathologist regarding results of testing.

### Technical Requirements-

The lab testing facility must have CLIA & other required licenses and certifications for operating the lab testing facility, CAP accreditation.

## Interested & Capable Responses-

NCO 12 is seeking responses from lab testing facilities that are interested in this procurement and consider themselves to have the resources and capabilities needed to provide the reference lab testing services. Please respond with your:

1. Facility's name, business type, socio-economic status (e.g., Veteran-Owned, Woman-Owned, Disadvantaged Small Business, 8(a), etc.), and person of contact (including telephone number & email address);
2. Geographical location;
3. Credentials (e.g., certifications, accreditations, etc.);
4. Description of capabilities (e.g., lab hours, after hours services, testing types, courier services, etc.).

Responses must be submitted by 4:00 PM (CST) November 1, 2018. Responses to the information requested above may be submitted via email to [jake.alverson@va.gov](mailto:jake.alverson@va.gov)

This request for information/sources sought notice is for planning purposes ONLY. The results of this market research will assist in the development of (1) the requirement, and (2) the acquisition strategy (e.g., small business set-aside, full and open competition, etc.). VA assumes no responsibility for any costs incurred associated with the preparation of responses submitted as a result of this notice.

# GENERAL INFORMATION

- Include Notice Number in subject line of email, unless instructed otherwise
- Respond by Date and Time indicated
- Understand if you “Watch This Opportunity” you generally will not be notified when the Sources Sought changes to a solicitation as the two are not linked in FBO

# INTERESTED VENDOR LIST

# FBO INTERESTED VENDOR LIST

- Must have a FBO Log In to view list and add your name to list





# Q--Radiation Therapy Services (Louisville VAMC)

Solicitation Number: 36C24919Q0026  
Agency: Department of Veterans Affairs  
Office: Nashville VAMC  
Location: Department of Veterans Affairs Medical Center

- Notice Details
- Packages
- Interested Vendors List 

 Print  Link





 **Original Synopsis**  
Oct 15, 2018  
3:17 pm

- Return To Opportunities List
- Watch This Opportunity
- Add Me To Interested Vendors 

**Solicitation Number:** 36C24919Q0026  
**Notice Type:** Sources Sought

**Synopsis:**  
Added: Oct 15, 2018 3:17 pm  
Page 2 of 33

## ALL FILES

-  [Attachment](#)   
Oct 15, 2018
-  [36C24919Q0026 36C249...](#)
-  [36C24919Q0026 LOU Ra...](#)

## GENERAL INFORMATION

**Notice Type:**  
Sources Sought



## Q--Radiation Therapy Services (Louisville VAMC)

Solicitation Number: 36C24919Q0026  
Agency: Department of Veterans Affairs  
Office: Nashville VAMC  
Location: Department of Veterans Affairs Medical Center

[Notice Details](#)[Packages](#)[Interested Vendors List](#)Keywords: 

Items 1-4 of 4

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
Antonelli	Joyce	<b>MISSION SEARCH INTERNATIONAL, INC.</b> 2203 N LOIS AVE STE 1225 TAMPA, FL 336072390 USA Email: <a href="mailto:Joyce@missionsearch.com">Joyce@missionsearch.com</a> Phone: 8004102009	For-Profit Organization	541330, 541380, 541612, 541690, 541990, 561311, 561312, 561320, 621111, 621399, 621498, 621512, 621999, 622110, 811219
Fraizer	Brent	<b>DAX SAFETY &amp; STAFFING SOLUTIONS, LLC</b> 3219 NE 153RD TER SMITHVILLE, MO 640896801 USA Email: <a href="mailto:brent@daxsafety.com">brent@daxsafety.com</a> Phone: 8166545193	For-Profit Organization, Limited Liability Company, Service Disabled Veteran Owned, Veteran Owned Business	236220, 541620, 561320, 562910, 621111, 621210, 621399
JUNCK	LACHEIKA	<b>TRAVEL NURSES USA LLC</b> 5203 S GLEN HAVEN PLACE SIOUX FALLS, SD 571085034 US Email: <a href="mailto:YVETTE@TRAVELNURSESUSA.COM">YVETTE@TRAVELNURSESUSA.COM</a> Phone: 605-809-5139	Black American Owned, For-Profit Organization, Limited Liability Company, Minority-Owned business, Self-Certified Small Disadvantaged Business, Veteran Owned Business, Woman-Owned Business	561320, 621399, 622110, 623110

# WHEN TO ADD YOUR NAME TO THE LIST

- Looking for subcontractors
- Looking for someone to team or partner with
- Looking for prime contractors
- Looking to leverage small business or socio-economic status

# STRATEGY FOR INTERESTED VENDORS LIST

- Locate prime contractors
- Locate sub contractors
- See if competitors are on the list
- Do not add your name to the list if you want to keep your interest in the procurement private.

# MAIN TAKE AWAYS

All Businesses should

- Locate and Respond to Sources Sought Announcements
- Add name to Interested Party List, when appropriate

# RESOURCES

# RESOURCES

- FAR: <https://www.acquisition.gov/?q=browsefar>
- Federal Business Opportunities – FedBizOpps:  
<https://www.fbo.gov/>
- Beta.sam.gov: <https://beta.sam.gov/>
- Wisconsin Procurement Institute  
Phone: 414-270-3600 [www.wispro.org](http://www.wispro.org)

# UPCOMING TRAINING - EVENTS



# GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

October 23-24, 2019

## MARKETPLACE WISCONSIN

Governor's Conference on Diverse Business Development

OCTOBER 23-24, 2019

POTAWATOMI HOTEL & CONFERENCE CENTER

MILWAUKEE

[www.marketplacewisconsin.com](http://www.marketplacewisconsin.com)

# ACQUISITION HOUR LIVE WEBINARS SERIES

- September 11, 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)

- September 25, 2019

**eSRS Individual Subcontractor Reporting (ISR) Basics**

[CLICK HERE](#) for additional information – presented by Kim Garber, Wisconsin Procurement Institute (WPI)

- September 25, 2019

**Introduction to Certifications Available to Minority Owned Businesses**

[CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)

- October 15, 2019

**Export Controls – ITAR and Associated Requirements** [CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

- November 5, 2019

**Services Contracts with Federal Agencies** [CLICK HERE](#) for additional information

Presented by Carol Murphy, Wisconsin Procurement Institute (WPI)

- November 19, 2019

**The Future of SAM.gov** [CLICK HERE](#) for additional information

Presented by Kim Garber, Wisconsin Procurement Institute (WPI)

# ACQUISITION HOUR SERIES: CYBER SECURITY FOR FEDERAL CONTRACTORS AND SUBCONTRACTORS



**September 24, 2019** – Information Management for Federal Contractors

**October 15, 2019** – Export Controls – ITAR and Associated Requirements

**October 16, 2019** – Integrating DFARS Requirements Into Your Day-to-Day Cyber Practices

**October 30, 2019** – Cyber Security for Current and Prospective DoD Contractors and Subcontractors

**November 6, 2019** – Key Ideas Associated with CUI Requirements and DFARS 252.204-7012

**December 20, 2019** – Cyber Trends, Threats and the Evolving Hacker's Marketplace

All Webinars are from  
12:00 pm to 1:00 pm

Additional information  
and registration is  
available at

[www.wispro.org/faqs/what-is-](http://www.wispro.org/faqs/what-is-wpis-webinar-schedule/)

[wpis-webinar-schedule/](http://www.wispro.org/faqs/what-is-wpis-webinar-schedule/)

Webinars are FREE but  
registration is required

**Questions: Contact**

**Benjamin Blanc at**

**414-270-3600 or**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

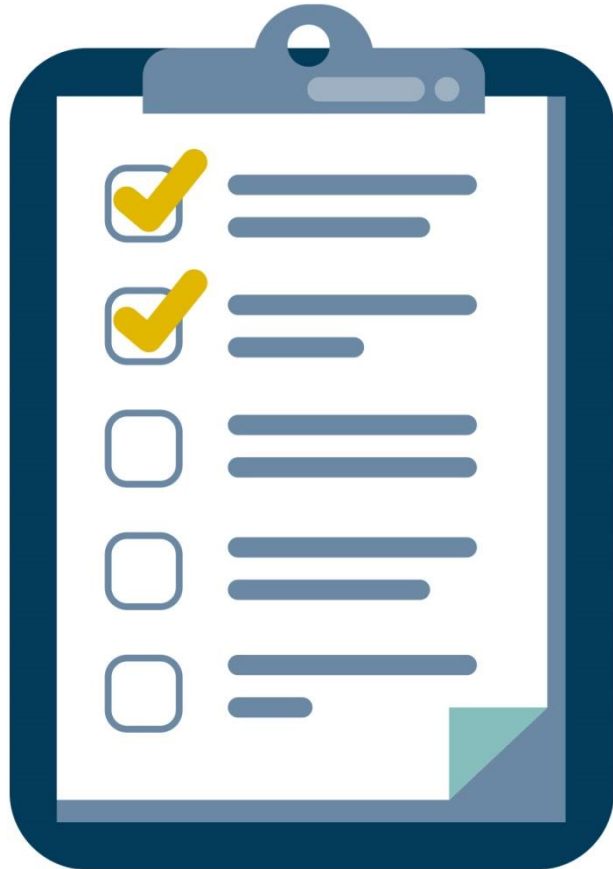
*Presented in partnership with National Contract Management  
Association (NCMA) WI Chapter*

*Each session will be eligible for 1 CPE credit*

# QUESTIONS?



# SURVEY



# CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

**Benjamin Blanc**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

# PRESENTED BY

**Wisconsin Procurement Institute (WPI)**

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