



**THE END OF THE FISCAL YEAR IS HERE  
– WHAT IS HOT AND WHAT IS NOT  
ACQUISITION HOUR WEBINAR**

SEPTEMBER 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

**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

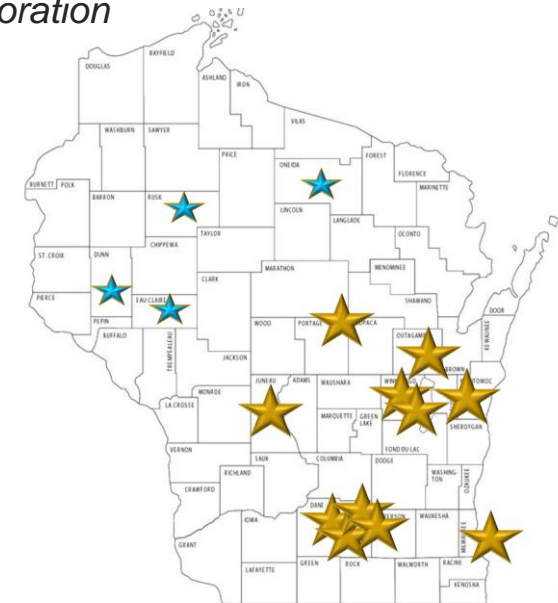
- *Indianhead Community Action Agency*

## ▪ 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

**CURRENT EDITION OF THE WPI NEWSLETTER**

[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

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**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
- **CONFRENCES** to include one on one or roundtable sessions

**Last year WPI provided training at over 100 events, provided service to over 1,000 companies**

# The End of the Fiscal Year is Here: What is Hot and What is Not

Marc N. Violante

Wisconsin Procurement Institute

September 11, 2019

Develop resources -

**Spending data from the Government Accountability Office confirmed last year's predicted spending spree and early fiscal 2019 data suggests historical spending levels continued.**

<https://www.nextgov.com/cio-briefing/2019/07/governments-historic-spending-sprees-continues/158160/>

# General end of year award value & trend – New

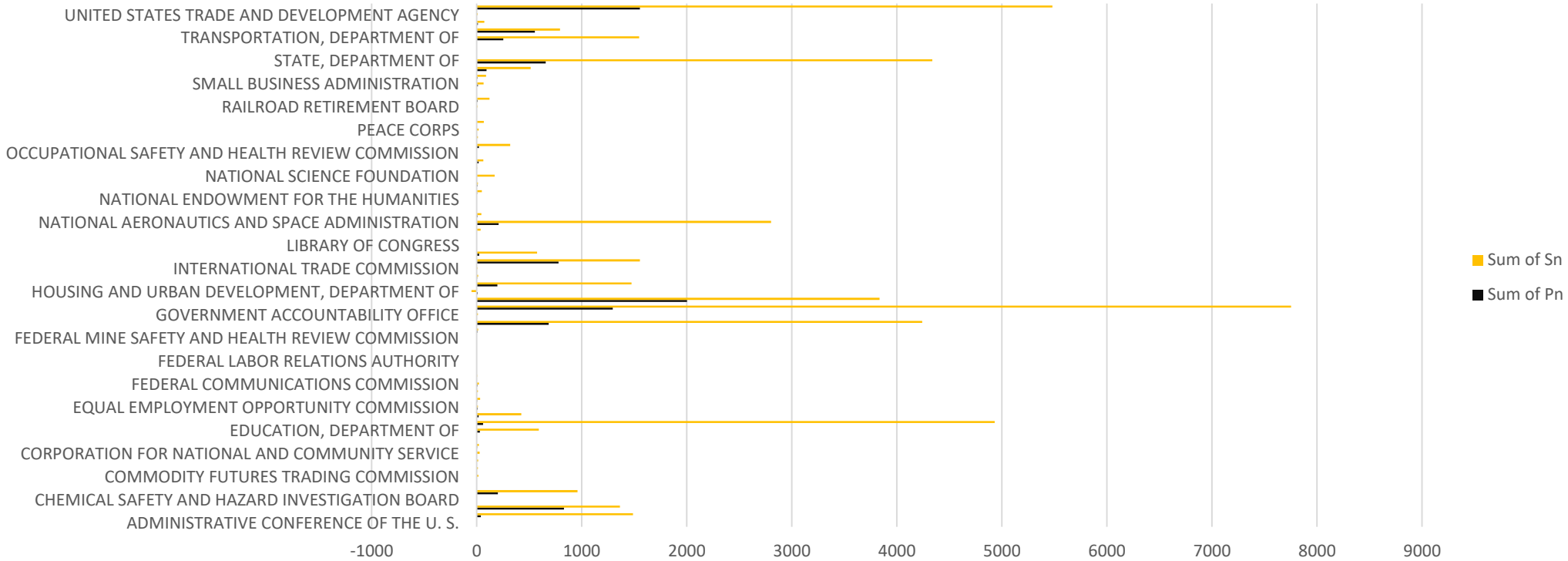
Signed Date	2014	2015	2016	2017	2018	Grand Total	
July	34,462,056,970.63	33,054,941,988.63	33,094,699,814.21	43,143,764,099.58	39,481,455,690.02	183,236,918,563.07	
August	32,461,450,821.83	33,030,635,947.70	41,920,281,419.53	45,248,223,316.02	48,670,805,674.56	201,331,397,179.64	
September	77,381,048,067.55	70,561,743,463.04	74,671,065,161.76	85,069,595,847.33	98,360,017,853.66	406,043,470,393.34	
<b>Grand Total</b>	<b>144,304,555,860.01</b>	<b>136,647,321,399.37</b>	<b>149,686,046,395.50</b>	<b>173,461,583,262.93</b>	<b>186,512,279,218.24</b>	<b>790,611,786,136.05</b>	

# Product v. Services (Aug – Sep 2018)

	% of Column value		
	OTSB	SMALL BUSINESS	Grand Total
Product	42.97%	28.17%	38.73%
Service	57.03%	71.83%	61.27%
	100.00%	100.00%	100.00%

	% of Row value		
	OTSB	SMALL BUSINESS	Grand Total
Product	79%	21%	100%
Service	66%	34%	100%
	71%	29%	100%

# Department difference – in general (P v. S)



FY-18 data | Aug/Sep | DoD data removed to avoid skewing – values in Millions

# Data process



# Data process – PSC – D399

## IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS

Fy -18

Award or IDV Type	Total	Percentage
BOA	\$703,544.95	0%
BPA	\$21,534.00	0%
BPA CALL	\$930,440,756.08	7%
DEFINITIVE CONTRACT	\$1,362,242,974.57	10%
<b>DELIVERY ORDER</b>	<b>\$11,221,363,526.81</b>	<b>81%</b>
FSS	\$0.00	0%
GWAC	\$1,508,000.00	0%
IDC	\$101,589,988.47	1%
PURCHASE ORDER	\$186,395,430.31	1%
Grand Total	\$13,804,265,755.19	100%

Contracting Agency Name	Data	
	Sum of Action Obligation	Count
DEFENSE INFORMATION SYSTEMS AGENCY (DISA)	\$1,932,186,809.63	54
CENTERS FOR MEDICARE AND MEDICAID SERVICES	\$1,578,511,198.16	31
VETERANS AFFAIRS, DEPARTMENT OF	\$1,537,074,982.58	39
FEDERAL ACQUISITION SERVICE	\$1,212,402,040.45	51
DEPT OF THE ARMY	\$1,111,958,034.10	64
STATE, DEPARTMENT OF	\$645,515,457.06	36
DEPT OF THE AIR FORCE	\$564,342,449.12	49
SOCIAL SECURITY ADMINISTRATION	\$528,234,144.55	23
NATIONAL INSTITUTES OF HEALTH	\$512,664,847.80	39
DEPT OF THE NAVY	\$483,541,552.07	54

148 Agencies listed

# Buying Office process

Select Buying Office(s)

Data – understand purchase, determine fit, and level of opportunity

Match with capabilities / resources / supply chain

Identify barriers – contract vehicle / PIID / Socio-economic / other

Capability Statement – contact & update bidmatch criteria

# Buying Office process DISA: Office ID HC1028

Sum of Action		FY-18	
PSC	Product or Service Description	Total	
D399	IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	\$ 1,154,649,024.64	
D316	IT AND TELECOM- TELECOMMUNICATIONS NETWORK MANAGEMENT	\$ 539,214,589.65	
7030	INFORMATION TECHNOLOGY SOFTWARE	\$ 416,610,628.51	
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$ 344,012,670.58	
7050	INFORMATION TECHNOLOGY COMPONENTS	\$ 137,649,674.44	
7035	INFORMATION TECHNOLOGY SUPPORT EQUIPMENT	\$ 83,377,741.09	
D319	IT AND TELECOM- ANNUAL SOFTWARE MAINTENANCE SERVICE PLANS	\$ 82,809,972.90	
7020	INFORMATION TECHNOLOGY CENTRAL PROCESSING UNIT (CPU, COMPUTE	\$ 54,902,563.44	
D304	IT AND TELECOM- TELECOMMUNICATIONS AND TRANSMISSION	\$ 52,972,784.42	
D318	IT AND TELECOM- INTEGRATED HARDWARE/SOFTWARE/SERVICES SOLUT	\$ 49,784,048.93	
D309	IT AND TELECOM- INFORMATION AND DATA BROADCASTING OR DATA DIST	\$ 46,590,937.13	
D310	IT AND TELECOM- CYBER SECURITY AND DATA BACKUP	\$ 41,549,500.40	
7025	INFORMATION TECHNOLOGY INPUT/OUTPUT AND STORAGE DEVICES	\$ 38,749,625.63	
5895	MISCELLANEOUS COMMUNICATION EQUIPMENT	\$ 37,744,826.71	

Sum of Action Obligation	
Award or IDV Type	Total
BOA	\$0.00
BPA	\$0.00
BPA CALL	\$397,197,006.84
DEFINITIVE CONTRACT	\$123,441,398.52
DELIVERY ORDER	\$2,755,416,649.23
IDC	\$0.00
PURCHASE ORDER	\$80,171,191.46
Grand Total	\$3,356,226,246.05



# Key Questions we are trying to answer

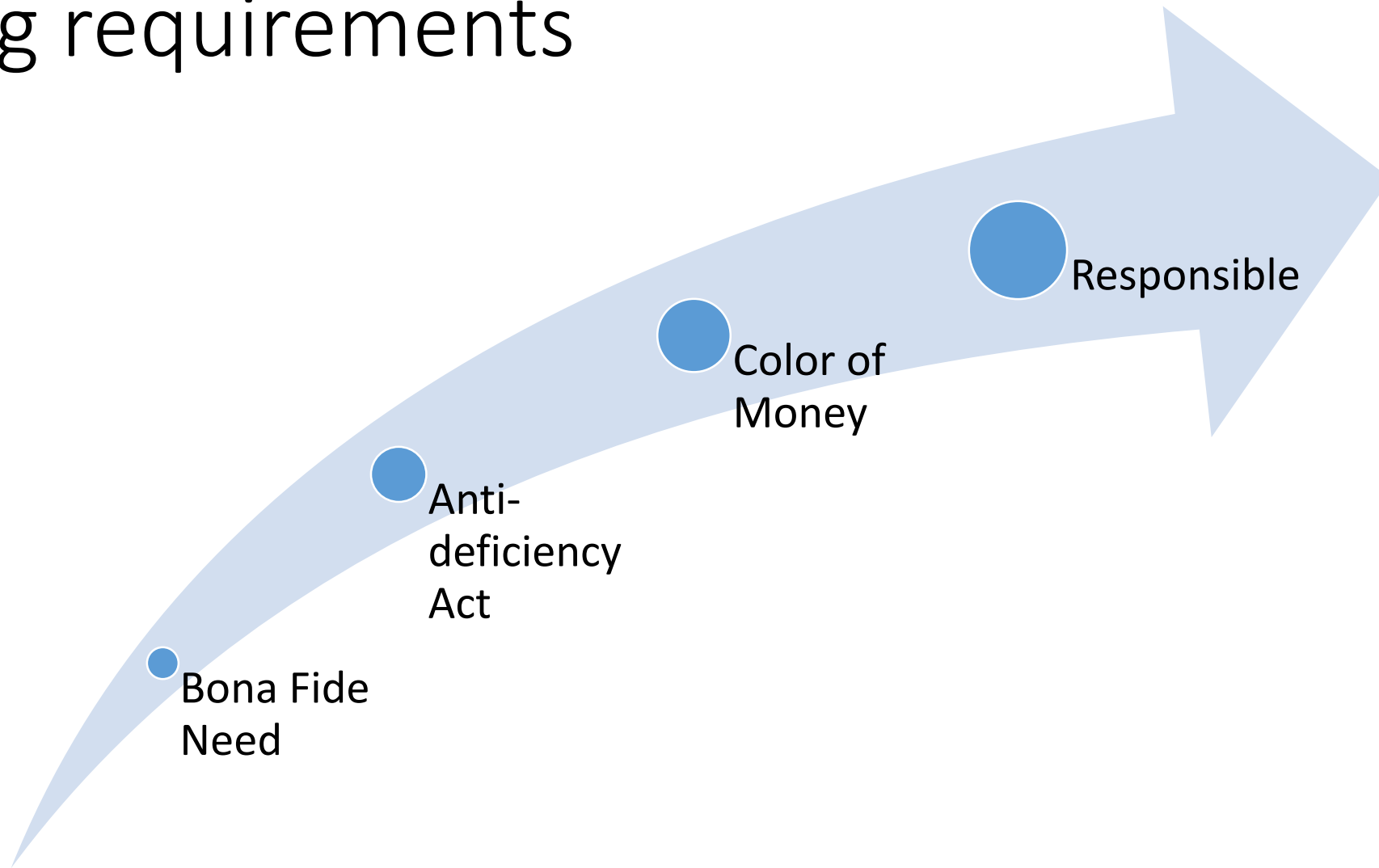
Product/Service

Customer – NAICS

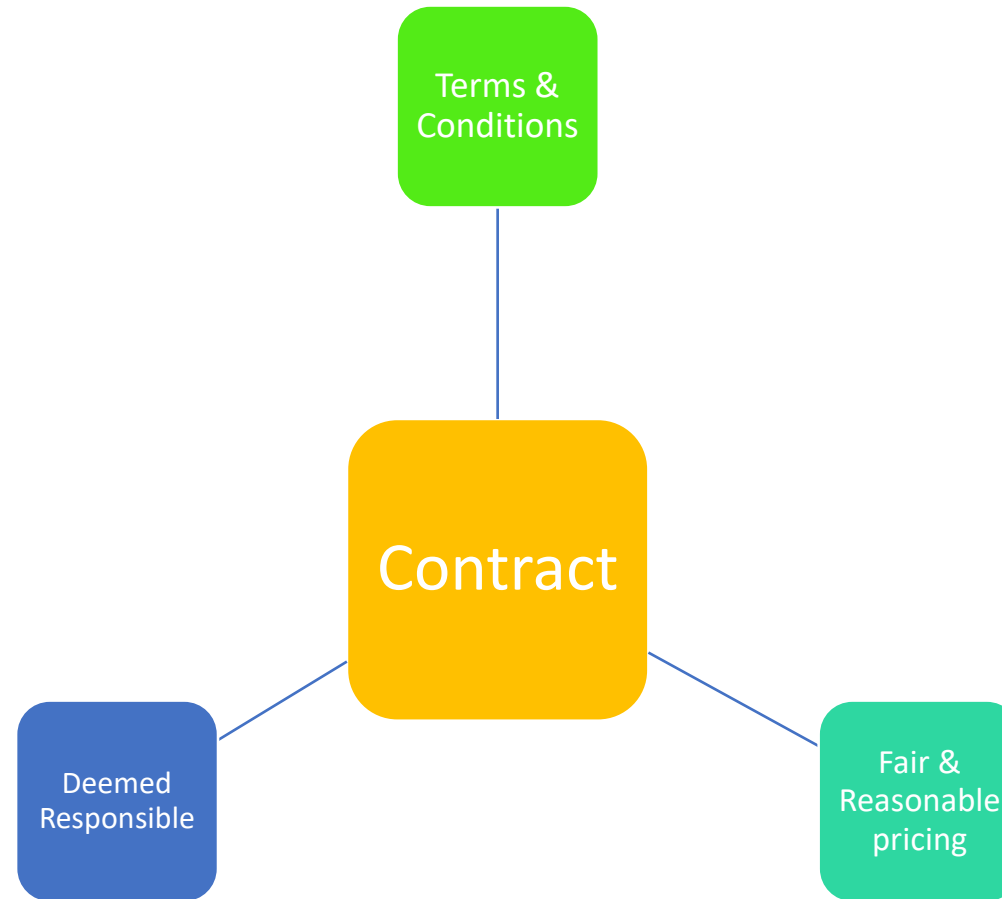
Customer - PSC

Vehicle type

# Driving requirements



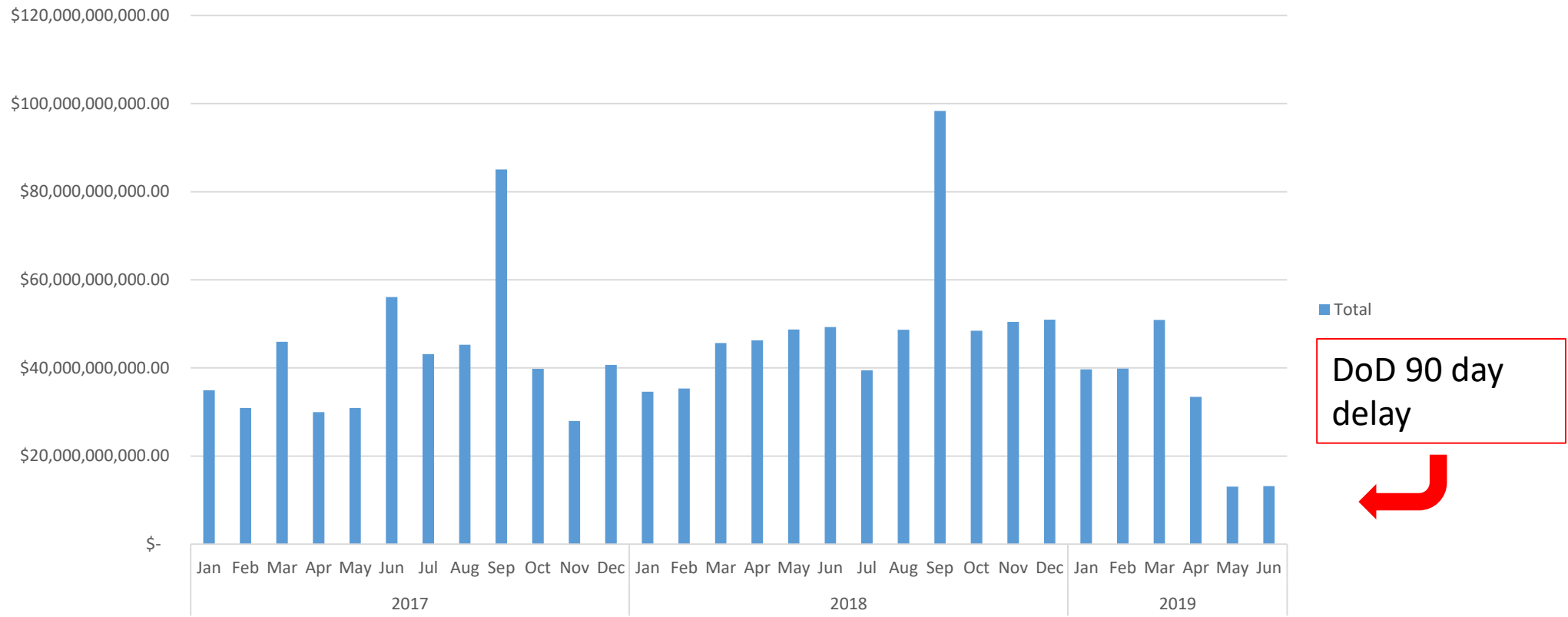
# Essential elements – for selection (award)



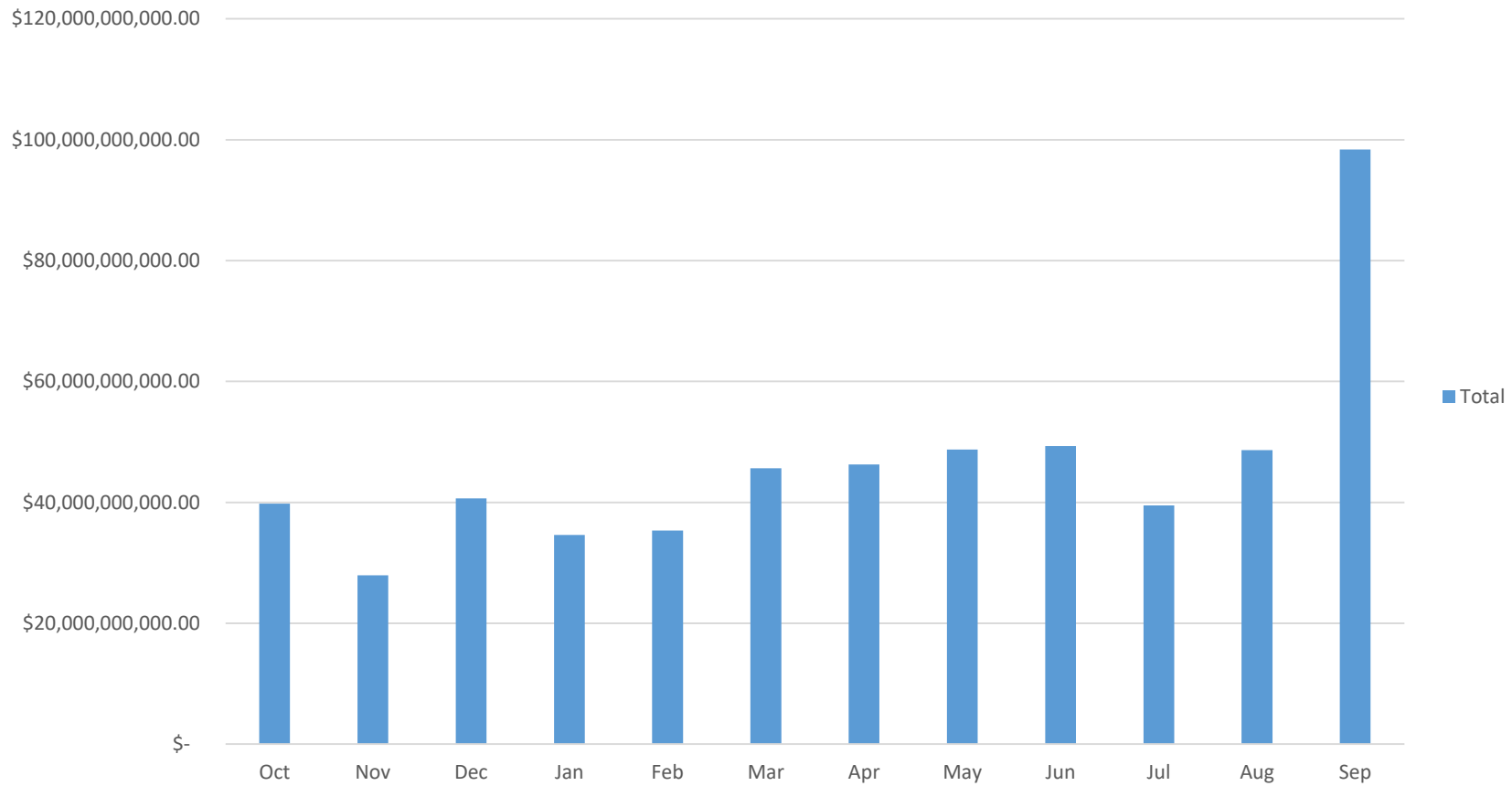
# Anti-deficiency Act

- Must have funds in place prior to spending
- Funding in place = appropriation
- Cannot exceed amount of funds appropriated for a purchase
- Pricing – costs can be critical
  - Requirements v. funds may not allow for modifications
- Cannot exceed total funds budgeted for a year
- Use or loose philosophy
- **Don't leave the KO in a bad spot!**

# Federal Awards FY 17 & 18 thru June 30, 2019



# FY-18 Awards totals by Month



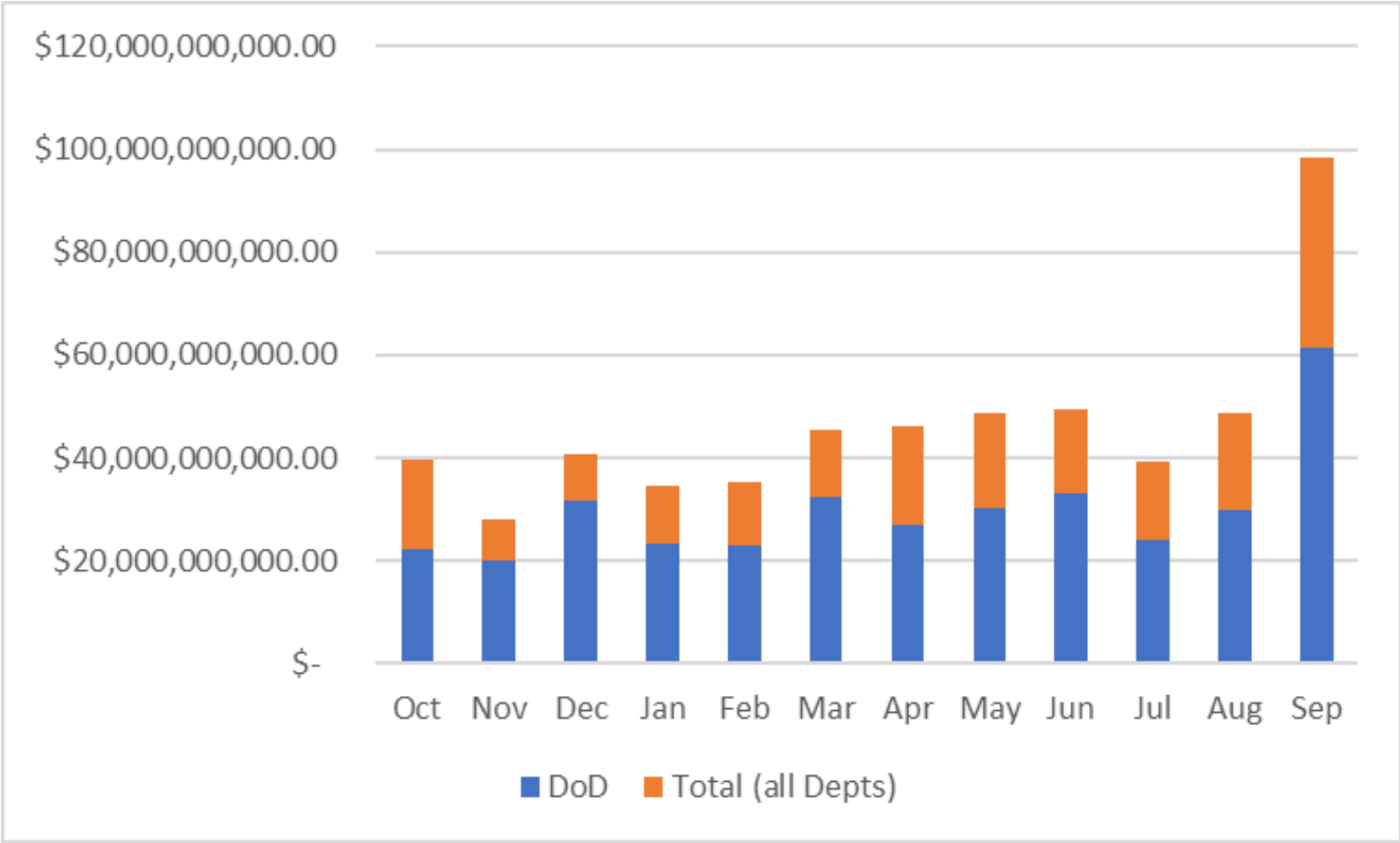
# FY-18 Aug & Sep top 10 Departments

Contracting Department Name	Action Obligation
DEPT OF DEFENSE	\$91,419,167,173.74
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$9,046,190,594.46
VETERANS AFFAIRS, DEPARTMENT OF	\$7,033,562,555.67
HOMELAND SECURITY, DEPARTMENT OF	\$5,836,603,352.11
STATE, DEPARTMENT OF	\$4,995,126,869.29
ENERGY, DEPARTMENT OF	\$4,991,256,336.82
GENERAL SERVICES ADMINISTRATION	\$4,925,052,791.53
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$3,009,519,037.63
JUSTICE, DEPARTMENT OF	\$2,330,049,748.55
AGRICULTURE, DEPARTMENT OF	\$2,193,776,228.51

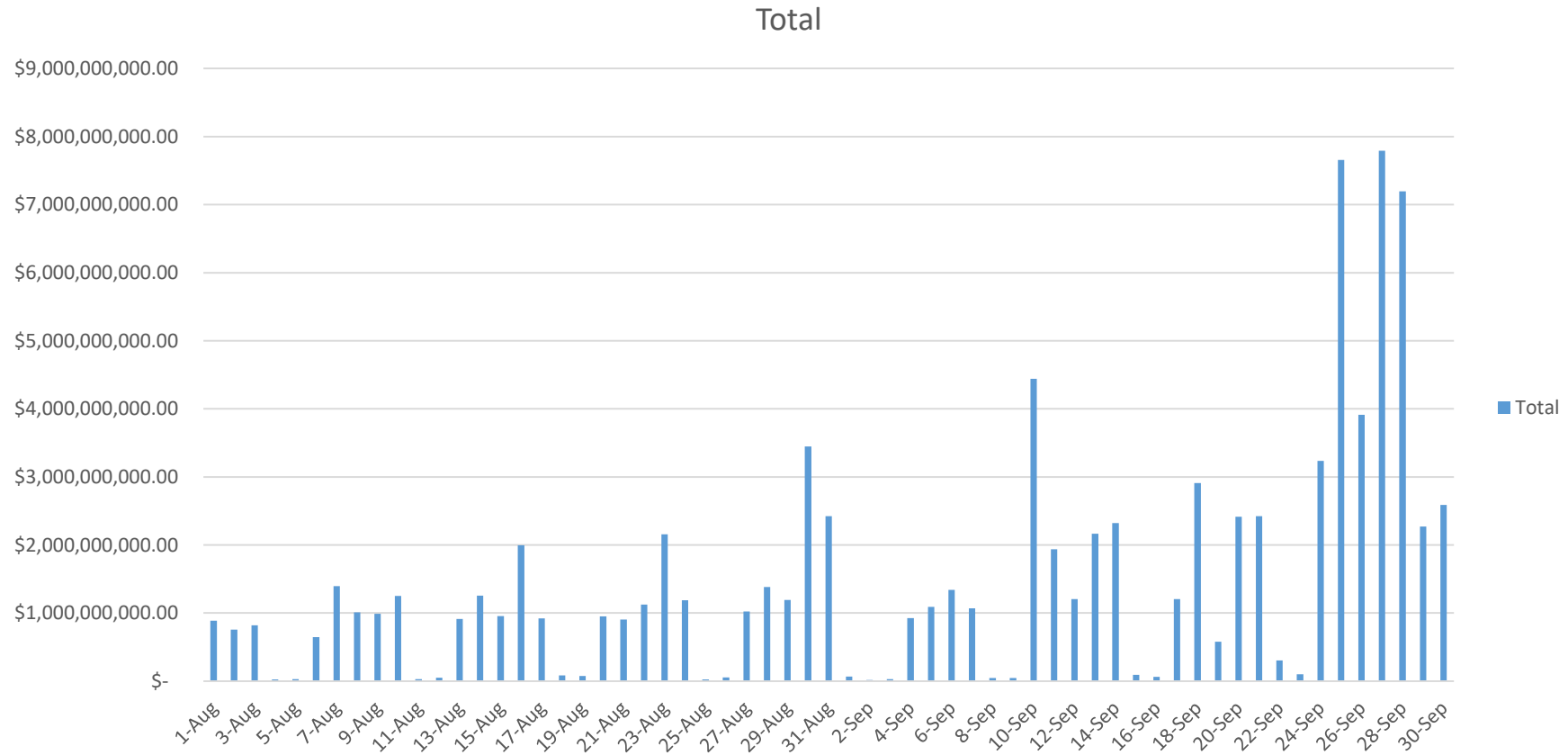
# Top 10 DoD Agencies – last two months (FY-18)<sup>24</sup>

Contracting Agency Name	Contracting Department ID	Action Obligation
DEPT OF THE NAVY	9700	\$29,411,530,322.59
DEPT OF THE ARMY	9700	\$27,645,457,102.89
DEPT OF THE AIR FORCE	9700	\$16,630,760,885.47
DEFENSE LOGISTICS AGENCY	9700	\$9,837,087,336.85
DEFENSE INFORMATION SYSTEMS AGENCY (DISA)	9700	\$1,853,029,006.99
DEFENSE HEALTH AGENCY (DHA)	9700	\$1,564,959,352.16
U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)	9700	\$951,423,706.34
MISSILE DEFENSE AGENCY (MDA)	9700	\$936,455,810.50
DEFENSE MICROELECTRONICS ACTIVITY (DMEA)	9700	\$777,630,266.25
USTRANSCOM	9700	\$597,139,774.08
Other	Other	\$1,213,693,609.62

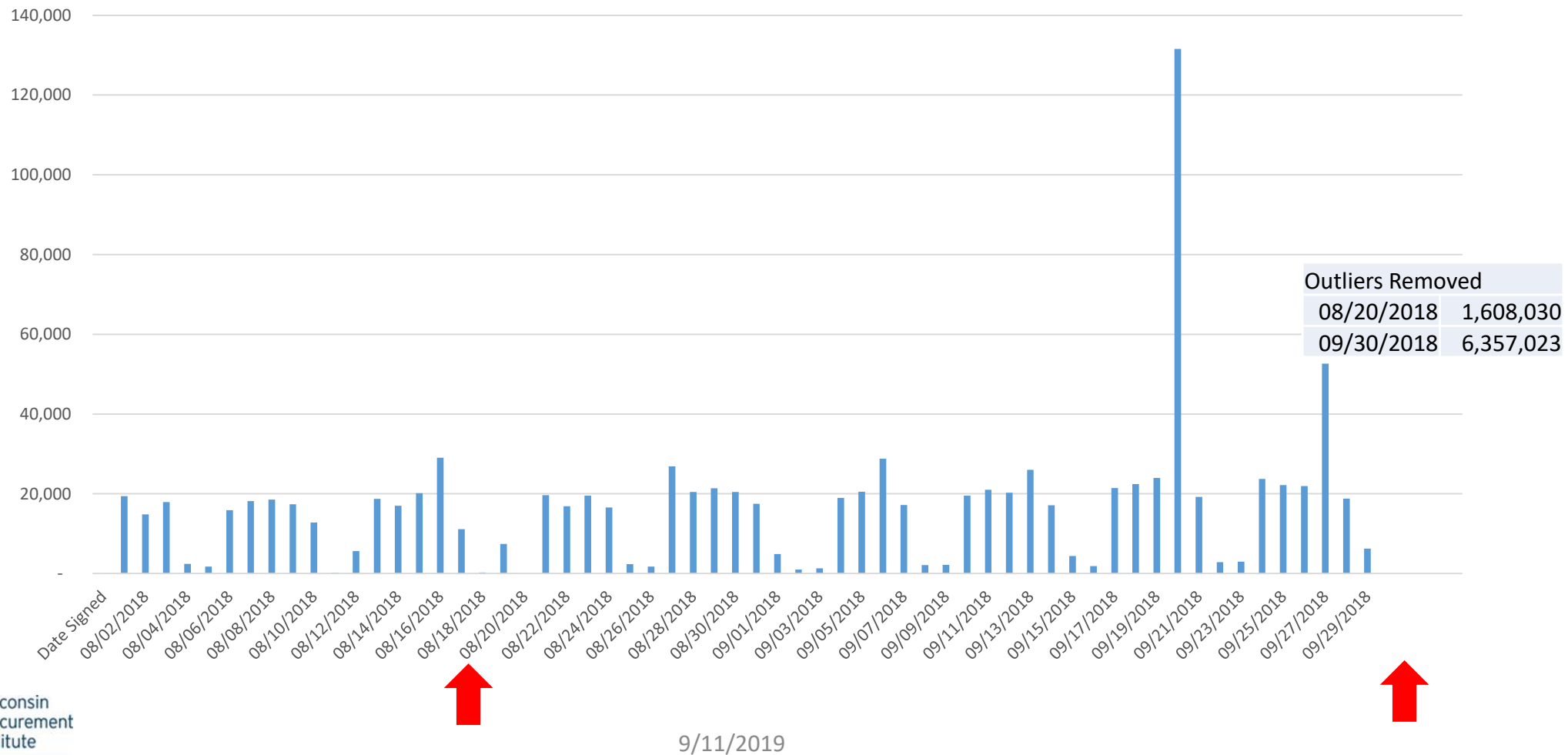
# DoD Awards to Total (FY-18)



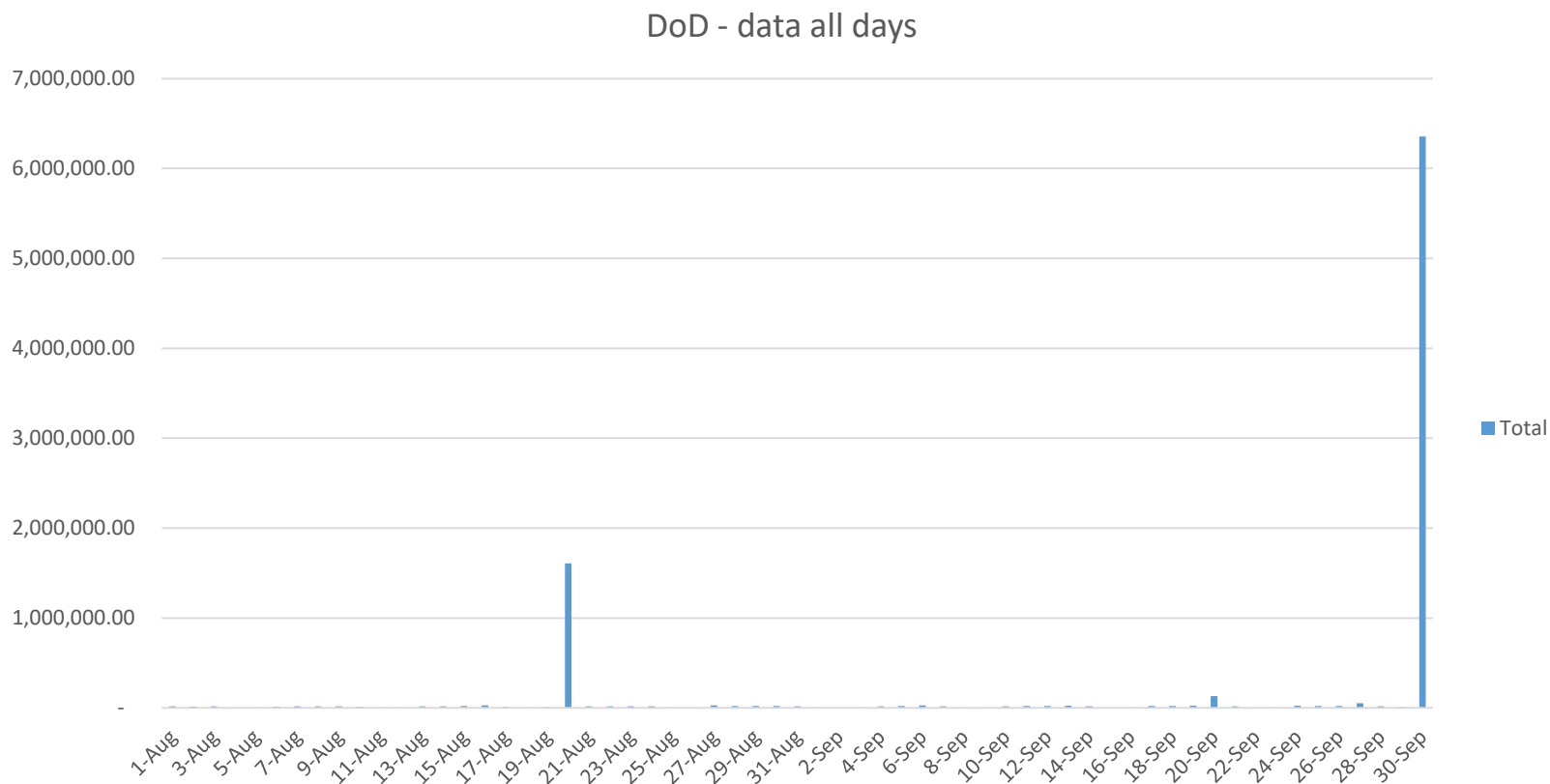
# DoD Awards – August & September 2018



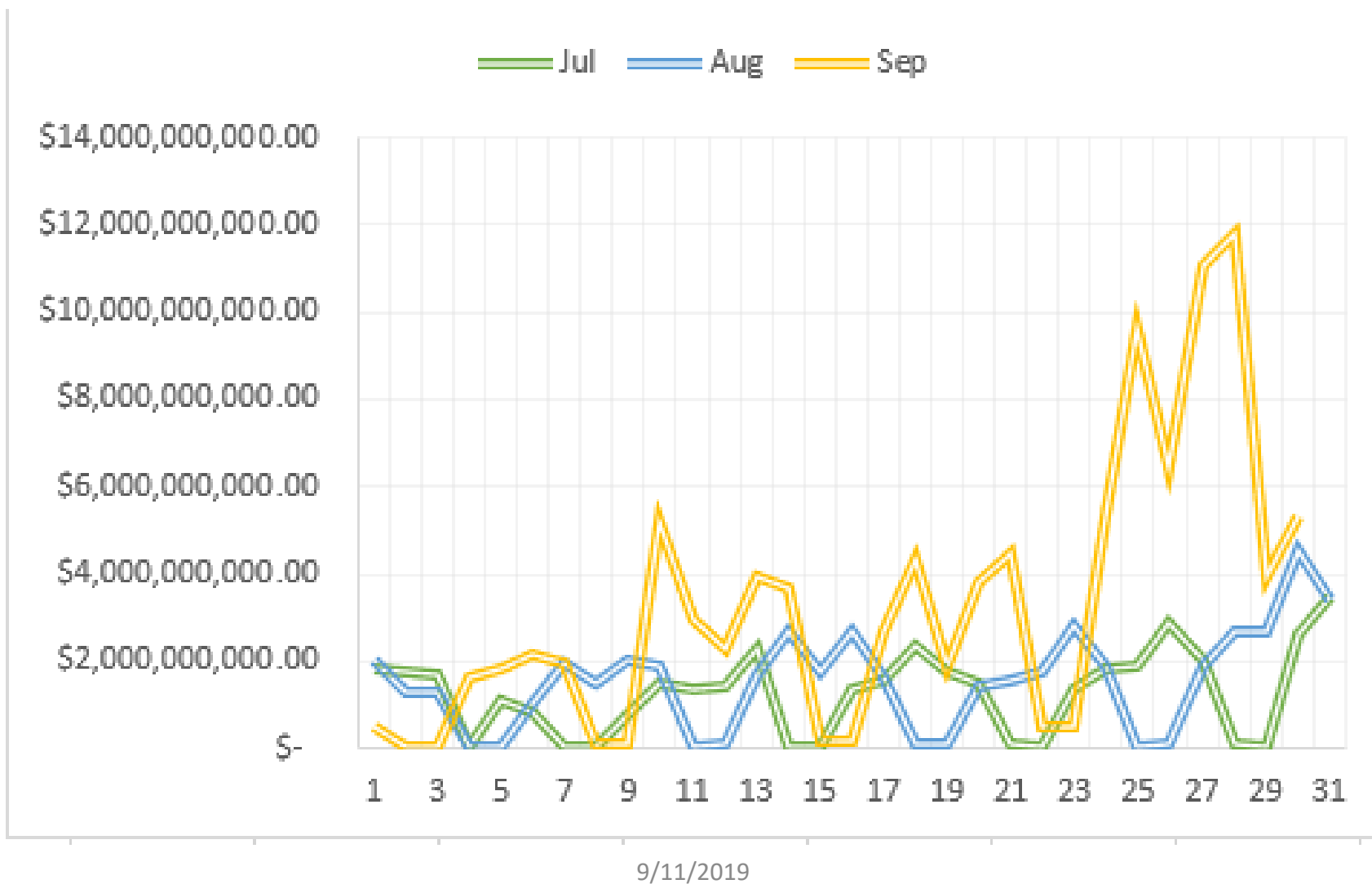
# Total Actions DoD only



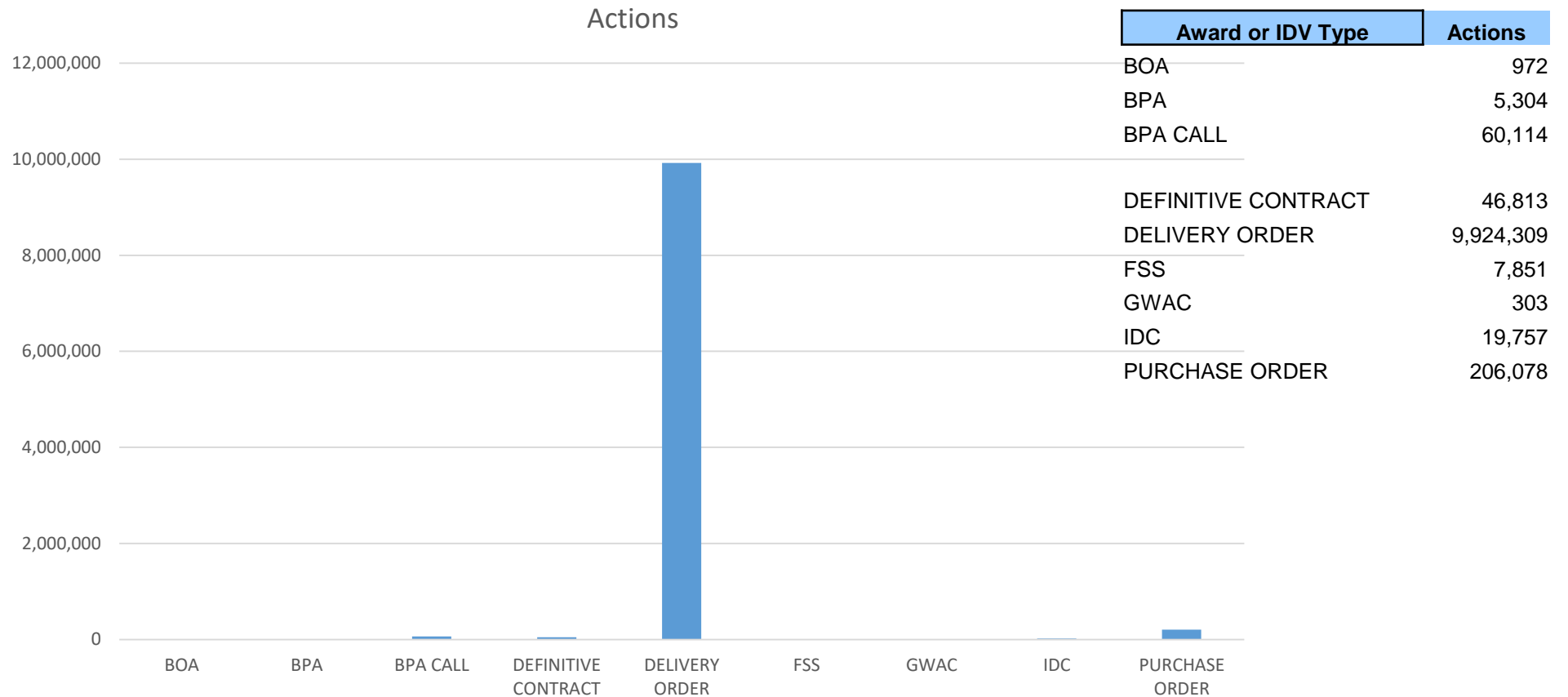
# The effect of Outliers



# The Race to the end of the year

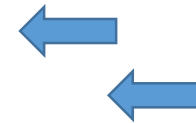


# Acquisition vehicle (actions) – last two months<sup>30</sup> (FY-18)

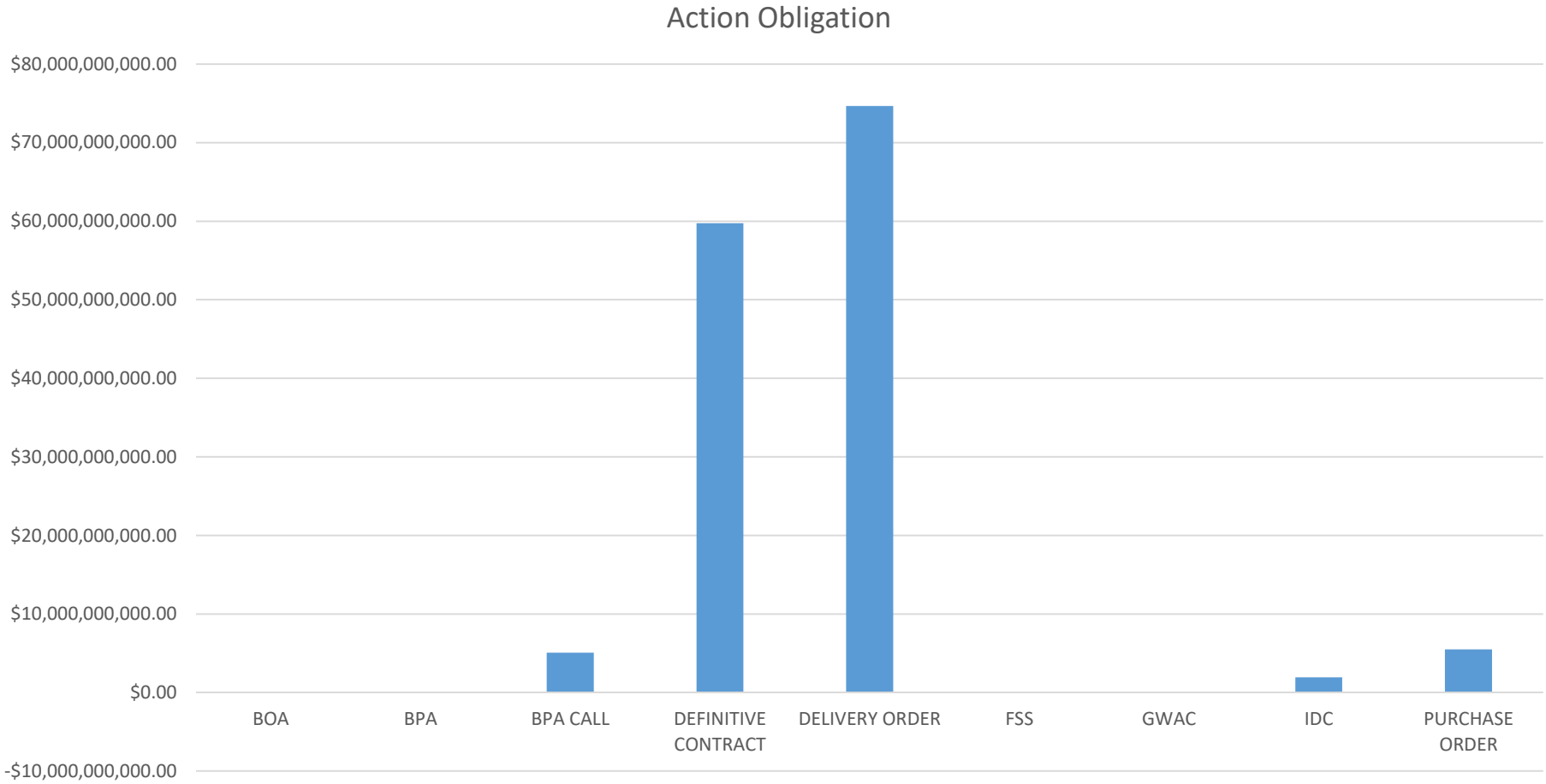


# Acquisition vehicle (avg awd) – last two months (FY-18)

Award or IDV Type	Average Award
BOA	\$129,681.45
BPA	\$1,195.96
BPA CALL	\$84,215.45
DEFINITIVE CONTRACT	\$1,276,001.91
DELIVERY ORDER	\$7,522.60
FSS	\$0.00
GWAC	-\$20.63
IDC	\$98,467.47
PURCHASE ORDER	\$26,684.58



# Acquisition vehicle – last two months (FY-18)



# Acquisition vehicles – last two months (FY-18)

IDV Agency	Ref Agency ID	Count of Referenced IDV Agency ID	Sum of Action Obligation
GSA - MAS	4730	1401	\$2,958,663,043.79
GSA - FAS	4732	1335	\$6,349,523,107.49
DoD	9700	852	\$42,236,426,581.43
NASA	8000	479	\$2,934,620,810.22
VA	3600	370	\$4,361,059,924.43
GSA - PBS	4740	199	\$299,990,804.70
NIH	7529	177	\$2,256,288,223.83
State Department	1900	155	\$1,662,993,751.06
GSA - by structure	4735	124	\$1,753,492,723.16
Justice - BOP	1540	118	\$73,528,749.83

These Represent 44% of the total – Aug/Sep \$

All IDV's account for approximately 50% of the total – Aug/Sep \$

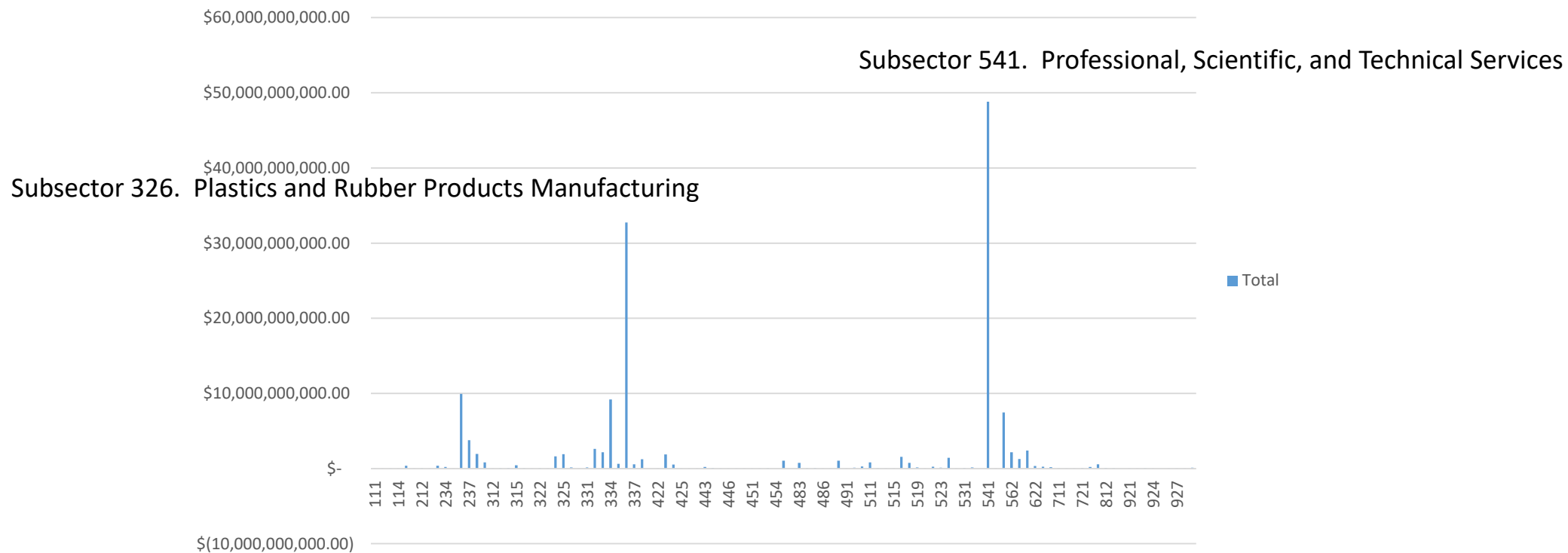
# Top 10 Departments – small business

Contracting Department Name	OTHER THAN SMALL BUSINESS	SMALL BUSINESS	Grand Total	SB Percent
DEPT OF DEFENSE	\$ 68,679,918,719.31	\$ 22,739,248,454.43	\$ 91,419,167,173.74	25%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$ 6,862,188,058.06	\$ 2,184,002,536.40	\$ 9,046,190,594.46	24%
VETERANS AFFAIRS, DEPARTMENT OF	\$ 3,829,472,662.08	\$ 3,204,089,893.59	\$ 7,033,562,555.67	46% ★
HOMELAND SECURITY, DEPARTMENT OF	\$ 3,373,295,116.45	\$ 2,463,308,235.66	\$ 5,836,603,352.11	42% ★
STATE, DEPARTMENT OF	\$ 3,480,115,374.64	\$ 1,515,011,494.65	\$ 4,995,126,869.29	30%
ENERGY, DEPARTMENT OF	\$ 4,413,914,389.34	\$ 577,341,947.48	\$ 4,991,256,336.82	12%
GENERAL SERVICES ADMINISTRATION	\$ 3,604,088,515.29	\$ 1,320,964,276.24	\$ 4,925,052,791.53	27%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 2,324,344,810.37	\$ 685,174,227.26	\$ 3,009,519,037.63	23%
JUSTICE, DEPARTMENT OF	\$ 1,392,194,554.67	\$ 937,813,897.65	\$ 2,330,049,748.55	40% ★
AGRICULTURE, DEPARTMENT OF	\$ 638,222,733.29	\$ 1,555,553,495.22	\$ 2,193,776,228.51	71%
Grand Total	\$ 98,597,754,933.50	\$ 37,182,508,458.58	\$ 147,031,785,420.62	25%

# NAICS v. SB Performance (Aug – Sep 2018)

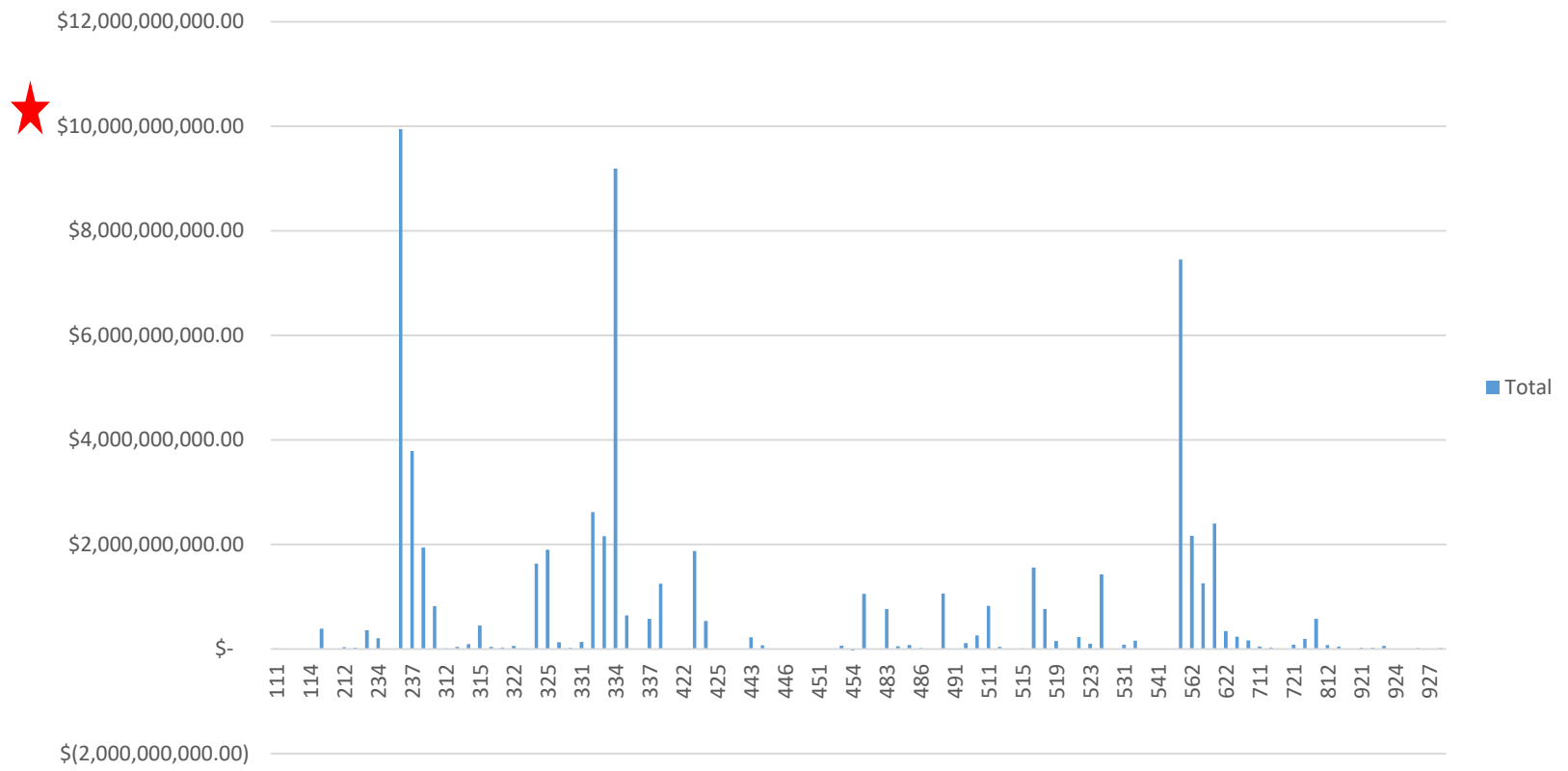
NAICS Code	NAICS Description	Action Obligation
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$4,809,051,652.95
541519	OTHER COMPUTER RELATED SERVICES	\$3,670,552,341.51
541330	ENGINEERING SERVICES	\$2,695,833,298.80
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$2,265,362,633.91
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$1,715,720,778.57
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$1,696,860,358.58
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$1,151,709,382.24
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$984,540,062.29
561210	FACILITIES SUPPORT SERVICES	\$816,249,690.48
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$768,314,772.22

# Awards by NAICS\* Subsector



\*Overall performance. NAICS code dollars may vary by Contracting Office.

# Awards by NAICS\* Subsector – filtered (\$)



\*Overall performance. NAICS code dollars may vary by Contracting Office.

# NAICS Selection Criteria

- The contracting officer shall select the NAICS code which best describes the principal purpose of the product or service being acquired.
- Primary consideration is given to the industry descriptions in the U.S. NAICS Manual, the product or service description in the solicitation and any attachments to it, the relative value and importance of the components of the procurement making up the end item being procured, and the function of the goods or services being purchased.
- A procurement is usually classified according to the component which accounts for the greatest percentage of contract value.

# NAICS Selection Criteria

- A concern that submits an offer or quote for a contract where the NAICS code assigned to the contract is one for supplies, and furnishes a product it did not itself manufacture or produce, **is categorized as a nonmanufacturer and deemed small if it meets the requirements of 19.102(f).**
- As a result, some NAICS are not to be used to classify procurements. Identified on the next slide.
- The nonmanufacturer rule allows for SB performance (extends & ease) which would not be possible if adherence to Limitations on Subcontracting was required.

# NAICS Selection - reminder

## Sector – 42 Wholesale Trade

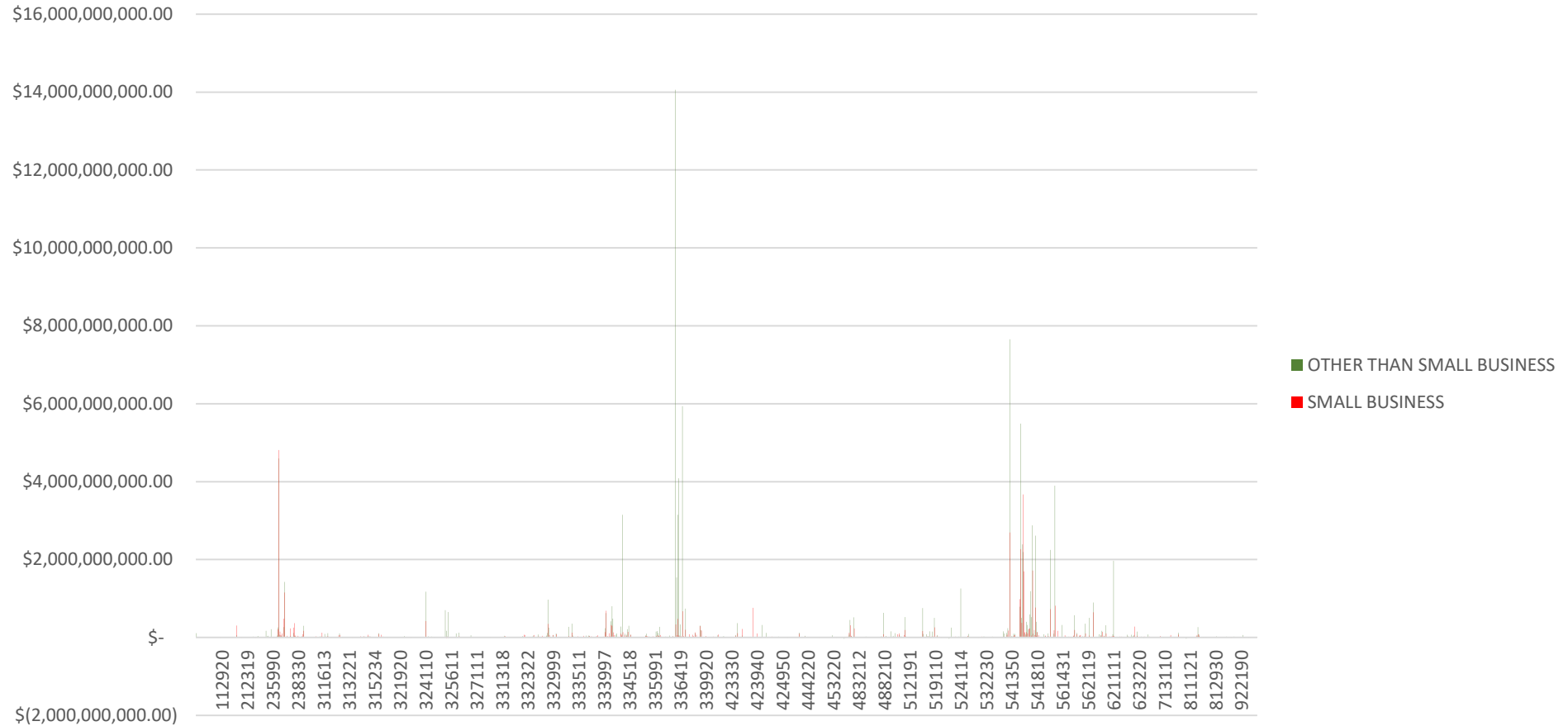
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

## Sectors 44-45 Retail Trade

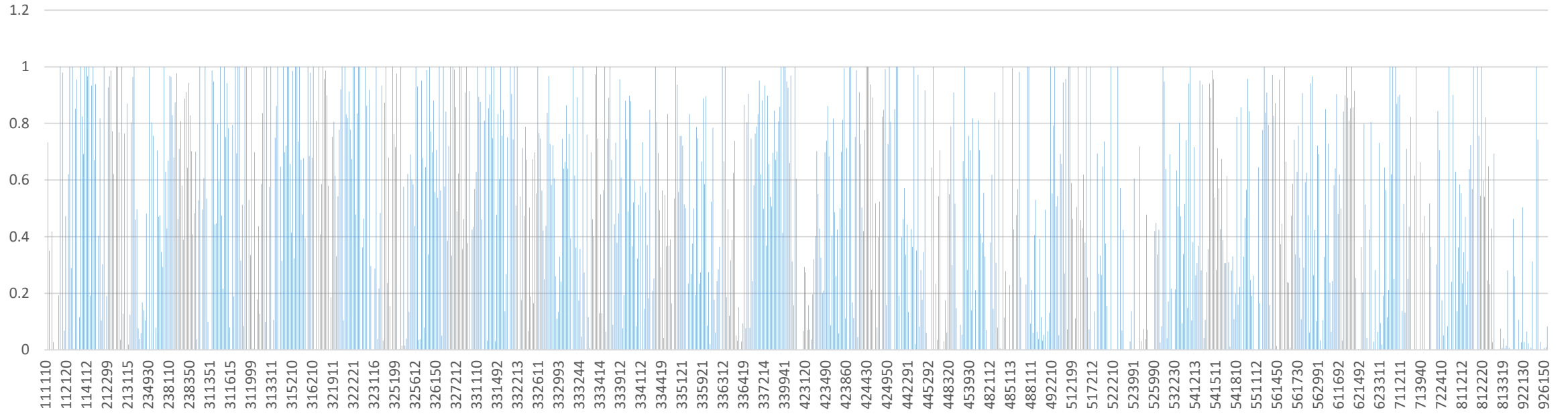
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

Source: SBA Table of Size Standards: <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards/table-small-business-size-standards>

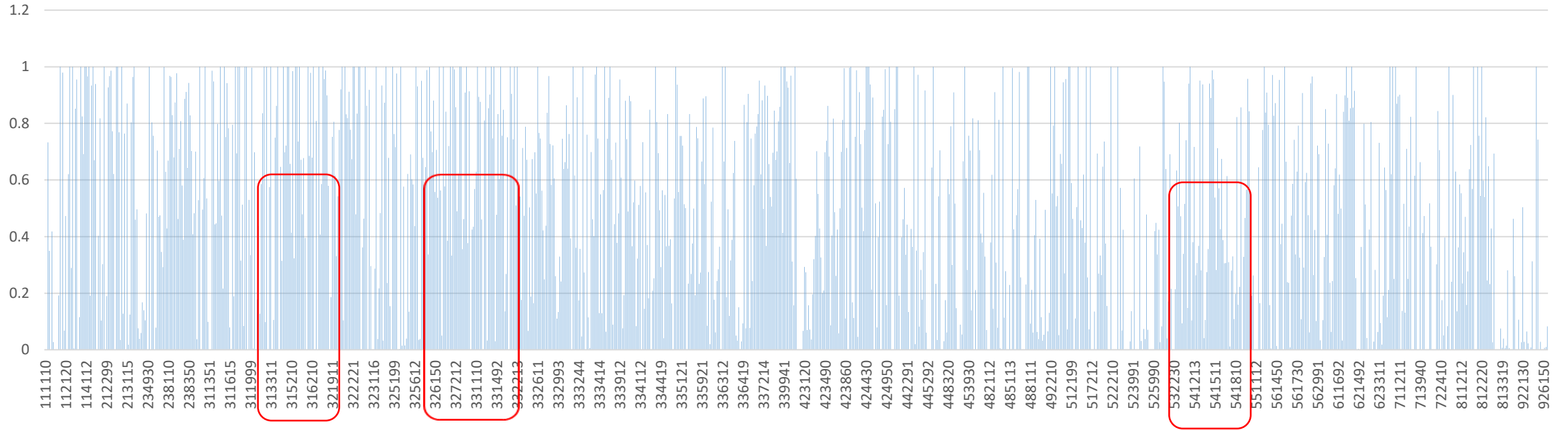
# SB v. OTSB V. NAICS



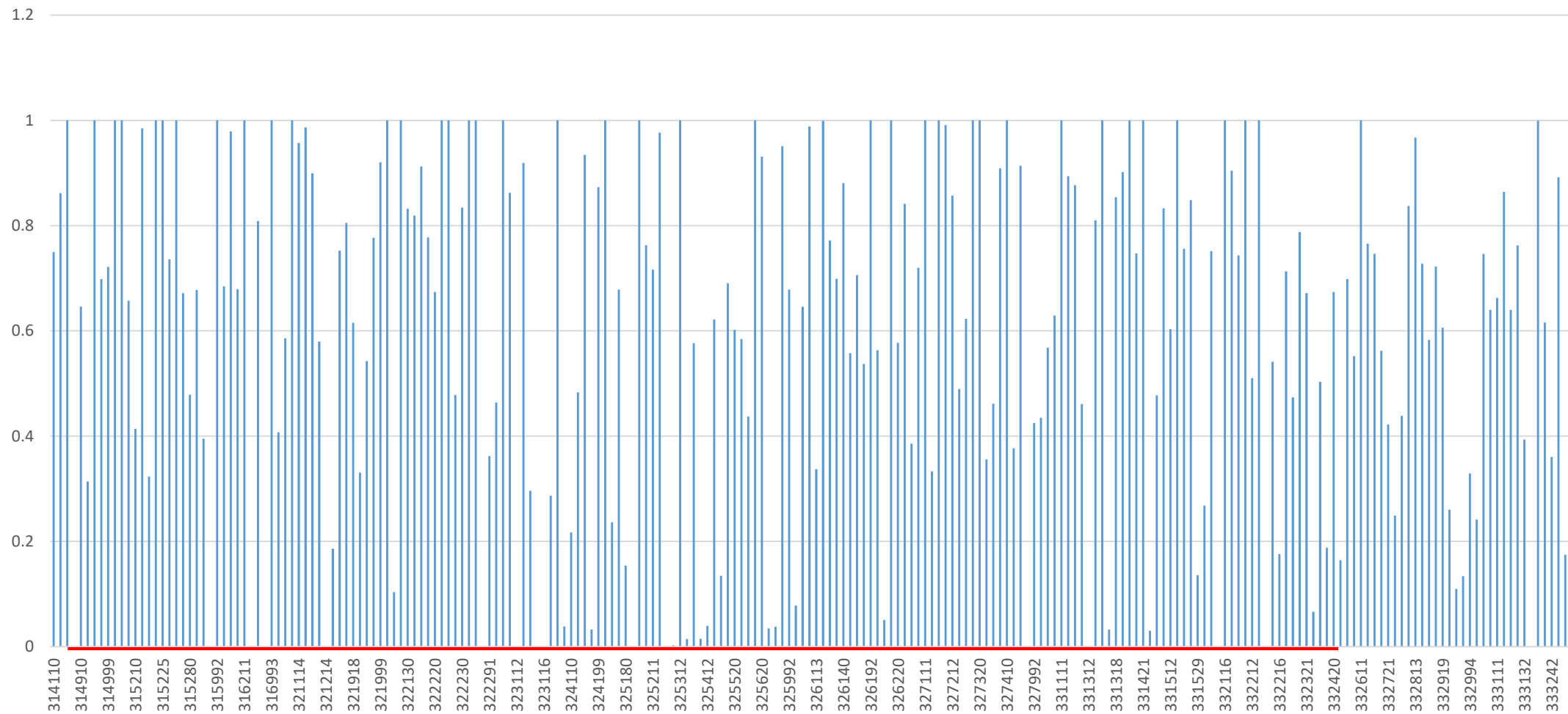
### SB percentage of awards v. NAICS Code – Aug- Sep 2017



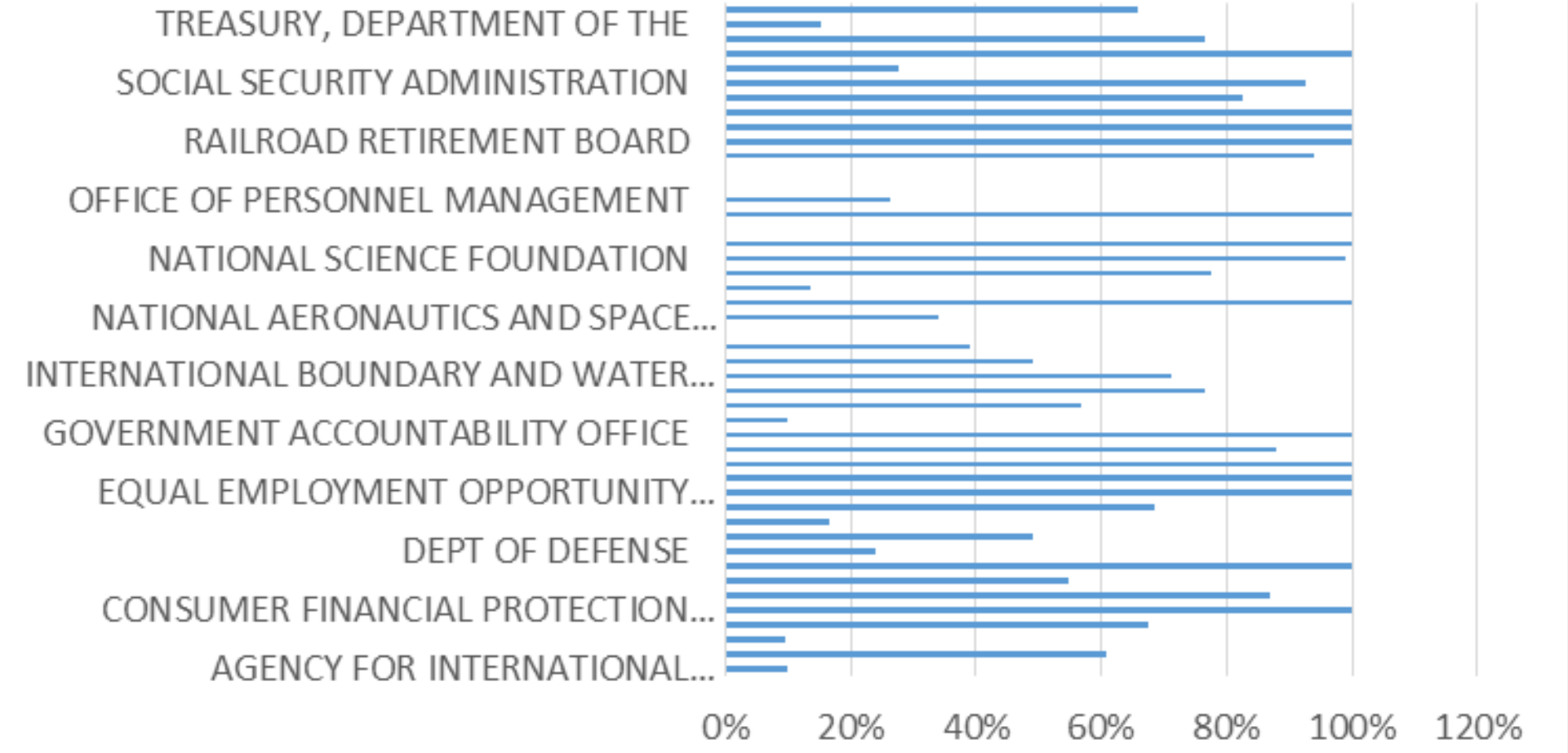
SB percentage of awards v. NAICS Code – Aug- Sep 2017



### % SB Award by NAICS – expanded view



### % SB Awards (NAICS: 314121 -- 33240)



## Award / Type v. Percentage (FY-17)

Award or IDV Type	Action Obligation	
BOA	\$168,776,950.25	0%
BPA	\$47,296,632.55	0%
BPA CALL	\$14,044,428,828.64	3%
DEFINITIVE CONTRACT	\$235,881,609,831.81	46%
DELIVERY ORDER	\$233,301,870,928.41	46%
FSS	\$109,731.00	0%
GWAC	\$5,397,785.05	0%
IDC	\$8,760,024,306.60	2%
PURCHASE ORDER	\$16,636,192,868.03	3%
Total	\$508,845,707,862.34	

## Award / Type v. Percentage (FY-17) selected NAICS 46

Award or IDV Type	Action Obligation	
BOA	\$31,770.64	0%
BPA	\$1,236,800.61	0%
BPA CALL	\$276,527,964.69	1%
DEFINITIVE CONTRACT	\$8,292,640,857.05	22%
DELIVERY ORDER	\$25,921,121,080.66	67%
FSS	\$0.00	0%
GWAC	\$56,625.67	0%
IDC	\$1,477,339,428.54	4%
PURCHASE ORDER	\$2,444,218,910.70	6%
Total	\$38,413,173,438.56	

NAICS 314121 - 333240

## Award / Type v. Percentage (FY-17) Aug & Sep

Award or IDV Type	Action Obligation	
BOA	\$123,141,938.75	0%
BPA	\$28,833,786.38	0%
BPA CALL	\$4,750,058,935.00	4%
DEFINITIVE CONTRACT	\$48,399,660,846.76	37%
DELIVERY ORDER	\$69,244,539,931.49	53%
FSS	\$0.00	0%
GWAC	\$504,996.58	0%
IDC	\$1,577,221,490.34	1%
PURCHASE ORDER	\$5,323,462,310.82	4%
Total	\$129,447,424,236.12	

# Big spenders - good SB customer?

Row Labels	OTSB	SMALL BUSINESS	Grand Total	% awds SB
CDC OFFICE OF ACQUISITION SERVICES	\$715,240,035	\$87,229,131	\$802,469,166	11%
W4MM USA JOINT MUNITIONS CMD	\$540,673,365	\$30,739,257	\$571,412,622	5%
NATIONAL CMOP OFFICE (NCO)(00770)	\$557,526,253	\$7,451,441	\$564,977,694	1%
W6QK ACC-PICA	\$263,035,618	\$88,476,298	\$351,511,916	25%
US MINT HEADQUARTERS	\$119,499,645	\$121,235,507	\$240,735,152	50%
DLA TROOP SUPPORT	\$111,239,030	\$109,349,973	\$220,589,003	50%
FA8672 FLCMC EBMK	\$194,023,993		\$194,023,993	0%
OFFICE OF ACQ MGMT POLICY	\$136,782,596	\$28,902,056	\$165,684,652	17%
DLA LAND AND MARITIME	\$57,374,308	\$74,621,200	\$131,995,508	57%
NAVSEA HQ	\$117,400,288		\$117,400,288	0%
W6QK ACC-APG	\$100,478,995	\$6,875,822	\$107,354,816	6%
NSWC INDIAN HEAD EOD TECH DIV	\$93,675,654	\$4,199,270	\$97,874,924	4%
NAVSUP WEAPON SYSTEMS SUPPORT MECH	\$49,989,501	\$12,794,137	\$62,783,638	20%
248-NETWORK CONTRACT OFC 8(00248)	\$61,123,799	\$1,372,655	\$62,496,454	2%
250-NETWORK CONTRACT OFC 10(00250)	\$54,741,130	\$409,821	\$55,150,951	1%
DLA AVIATION	\$28,352,877	\$25,875,699	\$54,228,575	48%

# Top SB Contracting Offices - % of total awds

US MINT HEADQUARTERS	50%	\$121,235,507
DLA TROOP SUPPORT	50%	\$109,349,973
W6QK ACC-PICA	25%	\$88,476,298
CDC OFFICE OF ACQUISITION SERVICES	11%	\$87,229,131
DLA LAND AND MARITIME	57%	\$74,621,200
W4MM USA JOINT MUNITIONS CMD	5%	\$30,739,257
OFFICE OF ACQ MGMT POLICY	17%	\$28,902,056
DLA AVIATION	48%	\$25,875,699
ACQUISITIONS - AQMMA	44%	\$20,565,232
W4GG HQ US ARMY TACOM	39%	\$17,156,419
NSWC CRANE	36%	\$15,008,048
USSOCOM REGIONAL CONTRACTING OFFICE	100%	\$13,228,479
NAVSUP WEAPON SYSTEMS SUPPORT MECH	20%	\$12,794,137
DLA LAND WARREN	34%	\$10,846,492
MISSION SUPPORT CTR DIV	97%	\$10,293,337
W07V ENDIST ROCK ISLAND	100%	\$9,147,707
W071 ENDIST WALLA WALLA	100%	\$7,896,681

# Details for:

W07V ENDIST ROCK ISLAND  
 W071 ENDIST WALLA WALLA

Product PSC	Service PSC	Grand Total
21	1	22
12		12
<b>33</b>	<b>1</b>	<b>34</b>

Contracting Office Name (Multiple Items)			
Sum of Action Obligation Column Labels			
Row Labels	OTSB	SMALL BUSINESS	Grand Total
325613		\$9,325	\$9,325
326122		\$9,455	\$9,455
326211		\$15,556	\$15,556
326291		\$66,910	\$66,910
327331		\$10,780	\$10,780
327390		\$22,229	\$22,229
331110	\$17,062		\$17,062
331221		\$7,555	\$7,555
332312		\$15,203,642	\$15,203,642
332313		\$9,919	\$9,919
332420		\$0	\$0
332618		\$353,060	\$353,060
332710		\$658,520	\$658,520
332722		\$52,090	\$52,090
332911		\$57,159	\$57,159
332913		\$20,264	\$20,264
332996		\$342,975	\$342,975
332999		\$16,463	\$16,463
333111		\$6,997	\$6,997
333112		\$7,645	\$7,645
333120		\$164,473	\$164,473
333243		\$9,373	\$9,373
<b>Grand Total</b>	<b>\$17,062</b>	<b>\$17,044,388</b>	<b>\$17,061,450</b>

Count of Product or Service Desc		
Contracting Office Name	Product or Service Description	Total
W071 ENDIST WALLA WALLA	BARS AND RODS, NONFERROUS BASE METAL	1
	BEARINGS, ANTIFRICTION, UNMOUNTED	2
	CHAIN AND WIRE ROPE	3
	COMPRESSORS AND VACUUM PUMPS	1
	DRAPERIES, AWNINGS, AND SHADES	1
	HAZARDOUS MATERIAL SPILL CONTAINMENT AND CLEAN-UP EQUIPMENT AND MATERIAL	1
	MAINT/REPAIR/REBUILD OF EQUIPMENT- MISCELLANEOUS	1
	NUTS AND WASHERS	4
	PIPE, TUBE AND RIGID TUBING	4
	PLUMBING FIXTURES AND ACCESSORIES	2
	POWER AND HAND PUMPS	1
	RUBBER FABRICATED MATERIALS	3
	SCAFFOLDING EQUIPMENT AND CONCRETE FORMS	1
	SOIL PREPARATION EQUIPMENT	1
	STORAGE TANKS	2
	TIRES AND TUBES, PNEUMATIC, AIRCRAFT	1
	TRACTORS, WHEELED	1
	VALVES, POWERED	1
	WATER TURBINES AND WATER WHEELS; AND COMPONENTS	1
	WINCHES, HOISTS, CRANES, AND DERRICKS	1
W071 ENDIST WALLA WALLA Total		33
W07V ENDIST ROCK ISLAND	BARS AND RODS	1
	FANS, AIR CIRCULATORS, AND BLOWER EQUIPMENT	1
	IRON AND STEEL PRIMARY AND SEMIFINISHED PRODUCTS	7
	LATHES	1
	MISCELLANEOUS SPECIAL INDUSTRY MACHINERY	2
	ROAD CLEARING, CLEANING, AND MARKING EQUIPMENT	1
	STRUCTURAL SHAPES	6
	TEXTILE FABRICS	2
	TILE, BRICK AND BLOCK	1
	TRACTORS, WHEELED	1
VALVES, NONPOWERED	1	
W07V ENDIST ROCK ISLAND Total		24
Grand Total		57

		Data	
Contracting Office Name	Award or IDV Type	Count of Award or IDV Type	Sum of Action Obligation
W071 ENDIST WALLA WALLA	BPA	1	\$ -
	BPA CALL	10	\$ 79,908.12
	DEFINITIVE CONTRACT	1	\$ 6,779,500.00
	DELIVERY ORDER	8	\$ 694,470.50
	IDC	1	\$ -
	PURCHASE ORDER	12	\$ 342,802.55
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
W07V ENDIST ROCK ISLAND	DEFINITIVE CONTRACT	13	\$ 8,744,987.32
	DELIVERY ORDER	3	\$ 278,742.33
	IDC	1	\$ -
	PURCHASE ORDER	7	\$ 123,977.61
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

FY – 16 data

		Data	
		Count of	
Contracting Office Name	Referenced IDV PIID	Referenced IDV PIID	Sum of Action Obligation
[-] W071 ENDIST WALLA WALLA		15	\$ 7,122,302.55
GSA	GS06F0018S	1	\$ 9,325.00
	GS07F0235T	1	\$ 9,454.50
	GS07F059CA	1	\$ 22,229.00
	GS30F0010K	1	\$ 22,893.00
Army	W9127N15D0004	1	\$ 559,000.00
	W912EF15A0005	1	\$ 9,905.00
	W912EF15A0006	1	\$ 10,359.00
	W912EF15A0008	1	\$ (19,270.42)
	W912EF15A0009	2	\$ 26,825.00
	W912EF15A0010	4	\$ 39,337.54
	W912EF15A0012	1	\$ 12,752.00
	W912EF15D0001	1	\$ 900.00
	W912EF16D0011	1	\$ 60,750.00
	W912EF16D0012	1	\$ 9,919.00
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
[-] W07V ENDIST ROCK ISLAND		21	\$ 8,868,964.93
	GS21F080AA	1	\$ 6,997.33
	GS30F0008S	1	\$ 58,985.00
	W912EK14D0001	1	\$ 212,760.00
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

# Other considerations

- Actions below the micro-purchase threshold\* are exempt from TAA and BAA.
- Changes (waivers) to the micro-purchase threshold, may impact data entries moving forward due to the raised limit.
- In many cases, during this time of year response time is essential.
  - Being able to source and provide either TAA or BAA compliant items
  - Planning and identification of sources may be beneficial
- Awards identify potential customers; RFPs/RFQs will occur prior to the award date.
- IDV's will require more research and timing

# Commercial Item response time

- The contracting officer must **establish** a solicitation **response time** that **will afford potential offerors a reasonable opportunity to respond** to each proposed contract action, (including actions where the notice of proposed contract action and solicitation information is accessible through the GPE), in an amount estimated to be greater than \$25,000, but not greater than the simplified acquisition threshold; or each contract action for the acquisition of commercial items in an amount estimated to be greater than \$25,000.
- May be a couple of days.
- Opportunity may be directly related to the ability to respond with the required information within the time frame established.

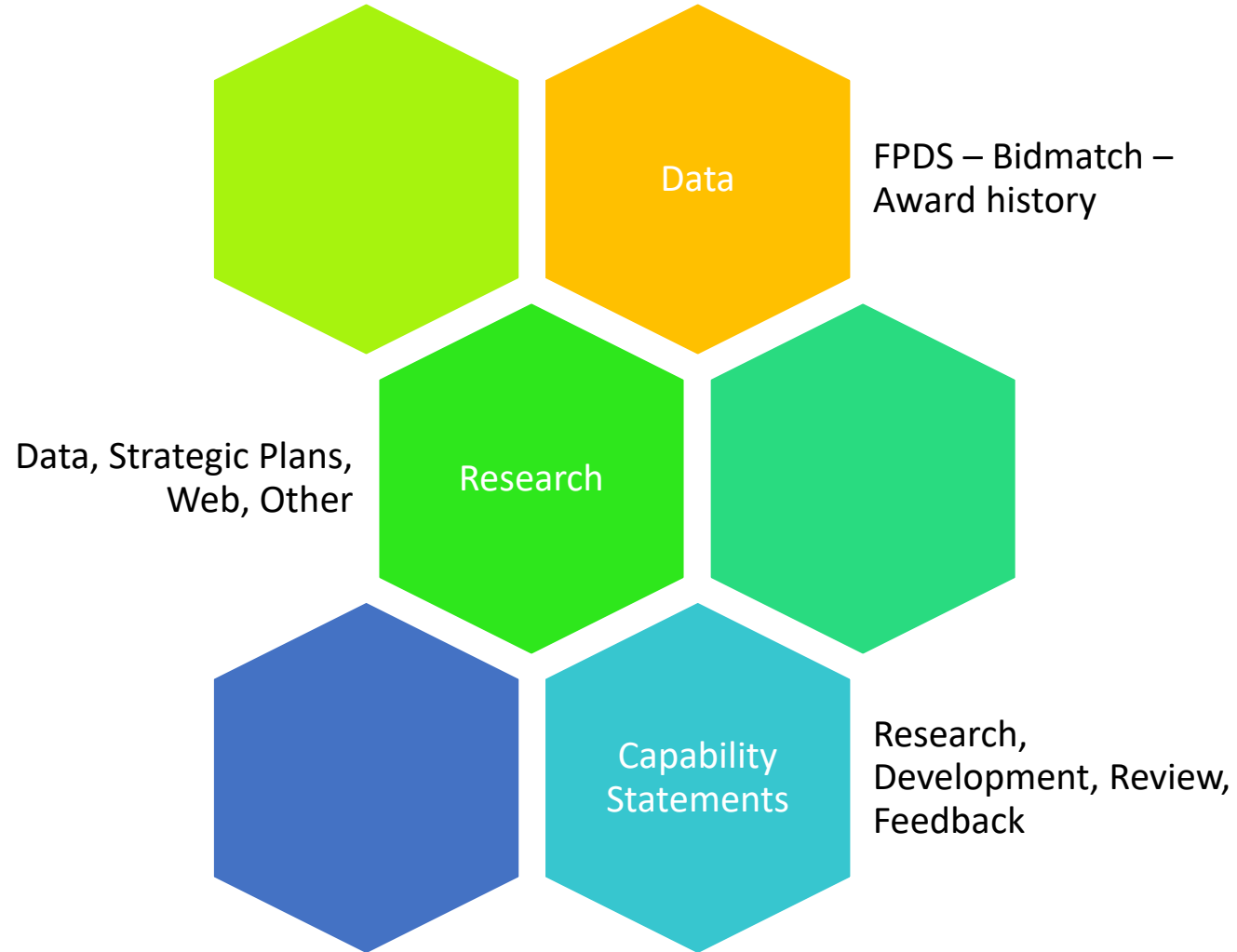
# FBO Notices

- Sources Sought notices
  - Typically are numbered independently of RFQ's and/or RFP's
  - Input is market research and documentation
  - Responding does not imply any further contact or notification
  - Watch this opportunity – will not link to a separately numbered RFQ/RFP notice even though the items/services are the same
  - The next information may be unfortunately viewing an Award notice of a missed opportunity

# Documents

- System for Award Management (SAM)
- Dynamic Small Business Search
- Capabilities Statement – tailored
- WPI – bidmatch profile
  - Review
  - Update
- FBO profile, if used
- GSA schedule holders; determine if Sale/Sale pricing is justified

# Connect with WPI



# 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

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# ACQUISITION HOUR LIVE WEBINARS SERIES

- September 25, 2019
  - eSRS Individual Subcontractor Reporting (ISR) Basics**  
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- 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  
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**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)

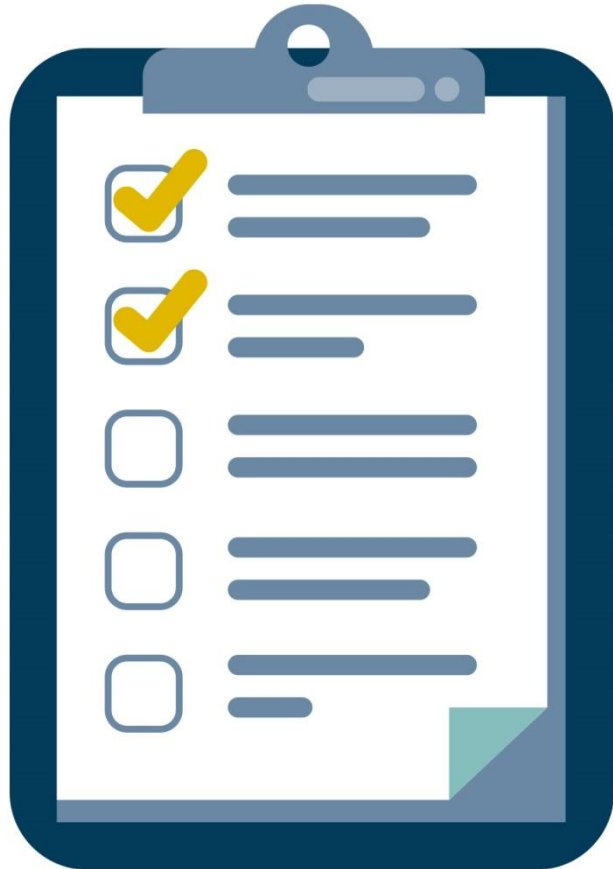
*Presented in partnership with National Contract Management  
Association (NCMA) WI Chapter*

*Each session will be eligible for 1 CPE credit*

# QUESTIONS?



# SURVEY



# CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

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