

Doing Business with the State of Wisconsin

**The Basics:
Presentation to
Marketplace 2019**

October 23, 2019



Agenda

- ✓ Who is buying?
- ✓ What are they buying?
- ✓ How does the state buy?
- ✓ How do I register?
- ✓ Navigating systems
- ✓ Basic requirements



WHO'S BUYING?



TOP CATEGORIES OF STATE SPEND

Information
Technology Services

IT Hardware &
Software

Social, Medical &
Client Services

Food & Related
Services

Pharmaceuticals &
Chemicals

Vehicles,
Accessories,
Maintenance &
Fuel

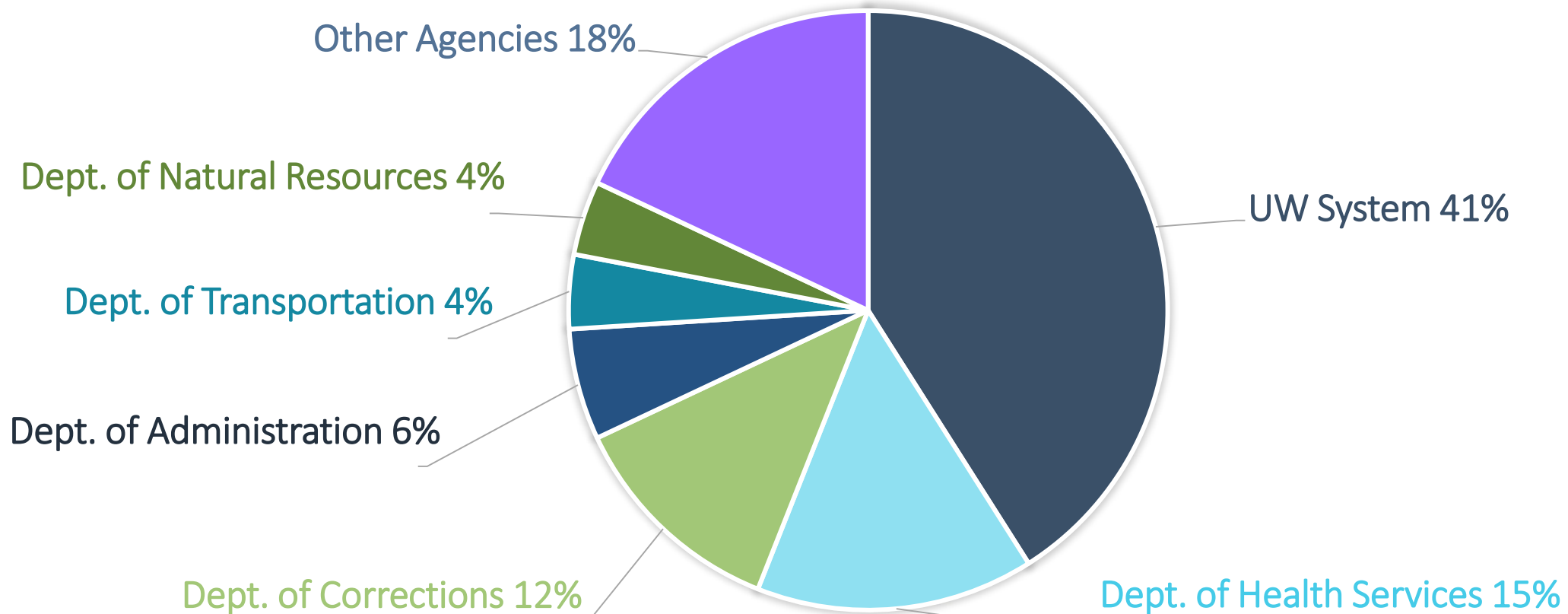
Management
Consultant & Other
Professional
Services

Facilities
Maintenance &
Repair

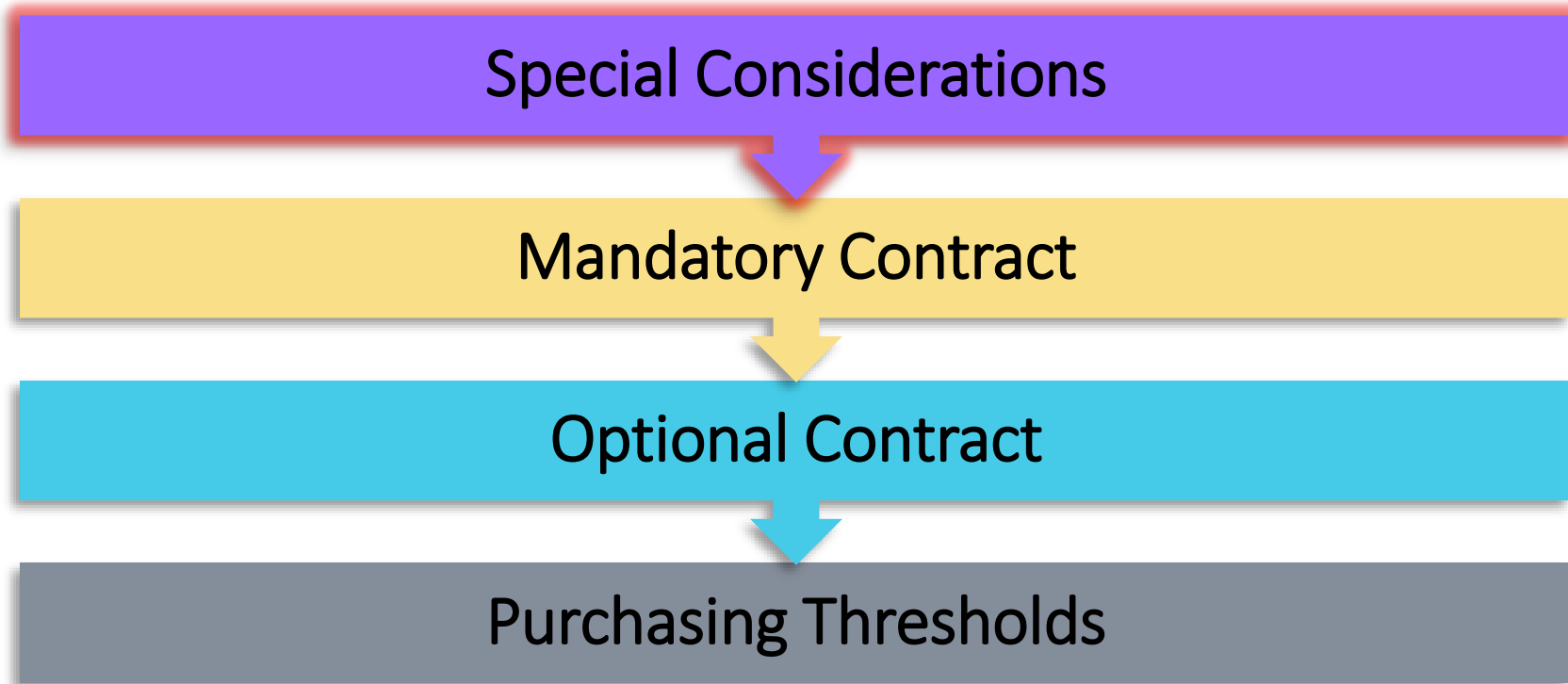


OVERVIEW OF STATE AGENCY PURCHASES

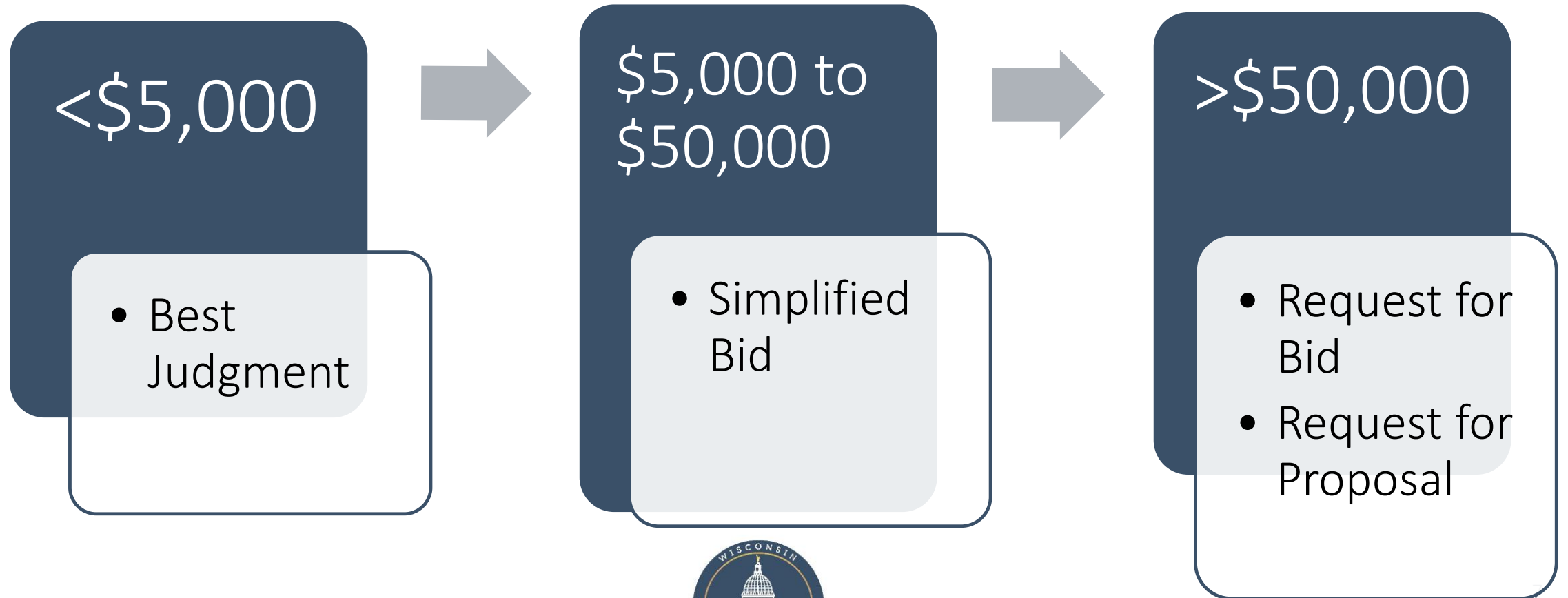
Enterprise spend in FY 18 was \$1,559,506,222 of goods and services.



IMPACTS ON SOURCING METHODS



HOW DOES THE STATE BUY?



REQUEST FOR BIDS VS. PROPOSALS

RFB	vs.	RFP
Specifications	Request	Outcomes
Objective; yes/no, lowest cost	Response	Subjective; how well met, cost is a factor
Lowest responsible bidder	Award	Evaluation committee scores
Only with the lowest responsible bidder on price, certain terms	Negotiation	Multiple proposers before award
3 months	Average Time	6 months

HOW TO REGISTER

- The Wisconsin eSupplier Portal for Bidders is the registration system for potential bidders (goods/services only)
 - Free of charge
 - Need valid email
 - Register for specific NIGP codes and accurate contact information for your company



WISCONSIN ESUPPLIER PORTAL

- The Wisconsin eSupplier Portal for Bidders offers:
 - Bid/Proposal search (no login required)
 - Upcoming solicitations (if agency elects)
 - FAQs and comprehensive guide
 - Links to agency acronyms, VendorNet, Wisconsin public notices site
 - Access to technical and general procurement help desks



WISCONSIN ESUPPLIER PORTAL

- The Wisconsin eSupplier Portal for Bidders offers:
 - Online bid and proposal response capabilities
 - In-system question/answer features
 - Self-service maintenance of your company's contact and registration information



VENDORNET

STATE OF WISCONSIN • BUREAU OF PROCUREMENT

VendorNet System

- VendorNet.wi.gov
 - Access general procurement information
 - Download required forms
 - Search bids and existing contracts



WHERE ARE BID OPPORTUNITIES?

eSupplier

- State agencies
- Online bid retrieval and submittal

VendorNet

- UW Campuses and some municipalities
- Online bid retrieval only (hard copy submittal)



STATE PROCUREMENT POLICY WEBSITE

- All official state policy and procedure for purchasing
- State agency purchasing contacts

Search Procurement Manual



100-Series:
Introduction & Procurement
Fundamentals



200-Series:
Planning & Procurement
Strategy



300-Series:
Competitive Solicitations



400-Series:
Contract Administration &
Transactions



500-Series:
Exceptions, Waivers & Special
Handling



600-Series:
Administrative Policy

Procurement Information Memoranda (PIMs) +

State Agency Purchasing Directory +

Other Resources +

Revision History +

FINDING, CONNECTING WITH STATE BUYERS

- See the ‘State Agency Purchasing Directory’ on the policy homepage
- If on a contract already, call your agency contract manager to discuss appropriate outreach efforts
- Register and keep your information updated (so we can reach out to you!)



BASIC REQUIREMENTS OF STATE CONTRACTORS

All Amounts

- Sales/Use Tax
- Registered to do business in Wisconsin
- Insurance coverage
- Non-Discrimination
- Services performed in US

Over \$50K

- Affirmative Action/Non-Discrimination Plan

Over \$100K

- Attestation to not participating in economic boycotts



ADDITIONAL REQUIREMENTS OF STATE CONTRACTORS

- If service being performed requires a license or certification
- If agency is using federal funds, must not be a federally debarred contractor
- Additional requirements or qualifications will depend on the bid/RFP

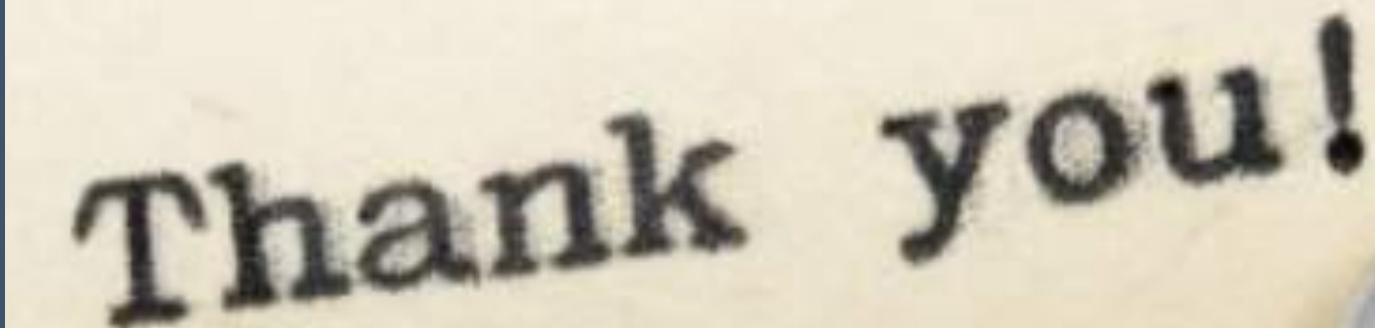


SELLING GOODS & SERVICES TO THE STATE: THE BASICS

- Questions?

WRAP UP

- Stay here for 'Beyond the Basics'!
- Send us questions, concerns or other feedback at doawispro@Wisconsin.gov



Thank you!