



A Procurement Technical Assistance Center (PTAC)

A large, white, neoclassical building with a prominent green dome, illuminated at dusk. The building is surrounded by trees and a paved area with a low wall.

THE BASICS OF GOVERNMENT CONTRACTING

Ladysmith, WI
October 30, 2019



ABOUT WPI

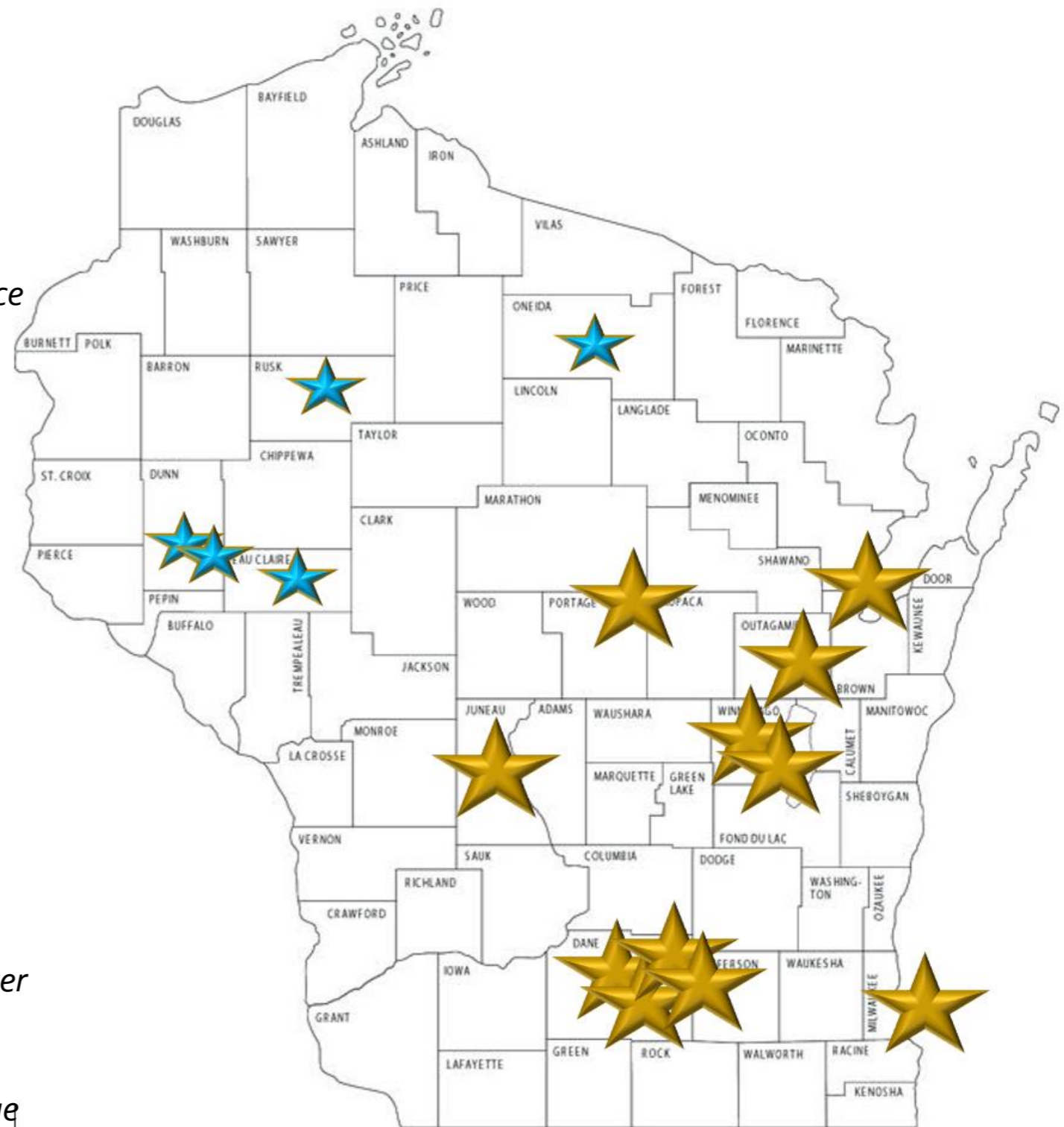
SUPPORTING THE MISSION

WISCONSIN'S PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

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

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *FEED Kitchens*
 - *Dane County Latino Chamber of Commerce*
 - *Wisconsin Manufacturing Extension Partnership (WMEP)*
 - *Madison Area Technical College*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
 - *Fox Valley Technical College*
 - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE
 - *Dunn County Economic Development Corporation*
 - *UW Stout - Manufacturing Outreach Center*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*





www.wispro.org

UPCOMING EVENTS

WED 23 Marketplace Wisconsin 2019 – Milwaukee, WI
 October 23 - October 24
 Milwaukee WI

WED 23 The Contracting Academy (TCA) – Milwaukee, WI
 October 23 @ 8:30 am - 12:00 pm
 Milwaukee WI

TUE 29 Women Veterans in Action: Pathways to Success for Women Entrepreneurs – Milwaukee, WI
 October 29 @ 8:00 am - 11:00 am
 Milwaukee WI

TUE 29 Acquisition Hour: Changes, Delays and Disputes in Federal Construction Contracts
 October 29 @ 1:00 pm - 2:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (4)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

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

SIGN UP

HAVE A QUESTION? WE'RE HERE TO HELP.

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

GET HELP

SO WHAT DOES WPI DO.....

PROVIDES TECHNICAL ASSISTANCE

to **CURRENT AND POTENTIAL GOVERNMENT CONTRACTORS AND SUBCONTRACTORS**

- **INDIVIDUAL COUNSELING** – at our offices, at clients facility or via telephone / GoToMeeting
- **SMALL GROUP TRAINING** – workshops and webinars
- **CONFERENCES** to include one on one or Roundtable sessions

- **LAST YEAR WPI** provided training at over 100 events (with over 3,000 attendees), and provided services to over 1,200 companies.

THE BASICS

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

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

Are you ready to work with the Federal Government?

CONSIDER THE FOLLOWING WHEN ANSWERING THIS QUESTION

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

2. UNDERSTAND THE US SBA SMALL BUSINESS PROGRAMS

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#);
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;
- 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses [VA also has both a veteran and service disabled veteran business preference with a higher goal].

LARGE PRIME CONTRACTORS must also negotiate small business goals

3. REGISTER IN SAM

NO COST TO REGISTER in SAM

SAMSM
SYSTEM FOR AWARD MANAGEMENT

A NEW WAY TO SIGN IN - If you already have a SAM account, use your **SAM email** for login.gov. [Log In](#) [Login.gov FAQs](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

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

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

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

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

<https://sam.gov>

Getting Started

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

GSA

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

4. DEVELOP A STRONG PROFILE IN DSBS



[Skip Navigation](#) > [Accessibility Options](#) >
[Mobile View](#) [Print](#) [Exit](#) [Help](#)
[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Welcome to the D

All search form hotlir

All form fields that require typing in d

<http://dsbs.sba.gov>

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

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

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

Location of Profile

States:

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

Searching (Requires)

Country:

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

5. DO YOUR MARKET RESEARCH - TARGET YOUR MARKET

<https://www.usaspending.gov>

HISTORY
– the
PAST

Advanced Search

Submit Search
Reset search

Keyword

Time Period

Fiscal Year | Date Range

All Fiscal Years

FY 2019 FY 2013

FY 2018 FY 2012

FY 2017 FY 2011

FY 2016 FY 2010

FY 2015 FY 2009

FY 2014 FY 2008

Award Type

Agency

Location

Recipient

Recipient Type

Spending by Geography

Explore the map to see a breakdown of spending by state, county, or congressional district. View your results by place of performance or recipient location, and hover over your chosen location for more detailed information.

State | County | Congressional District

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

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

wisconsin

Go

Contracts | ICD | Recovery

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

Top 10: Department Full Name

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

Top 10: Contracting Agency Name

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

Top 10: Vendor Full Name

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

Top 10: Treasury Account Symbol

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

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

| | | | |
|----------------------------|------------------------------------|----------------------------|------------|
| Award ID (Mod#): | 1256A219P0032 (P00001) (View) | Award Type: | PURCHASE |
| Vendor Name: | COMPASS POINT LLC | Contracting Agency: | FOREST SER |
| Date Signed: | April 19, 2019 | Action Obligation: | \$0 |
| Referenced IDV: | | Contracting Office: | USDA FORES |
| NAICS (Code): | TIMBER TRACT OPERATIONS (113110) | PSC (Code): | NATURAL RE |
| Vendor City: | JANESVILLE | Vendor DUNS: | 826308277 |
| Vendor State: | WI | Vendor ZIP: | 535450378 |
| Global Vendor Name: | COMPASS POINT LLC | Global DUNS Number: | 826308277 |

| | | | |
|----------------------------|---|----------------------------|--------------|
| Award ID (Mod#): | 140D0418C0009 (P00003) (View) | Award Type: | DEFINITIVE C |
| Vendor Name: | INDUSTRIES FOR THE BLIND, INC. | Contracting Agency: | DEPARTMENT |
| Date Signed: | April 19, 2019 | Action Obligation: | \$0 |
| Referenced IDV: | | Contracting Office: | IBC ACQ SVCS |
| NAICS (Code): | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (236220) | PSC (Code): | ARCHITECT. |
| Vendor City: | MILWAUKEE | Vendor DUNS: | 006096200 |
| Vendor State: | WI | Vendor ZIP: | 532141016 |
| Global Vendor Name: | INDUSTRIES FOR THE BLIND, INC. | Global DUNS Number: | 006096200 |

| | | | |
|-------------------------|---|----------------------------|-------------|
| Award ID (Mod#): | 205AE919P00116 (0) (View) | Award Type: | PURCHASE |
| Vendor Name: | BELLMAN, HOWARD S MEDIATION & ARBITRATION | Contracting Agency: | INTERNAL RE |
| Date Signed: | April 19, 2019 | Action Obligation: | \$5,444.29 |
| Referenced IDV: | 11 | Contracting Office: | MIDWEST REC |
| NAICS (Code): | ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES (541990) | PSC (Code): | SUPPORT-P |
| Vendor City: | MADISON | Vendor DUNS: | 195389549 |
| Vendor State: | WI | Vendor ZIP: | 537171510 |

<https://www.fpds.gov>

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

CURRENT



Center Gateway
an extension of www.fbo.gov

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

Bid Search Wisconsin Awards - Aina

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.

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

Archive Search
Company Profile
Supply Codes
Detailed Supply Codes
NAICS Search

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

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

BizOpps.gov Federal Business Opportunities

Getting Started | General Info | Opportunities

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

Posted Date: Set-Aside Code:

Place of Performance: Type:

Keyword / Solicitation #: Agency:

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

WPI Bid Matching – contact WPI

ATTENTION: BuyAmerican.gov serves as the public access point for use exceptions to the Buy American Act in the United States of America's Federal Acquisition Regulation (FAR) Part 25.101.



A Procurement Technical Assistance Center

Coming November 12, 2019 !

An official website of the United States government [Here's how you know](#)

Authoritative site for Assistance Listings and Wage Determinations



All Award Data ▾

I'm looking for..

Search

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.



What Can I Do Here?

Contracting



Wage Determinations (WDOL)

This website has officially replaced WDOL.gov.

- About Wage Determinations
- Search Wage Determinations

[FBO.gov](#) and [FPDS.gov](#) remain the authoritative sources for contract





Contract Opportunities ▾ I'm looking for... Search

Contract Opportunities

Search Results

Saved Searches

Change Filters Clear All

Status

Active Only

Keywords

wisconsin x construction x

Clear All

Inactive Date

From Date

Month Day Year

Input fields for month, day, and year

Save Search Download

Search Results

Showing 1 - 10 of 19,572 results

Sort By Relevance

Rebuild Menominee Pier Light 6

Rebuild Menominee Pier Light 6 @ U.S. Coast Guard AIDS to Navigation Team Two Rivers, Two River Wisconsin, 54241-3095.

P/N 6846157

Provide a

...

Awardee

Maris, Inc. (080154229)

Department/Ind. Agency

HOMELAND SECURITY, DEPARTMENT OF

Sub-tier

U.S. COAST GUARD

Office

Contract Opportunities

Notice ID

70Z08318BPCR12100

Last Updated Date

Aug 10, 2018

Last Published Date

Aug 10, 2018

Type

Original Award Notice

Shop by
Category ▾

Search

Products ▾

Go

Advanced Search



Products

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)

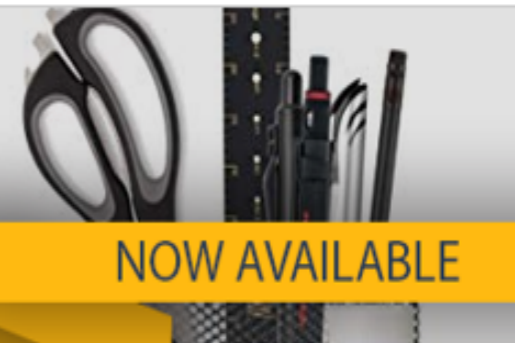
Scientific & Medical

Tools, Paint & Recreational

Vehicles & Equipment

vantage/department/main.do?jsessionid=4fjF4Geur-MfYmlubSP6Snpi.A7?cat=ADV.FSSI

About Buying Services ▶



NOW AVAILABLE

Federal Strategic Sourcing Initiative (FSSI)

Office Supplies 4th Generation (OS4)

[Learn More](#)

1 2 3 4 5 6

Special Programs



Environmental Products



Laptop and Desktop Computers



Disaster Relief



Security Related Products

Strategic Sourcing

Leveraging Government buying power to get you the best value and price.

Products ▾

Services ▾

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations FAR Smart Matrix Archives Policy N

Home >> Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

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

Home Page Small Business Business Opportu

Procurement Forecast

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Homeland Security
- Department Housing and Urban Development
- Department of the Interior
- Department of Justice
- Department of Labor
- Department of State
- Department of Transportation
- Department of the Treasury

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



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



Small Business Event- Construction Contract Industry Day

Solicitation Number: **GS08-SmallBusinessEvent-April-2019**

Agency: General Services Administration

Office: Office of Small Business Utilization

Location: Customer & Stakeholder Engagement (CASE) Division

Notice Details

Packages

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



SMALL BUSINESS EVENT- US Army Corps of Engineers Rock Island District Industry Day

Solicitation Number: **W912EK-19-INDUSTRYDAY**

Agency: Department of the Army

Office: US Army Corps of Engineers

Location: USACE District, Rock Island

7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT



CAPABILITIES STATEMENT

DUNS# 143133754
CAGE# 4TZWS

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

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

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

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

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

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

703.221.7131 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

COMPANY SUMMARY

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

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

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

CORE COMPETENCIES

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

CORPORATE EXPERTISE

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

| | | |
|---|--|---|
| <p>PROJECTS</p> <p>FEDERAL CLIENTS</p> <ul style="list-style-type: none"> • Walter Reed Medical Center • VA Healthcare, VA Cemetery • DHS, St. Elizabeth's • ICC-B • Ft. Belvoir Community Hospital • Pax River | <p>PRIVATE CLIENTS</p> <ul style="list-style-type: none"> • VA Audie Murphy • POFF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps | <ul style="list-style-type: none"> • Baker Daniels • Blank Rome LLP • Epstein Becker Green • Frederick Community College • George Mason University • Raytheon |
|---|--|---|



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



Capability Statement

www.customfabricate.com

Founded in 2001, Custom Fabricating & Supplies (CFS) is a privately held, certified Women Owned Small Business located in Franklin, Wisconsin. Our 30+ years of expertise along with our Custom Rubber Molded Parts and Die Cuts, Extrusions, 3D Rapid Prototyping and same day shipping on stock items have made us an industry leader in Masking Protection and Plastic Finishing. Providing Great Customer Service is top priority and our goal has been the same since day one – to make sure YOU are completely satisfied!

Industries Served

- Military and Defense
- Aerospace and Automotive
- Medical and Dental
- Electronics and Lighting
- Wholesale and Manufacturing

Core Competencies

3D Rapid Prototyping

Masking Protection

- Caps
- Plugs
- Tapes
- Hooks

Custom Rubber Molded Parts, Die Cutting and Extrusions

- Surface Protection
- Mounting & Holding
- Seals
- Gaskets
- Spacers
- Shielding
- Masking
- Insulators
- Bumpers
- Grommets
- O-Rings

Company Snapshot

CAGE Code: 4L1K1
DUNS Number: 058065520

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

Primary NAICS Codes

| | |
|--------|---|
| 322220 | Paper Bag and Coated and Treated Paper Mfg. |
| 326112 | Plastic Packaging Film and Sheet (Including Laminated) Mfg. |
| 326199 | All Other Plastics Product Mfg. |
| 326291 | Rubber Product Manufacturing For Mechanical Use |
| 326299 | All other Rubber Product Mfg. |
| 333999 | All Other Miscellaneous Purpose Machinery Mfg. |
| 339991 | Gasket Packaging And Sealing Device Mfg. |



Quality Policy
To Exceed our customers expectations in quality, delivery and cost through continuous improvement and customer interaction

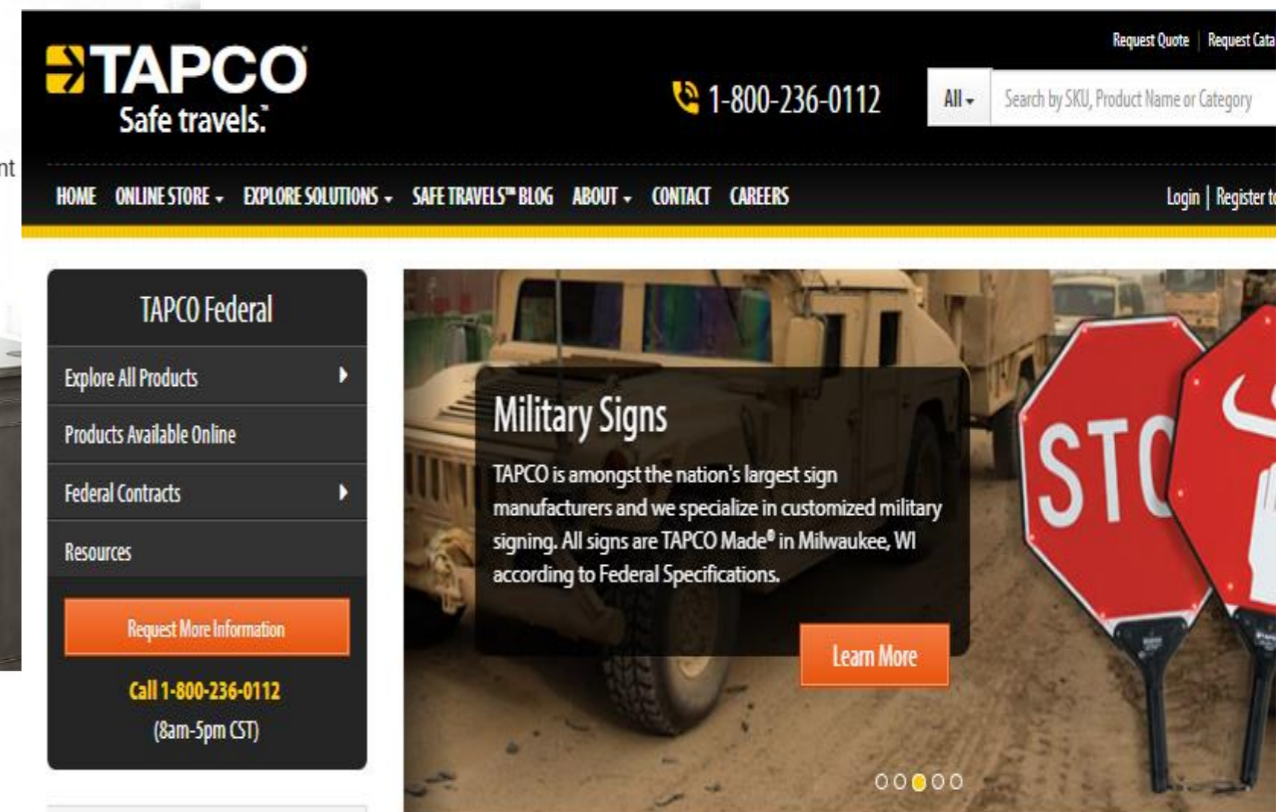
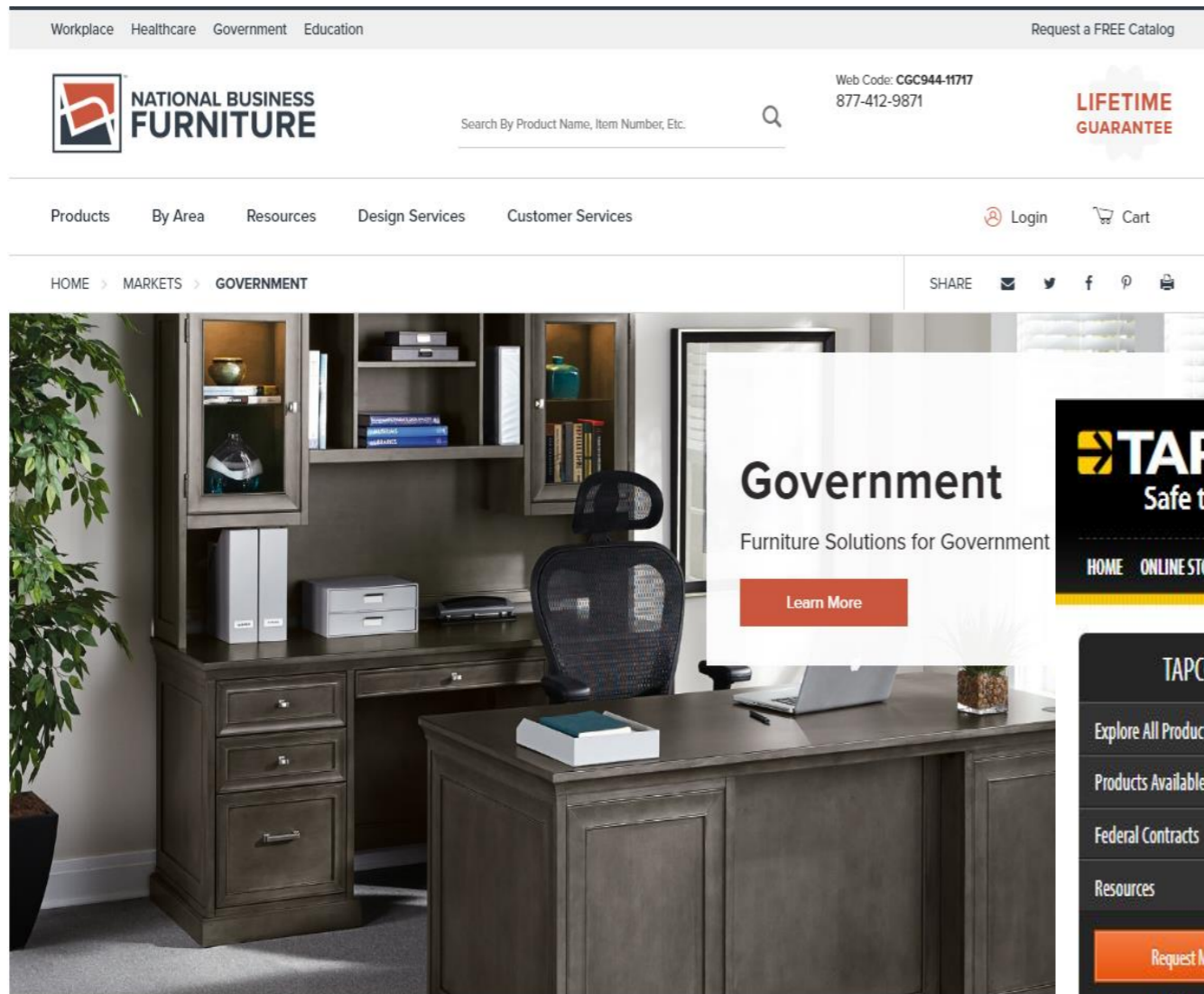


7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND BUSINESS CARDS

- **CLEARLY** states what your business DOES – use a tag line if necessary
- **COMPLETE** contact information including street address, telephone and email
- **NAICS** codes – **NIPG** codes – DUNS – CAGE CODE
- Website
- Small business designations – small, HUBZone, SDVOSB, MBE.....
- Quality level, ITAR, other technical and professional certifications of value to market
- ALSO
 - Professional in appearance – include logo
 - Light colored background - non glossy paper
 - If recent “award recipient” – would need to be recognizable



7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND WEBSITE



Federal Contracts
We have a variety of contract agreements available to the

We want to be your primary supplier of traffic and parking control items while making it as easy and economical as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers the most comprehensive selection of approved products and services from GSA AIA Schedule as well as all

7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

- SHORT and TIGHT introductory statement – maybe 30 seconds or so
 - Who you are
 - What you do
 - KEEP IT BUSINESS
 - Try it – refine it – try it – refine it – until you feel it is just right

Good afternoon. Example - My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction.

7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

You would use this as your discussions continue or if you are in a situation where a longer opening is available and appropriate – 1 – 2 minutes

*My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction. We are currently working with the **USACE** on repairing areas on the St. Josephs River damaged after **Hurricane Irma**. Green Barge is **certified as a HUBZone** with **10 years of experience** in shoreline work. We have an experienced crew with a **superior safety record**.*

8. LEARN THE PROCESS, RULES, REQUIREMENTS AND REGULATIONS

<https://www.acquisition.gov>

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

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

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



- AGENDA
- EVENT HOSTS
- SPEAKERS
- SPONSORS
- COMPETITION

Registration

For additional information regarding this event, contact Dave Olson at davido@wispro.org or (608) 338-8018.

[CLICK HERE](#) to REGISTER.

Location

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) will take place at the

Volk Field Air National Guard Base, Building 475 – 100 Independence Drive – Camp Douglas, WI 54618

13TH ANNUAL WISCONSIN GOVERNMENT BUSINESS CONFERENCE

In Partnership with Volk Field ANG

JULY 30-31, 2019

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

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

EARLY REGISTRATION ENDS June 14, 2019

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

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

July 24 - 26, 2019

San Diego Convention Center
111 W. Harbor Drive, San Diego



- Environmental Topics
- Laws & Regulations
- About EPA

EPA in Illinois

EPA Small Business Conference: Business?

Date and Time

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

[Add to Calendar](#)

Location

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



Find a Post/Chapter Near You

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

- Posts by State
- Posts by Region
- International Posts



A Procurement Technical Assistance Center

Search ...

REGISTRATION

LOCATION



**13th Annual Wisconsin
Government Opportunities
Business Conference (GOBC)**

In partnership with Volk Field ANG and Fort McCoy

AGENDA

EVENT
HOSTS

SPEAKERS

SPONSORS

EVENT
COMPETITIONS

BUYER
MEETINGS

EVENT
PARTNERS

Registration

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Location

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**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), previously known as the Volk Field – Fort McCoy Small Business Conference, 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 17, 2019

EVENT REGISTRATION ENDS July 18, 2019

<https://volkfieldsbconference.org/>



MARKETPLACE WISCONSIN

Governor's Conference on Diverse Business Development

OCTOBER 23-24, 2019
POTAWATOMI HOTEL & CONFERENCE CENTER
MILWAUKEE



REGISTER FOR MARKETPLACE



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BUYER MEETINGS



CONTRACTING ACADEMY RE

<https://www.marketplacewisconsin.com/>

10. BID – WIN - PERFORM

• BID to WIN

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

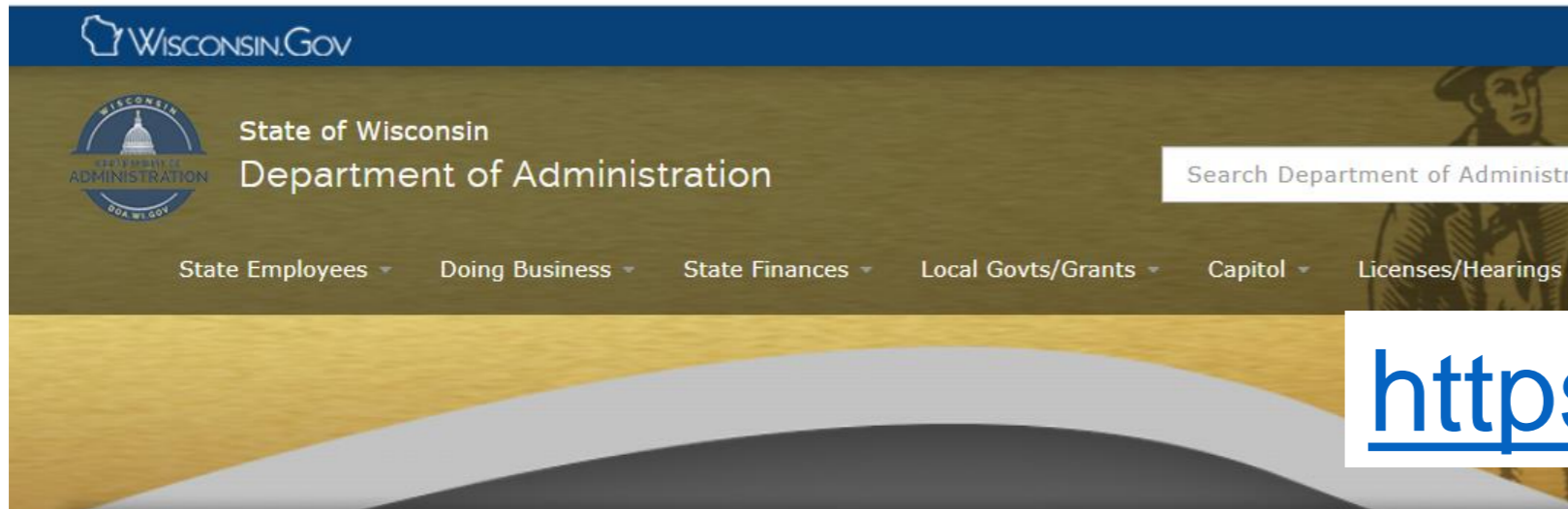
• WIN

- CELEBRATE
- UNDERSTAND what you WON

• PERFORM

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

FOR STATE OF WISCONSIN



<https://doa.wi.gov>



FOR STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

- Projects

- <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>

- Small Business DBE program - woman and minority

- <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>



TO REVIEW... THE BASICS

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

LAST WORDS OF ADVICE

- Do Your Homework – Understand your Customer and their needs.
- YOU NEED TO GET OUT THERE and **SHMOOZE**
- LEARN – as much as you can to compete and succeed
- PATIENCE
- TENACITY
- BE WILLING TO SHARE
- BE WILLING TO PARTNER
- ASK WPI if you NEED HELP



Contact information

Mark Dennis

Government Contract Specialist

Wisconsin Procurement Institute

122 Main Street, Camp Douglas, WI 54618

Phone: 608-427-2086

Email: markd@wispro.org

Website: www.wispro.org

A Procurement Technical Assistance Center (PTAC)