



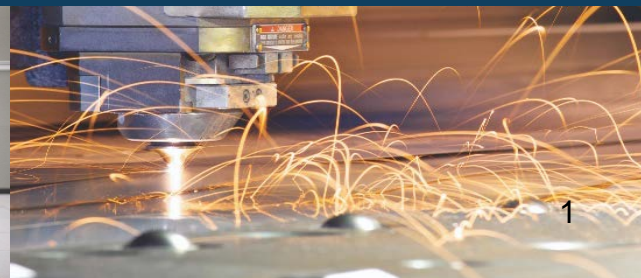
Wisconsin
Procurement
Institute

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 fence. The sky is a deep blue.

SMALL BUSINESS SEMINAR HOSTED BY SENATOR TAMMY BALDWIN

Milwaukee, WI – October 10 2019





Assist businesses in creating, developing 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

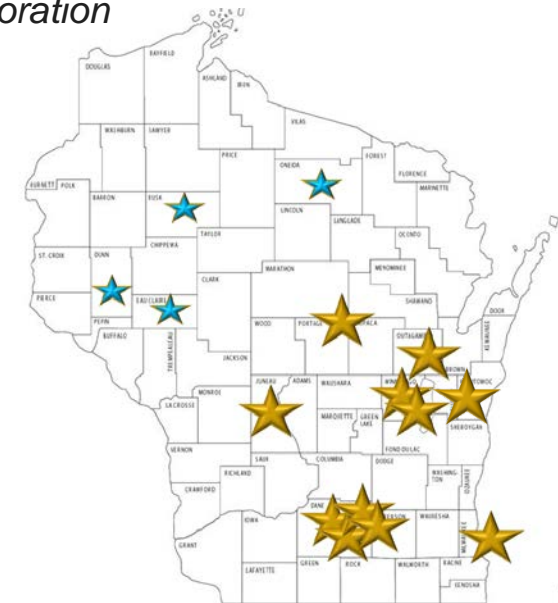
- *Indianhead Community Action Agency*

▪ 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

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](#)

SO.... WHAT DOES WPI REALLY DO

Provides technical assistance to CURRENT and POTENTIAL 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, provided service to over 1,200 companies

IN FY2018

The Federal government purchased

- **\$562 billion in good and services**
- **\$4.40 billion from Wisconsin businesses**
- **\$850 million from Wisconsin Small Businesses – 1,309 contractors**
 - \$23 million from Woman Owned Businesses – 127 contractors
 - \$223 million from Small Disadvantaged Businesses – 287 contractors
 - \$44 million from HUBZone Certified Businesses – 19 contractors
 - \$120 million from Service Disabled Veteran Owned Businesses – 48 contractors

SO FAR IN FY2019 – FIRST 9 MONTHS

- The Federal government purchased in the first 9 months
- **\$481 billion in good and services**
- **\$5.12 billion from Wisconsin businesses** 
- **\$623 million from Wisconsin Small Businesses**
 - \$45 million from Woman Owned Businesses 
 - \$205 million from Small Disadvantaged Businesses
 - \$16 million from HUBZone Certified Businesses
 - \$92 million from Service Disabled Veteran Owned Businesses

WHAT THE GOVERNMENT AND PRIME CONTRACTORS ARE LOOK FOR

WHAT THE GOVERNMENT AND PRIME CONTRACTORS LOOK FOR

- Established business
- Good past performance and relevant past experience
- Knows that they CANNOT DO EVERYTHING – understands their capabilities/limitations
- Adequate resources – Financial – Facilities – Equipment - Capacity

WHAT THE GOVERNMENT AND PRIME CONTRACTORS LOOK FOR

- Record of personal and business integrity and ethics
- Possesses needed technical credentials
- Small business certifications (if appropriate)
- Internet capable and comfortable
- Researchable - verifiable

FEDERAL SMALL BUSINESS PROGRAMS

Federal Goals [applied to Federal agencies and their large prime contractors]:

- 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].

WHAT MATERIALS DO YOU NEED WHEN MARKETING TO THE GOVERNMENT

WHAT PREPARED MARKETING MATERIALS DO YOU NEED

- Business card
- **Capabilities Statement**
- Website
- Prepared verbal introduction of your business
- Prepared verbal “about your business”
- And if Federal Government or Federal Prime Contractor are your target – register in www.SAM.gov and Dynamic Small Business Search <http://dsbs.sba.gov>

CONSIDER MULTIPLE IDENTITIES

One for government and one for commercial sales - different customer – different marketing criteria and focus



**COMMERCIAL
CUSTOMERS**



YOUR BUSINESS CARD

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



LOGO

Business Name
Tagline/Clear statement of what business does
First and last name, Job title

Complete Contact Information
Street Address
Telephone
Email
Website

Quality level, ITAR, other professional/technical certifications
All Small Business Designations (Small, HUBZone, SDVOSB, MBE...)

FRONT



LOGO

DUNS Number CAGE Code
Experience you have supplying to government agencies
NAICS codes, NIPG codes

Memberships, Recognition, Awards

BACK

BUSINESS CARDS



Sunrise Marketing Corp.
Brand Marketing & Consulting Services
Maria Smith, CEO

15 West Horizon Blvd
Suite 100
East Brighton, WI 53000
414-598-5555
maria@sunrisemarketing.com
www.sunrisemarketing.com

GSA Schedule Contract Holder

Woman Owned
DBE Certified
Small Business




Green Ideas Landscaping, Inc.
Environmentally sustainable lawn care services
Bob Green, Manager

62 Leaf Street Ste 120
Woodsdale, WI 50000





Office: 262-233-5555
bgreen@greenideas.com
www.greenideas.com


LEED **VOSB**
Small Business



DUNS- 1234567890 **CAGE Code – 2F6A7**
NAICS codes – 541613, 541613, 541870, 541910
NIGP codes – 91500, 91800

Recognition: 2016 In Business Small Business Awards –
Woman Small Business Award Winner





 
 



DUNS – 0987654321
CAGE Code – 2F6A7
NAICS – 561730

Member: Society of American Military Engineers (SAME)

Recognition: 2018 Winner of Sustainable Business Awards

CRAFTING A STRONG CAPABILITIES STATEMENT

CAPABILITIES STATEMENT

A concise one page document that clearly and effectively communicates your capabilities to potential government customers.

A GOOD (GREAT) CAPABILITIES STATEMENT IS CRITICAL

- Provides a concise summary for review and initial decision
- Identifies key points of interest and focus – example past experience, certifications
- Highlights your strengths and successes
- Reflects your “preparedness” and business maturity
- Provides an outline for you during initial discussions

A BAD CAPABILITIES STATEMENT – CAN QUICKLY CLOSE DOORS

CAPABILITIES STATEMENT


It should include:

1. Company Data
2. Core Competencies
3. Contact Information
4. Differentiators
5. Past Performance

CAPABILITIES STATEMENT

1. COMPANY DATA

- Small business program designations – Federal, State, Local and Corporate
- NAICS, NIGP, PSC-FSC codes – limit to no more than 12 AND do not include descriptions if space is limited
- DUNS and CAGE code numbers
- Accept credit cards?
- Long term government agreements – such as GSA (include numbers)

| 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. |

CAPABILITIES STATEMENT

2. CORE COMPETENCIES

- Start with a short introductory statement
- Use bullet points to highlight the **CORE COMPETENCIES** that fit the **CUSTOMER**

Example:

Since 1962, the Really Great Construction Company has been a national leader in providing renovations that maximize energy savings and space utilization. RGCC prides itself on having a highly skilled and experienced staff, excellent safety record and has the reputation of completing projects on time and on budget. RGCC is a small business with experience in teaming on Federal and State projects. RGCC has unique capabilities in:

- Solar panel installation
- Boilers and sheet metal upgrades
- Energy Analysis

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

The graphic includes images of various parts such as caps, plugs, tapes, hooks, seals, gaskets, spacers, shielding, masking, insulators, bumpers, grommets, and O-rings.

CAPABILITIES STATEMENT

3. CONTACT INFORMATION

- Direct contact information – name of individual and title
- Email address – on the individual – NOT .gmail or .yahoo – get a business email
- Address – street address – NOT PO BOX
- Telephone – office AND cell
- Website and social media links

Government Business POC: Henry Asik

 E-Mail: henry@customfabricate.com

 Phone: 414-421-2600

www.customfabricate.com

Custom Fabricating & Supplies

5500 West Oakwood Park Drive

Franklin, WI 53132

(P) 414-421-2600 (F) 414-421-2700

CAPABILITIES STATEMENT

4. DIFFERENTIATORS

- WHY SHOULD THEY PICK YOU!
- AND IT IS NOT because of your certifications
- What sets you apart from your competitors [this is where the “homework” comes in]



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.

- Expertise and experience of your staff
- Past performance
- Technology – process that provides cost savings
- You have contacts and relationships that support your success in bringing partners and team members to projects
- Your product is the BEST because.....
- You are able, and have the reputation, to work with the customer to solve problems [not create them]

CAPABILITIES STATEMENT

5. PAST PERFORMANCE

- Target your past performance to the customer
- Include the most current work with the government
- If you have not had work with the government – focus on work you have done with prime contractors
- If you are **new** to the market – include work that is most similar to what the government is buying [this is where your “homework comes in”]
- DO NOT include any contact detail – you can provide that later if requested
- Do not mention any customers by name without their permission
- Include recognition for recent, related past work

CORPORATE EXPERTISE

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

PROJECTS

FEDERAL CLIENTS

- Walter Reed Medical Center
- VA Healthcare, VA Cemetery
- DHS, St. Elizabeth's
- ICC-B
- Ft. Belvoir Community Hospital
- Pax River

- VA Audie Murphy
- POF Federal Building
- Canon House Office Building
- Camp Pendleton Naval Hospital
- WWII Memorial
- National Museum of the Marine Corps

PRIVATE CLIENTS

- Baker Daniels
- Blank Rome LLP
- Epstein Becker Green
- Frederick Community College
- George Mason University
- Raytheon

CAPABILITIES STATEMENT

- Every capabilities statement will be unique in appearance and content – it should reflect your company and your work
- It is important though to include all the elements we discussed
- It should reflect your company’s identity and brand
- It can be simple – must be informative
- And should look good



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



Certified
SBA WOSB
Women Owned Small Business



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!



Company Snapshot

Industries Served

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



CAGE Code: 4L1K1
DUNS Number: 058065520



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

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



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



WPI Wisconsin Procurement Institute
A Procurement Technical Assistance Center (PTAC)

10/17/201 Page 26
9

A FEW MORE THINGS

- **HAVE SOMEONE REVIEW BEFORE USING** – check for spelling, grammar, general appearance and overall accuracy
- Include your logo – really need one
- Include some select graphics of product or past work that supports your message
- Keep it business
- **DO NOT INCLUDE ANY** competitive information
- Prepare in WORD or other program that will allow you to easily modify and update – **THIS SHOULD BE A LIVING DOCUMENT**



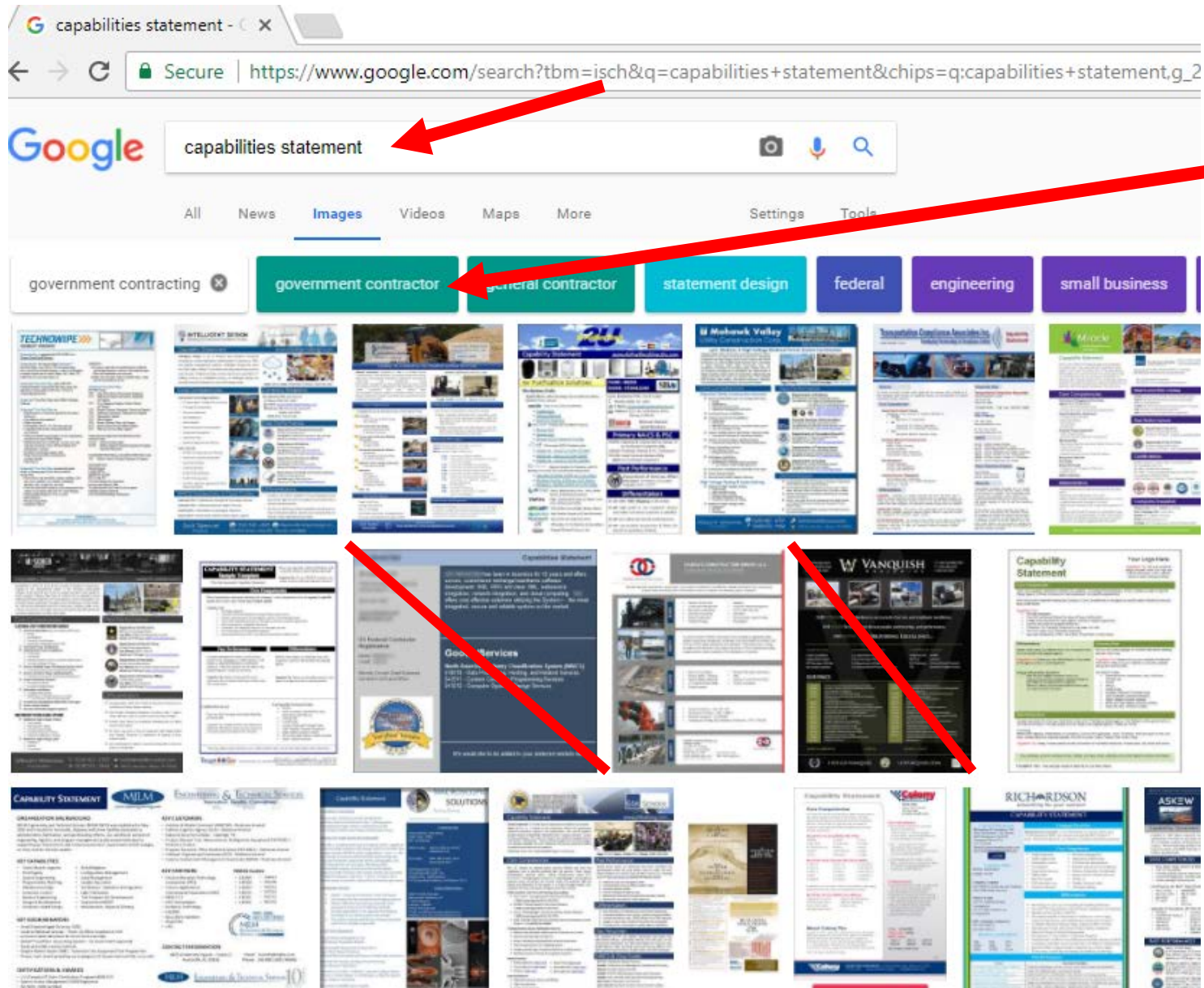
CLARITY – MESSAGE – APPEARANCE – FOCUS

and is consistent with your website, business card and verbal message

CAPABILITIES STATEMENT RUBRIC

| Content | Standard Statement | IT Statement | Manufacturing | Construction |
|--|--------------------|--|--|--|
| Logo | X | X | X | X |
| Company Name | X | X | X | X |
| Company Tagline | X | X | X | X |
| Contact Info- name and title | X | X | X | X |
| Email address – with business email | X | X | X | X |
| Street Address – Not PO Box <ul style="list-style-type: none"> Other facilities? | X | X | X | X |
| Website and social media | X | X | X | x |
| Company Data <ul style="list-style-type: none"> Size of firm, Revenue Available Resources Insurance and Bonding | X | <ul style="list-style-type: none"> Cyber security insurance NIST | X | <ul style="list-style-type: none"> Insurance Bonding |
| Certifications <ul style="list-style-type: none"> Small business program designations (fed, state, local, corporate) Security Clearances | X | X | <ul style="list-style-type: none"> ISO Welding AS9100 | x |

| Content | Standard Statement | IT Statement | Manufacturing | Construction |
|--|--------------------|--------------|---------------|--------------|
| Relevant codes - NAICS, NIGP, PSC-FSC, DUNS, CAGE | X | X | X | X |
| Systems used to run business <ul style="list-style-type: none"> ERP MRP | X | X | X | X |
| Past Performance <ul style="list-style-type: none"> Target to customer Most current govt. work Or primes if no prior govt. work | X | X | X | X |
| Memberships in professional organizations | X | X | X | X |



Recommend light color background – allows for note taking and comments

YOUR WEBSITE

WEBSITE

- **YOU MUST HAVE ONE - WHY??** – you need to be found and found out about – there are some “free” starter options
- Your website should highlight what a potential customer would want to know about you – remember when we started this session we discussed what a buyer looks for
- Consider separating the GOVERNMENT piece in a separate tab or section
- It can be simple and easy
- CAUTION – you may be doing work that is sensitive to an agency or prime – careful about bragging on your website. Consider using descriptive words such as “defense contractor” or “worked on the I-94 project”

CAPABILITIES STATEMENT

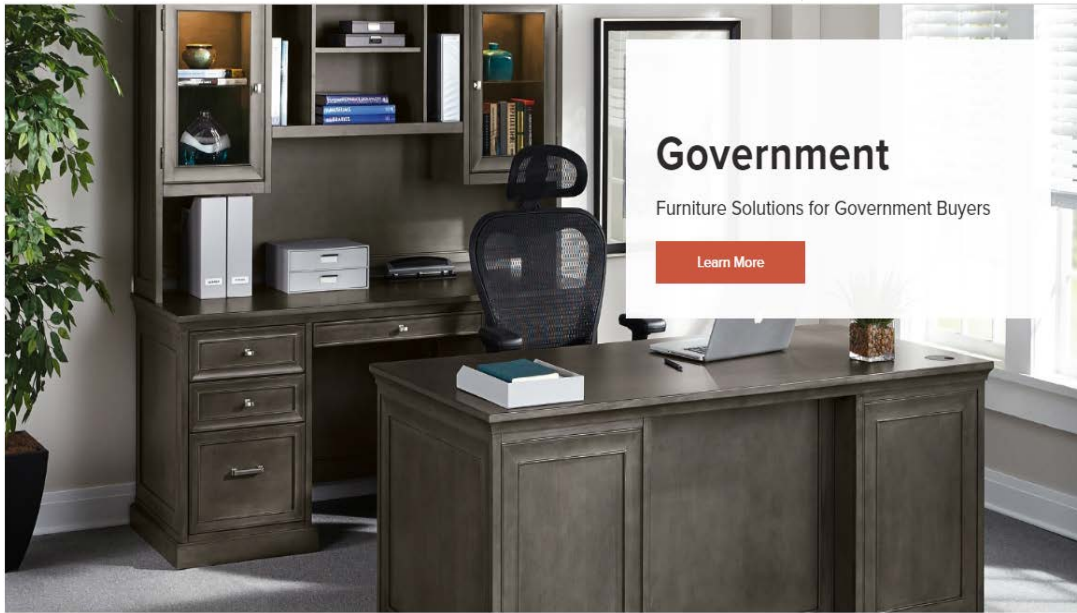
- Include information on your certifications
- Include information on any long term contracting vehicles that you may have – example GSA
- Graphics showing product or service
- KEEP CURRENT
- If appropriate include recognitions, press releases / news stories, current community work (support), positive leadership activity (ex. welcoming new VP)
- ALL TIES BACK TO what information would be of value to someone looking at your website



Search By Product Name, Item Number, Etc.

Web Code: **CGC944-11717**
877-412-9871

LIFETIME GUARANTEE



Government
Furniture Solutions for Government Buyers
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TAPCO Federal

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

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

Federal Contracts

We have a variety of contract agreements available to the

Military Signs

TAPCO is amongst the nation's largest sign manufacturers and we specialize in customized military signing. All signs are TAPCO Made® in Milwaukee, WI according to Federal Specifications.

[Learn More](#)

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. We offer the most comprehensive selection of approved products and services from GSA AIA Schedule as well as all other

What's New



LDF Construction Achieves State of Wisconsin Minority Business Enterprise Certification

April 11, 2019

LDF Construction recently received Minority Business Enterprise (MBE) status for the State of Wisconsin. MBE status allows us to bid...

[Read More](#)

LDF Construction Receives HUBZone Certification

March 18, 2019

LDF Construction has recently received its HUBZone Certification. What is HUBZone you ask? It is a United States Small Business...

[Read More](#)



LDF Construction Certified 8(a) Contractor by US Small Business Association

February 13, 2019

LDF Construction was recently named as an SBA 8(a) Business Development Program certified contractor. What is 8(a) you ask? The...

[Read More](#)

VERBAL INTRODUCTION

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.

PREPARED VERBAL “ABOUT 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**.*

PREPARED VERBAL “ABOUT YOUR BUSINESS”

- You should **NOT** add “negative” qualifiers at this point such as
 - This is your first government work – talk about your commercial success
 - You have issues of any kind – will want to disclose that information, but not in the initial conversation

What not to do

My name is Jack Smith, President of the Smith Manufacturing Corp. We are based in Milwaukee, WI. We have a floor full of equipment that can be used to fabricate parts up that are up to 3 feet long. We are not ISO but we do check every part. We tried government work a few years ago, but it did not get us any work. So I am looking for some long term contracts.

MORE ABOUT THE VERBAL PART

- DO YOUR HOMEWORK - it impresses AND is at some level expected
- Remember that when you are speaking to a buyer of government / prime representative – they talk to MANY companies. Respect their time and understand they may not remember you the first couple of times.
RELATIONSHIP BUILDING TAKES TIME.
- Don't have a CHIP on your shoulder – it shows quickly
- Don't look like you just got out of bed
- Be confident not arrogant
- This is BUSINESS

NETWORK – NETWORK – NETWORK



A FEW COMMENTS ON FIRST STEPS

If you want to work with the Federal Government you must register at SAM.GOV..... AND you should submit your small business profile through SAM.GOV

NOTE: There will be a change – migration to beta.SAM.gov

The screenshot shows the SAM website homepage. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". To the right are input fields for "Username" and "Password", a "Log In" button, and links for "Forgot Username?", "Forgot Password?", and "Create an Account". Below this is a dark blue navigation bar with links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "CHECK STATUS", "ABOUT", and "HELP". A red alert banner states: "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 coming in June." Below the alert, a paragraph explains that SAM is an official U.S. government website with no cost to use. A bulleted list includes: Register to do business with the U.S. government, Update or renew your entity registration, Check status of an entity registration, and Search for entity registration and exclusion records. The "Getting Started" section features three main actions: "Create A User Account" (with a person icon), "Register Entity" (with a folder icon), and "Search Records" (with a magnifying glass icon). Each action has a brief description. At the bottom left is the GSA logo and the text "IBM v1.P.13.20180427-1347 WWW2". At the bottom right is a list of links: Search Records, Data Access, Check Status, About, Help, Disclaimers, Accessibility, Privacy Policy, FAPIIS.gov, GSA.gov/IAE, GSA.gov, and USA.gov.

DYNAMIC SMALL BUSINESS SEARCH

Federal agencies and Federal primes will search SAM.GOV and DSBS for potential suppliers.

KEEP YOUR PROFILES CURRENT.

Table Listing, wh
 the profile address is in MILWAUKEE (i
 the profile location is in: Wisco
 the profile's status is Activ
 and randomized by original start time of search: :

Data validation took 0.02 seconds. The count and search queries took 2.24 seconds and 2.74 seconds, respectively.

Displaying profiles 1 - 25 (of 633 profiles matching criteria):

| View | Name and Trade Name of Firm | Contact | Address and City, State Zip | |
|------|---|--------------------|---|---|
| 1 | Fliteway Technologies, Inc. | Nancy M Diehl | 2129 E Birchwood Ave Cudahy, WI 53110-2462 | Manufacture Integrated Soil and Groundwater Remediation systems. We also are a steel and stainless steel fabricator. |
| 2 | AirportGrinding L.L.C. | Jeff Klimaszewski | 260 E Oak St Oak Creek, WI 53154-1117 | Machine shop providing precision grinding services. |
| 3 | R & B WAGNER, INC. | David Kraninger | 10600 W BROWN DEER RD MILWAUKEE, WI 53224-1519 | |
| 4 | ACTIVE FOAM PRODUCTS, INC. | SCOTT D MEYER | 6210 W DOUGLAS AVE MILWAUKEE, WI 53218-1549 | Fabricators of foam for upholstered furniture and general cushioning need: marine, automotive & aircraft. |
| 5 | Whesco Group, Inc. | MARK PARISH | 9046 N 51st St Milwaukee, WI 53223-2443 | We develop custom control packages including heat recovery, custom air f vapors, particulate and material handling. All design applications are made also provide start-up, training and service on all of the equipment and sys UL Listed panel shop and our services include qualified burner start-up tec insurance safety tune-ups and both direct and indirect-fired HVAC equipm |
| 6 | Clear and Fresh Water Inc. | Jacqueline King | 4335 N 19th Pl Milwaukee, WI 53209-6835 | We provide bottled water and water related products such as:Dispensers a |
| 7 | Tosa Trio Llc SDVOSB Medical | Spencer A Hoyt | 6001 W Center St Ste 203 Milwaukee, WI 53210-2154 | SDVOSB Medical, A Tosa Trio LLC, is a VA CVE Verified Service Disabled Ve research, RFP's & RFQ's with all offers being made at a fair and reasonable SDVOSB Medical carries over 3 million medical, laboratory, dental and indi to the following NAICS Codes: 334510 334517 339112 339113 339950 42 contracting officers can expect SDVOSB Medical will provide a functionally |
| 8 | AMBASSADOR HOTEL, INC EXCUTIVE INN | Noreen M Minessale | 2308 W WISCONSIN AVE MILWAUKEE, WI 53233-1826 | |
| 9 | LAKEVIEW PRINTING ECOLOGICAL | JEFF Miech | 1800 N 4TH ST MILWAUKEE, WI 53212-3610 | |

LOCATING OPPORTUNITIES

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

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

Opportunities

[RETURN TO HOME](#)

Opportunities List Advanced Search Archives

Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A search can be conducted using the fields below.

Keyword / Solicitation #: [TIPS](#) Posted Date:

[Search by Agency, Set-aside, State, and Type](#) [Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 89 Sort By Showing per page [1](#) [2](#) [3](#) [4](#)

www.fbo.gov

**BID MATCHING FROM WPI –
CALL OUR OFFICES TO
DISCUSS**

| Opportunity | Agency/Office/Location | Type / Set-aside |
|---|---|-----------------------------------|
| Historic Office Renovation 47PF0018R0023 Z -- Maintenance, repair, and alteration of real property | General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00) | Award |
| CN - MED 2B MPF - Common Stand Exams 12506R18Q0022 F -- Natural resources & conservation services | Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT) | Combined Sync Small Business |
| J--ROOFTOP GUARDRAIL REPAIRS 36C25218Q0023 J -- Maintenance, repair & rebuilding of equipment | Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System | Solicitation (Mo Business) |
| Pavement Preservation - Bayfield, Sawyer, Ashland, Price, Florence and Forest Counties, Wisconsin 12506R18Q0024 Z -- Maintenance, repair, and alteration of real property | Department of Agriculture Forest Service R-9 Lake States Acquisition Team (LSAT) | Combined Sync (Modified) / Tot |
| SSA CDI Milwaukee SSA_CDI_Milwaukee Z -- Maintenance, repair, and alteration of real property | General Services Administration Public Buildings Service (PBS) R5 Acquisition Management Division (47PF00) | Solicitation (Mo Business) |



Center Gateway
an extension of www.wispro.gov

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 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 |
|------------|-----|-----|-----------|-----|------|-------|--------|--------|-------|
| 2018-06-13 | 14 | 1 | 0 | 0 | 11 | 0 | 41 | 0 | 67 |
| 2018-06-12 | 10 | 0 | 0 | 0 | 16 | 0 | 32 | 0 | 58 |
| 2018-06-11 | 14 | 0 | 1 | 0 | 23 | 0 | 64 | 0 | 102 |
| 2018-06-08 | 18 | 0 | 0 | 1 | 57 | 0 | 44 | 0 | 120 |



LOCATING AWARD HISTORY

Advanced Search

Filters

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

Submit Search
Reset search

Keyword

Time Period

Fiscal Year Date Range

- All Fiscal Years
- FY 2018
- FY 2017
- FY 2016
- FY 2015
- FY 2014
- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009
- FY 2008

Award Type

Agency

TABLE TIME MAP

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.



<https://www.fpds.gov>

Federal Procurement Data System - Next Generation

Home Newsroom Reports Status Worksite Archives Training Help

Login

Log-In:

Password:

Log In

- Forgot Your Password?
- Security and Privacy
- Contact Help Desk
- You must click here for very Important D&B Information

Registration

- Register
- Who Should Register?

FAQs

ezSearch

Google-like search to help you find federal contracts...
ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

NOTICE: FPDS Downtime Notification

The FPDS production application (<https://www.fpds.gov>) will be down for deployment activities from 6:00 PM (EDT) on Friday, June 15, 2018 until 6:00 AM (EDT) on Monday, June 18, 2018.

During the downtime the FPDS web portal, web services, ezSearch tool, search capabilities, and reports will be unavailable for regular use.

We apologize for any inconvenience this may cause.

FY 2017 Small Business Goaling Report

NIA Code - Hurricane Irma (H17I)

A new National Interest Action value 'Hurricane Irma 2017' has been added to track the relief contracts. For Web Portal users the value 'Hurricane Irma 2017' is available for selection in the National Interest Action field drop-down. The Contract Writing systems shall use the code 'H17I' when creating/updating documents through Business Services.

National Interest Action value 'Hurricane Irma 2017' is valid from 09/06/2017 to 06/30/2018.

Contracts reported against 'Hurricane Irma 2017' are available in the National Interest Action report starting Thursday, 09/07/2017.

NIA Code - Hurricane Harvey (H17H)

Top Reque

- Recovery Report
- Recovery Data (F Reported, Cumul. Summary)
- Recovery Data (F Reported, FY201
- Hurricane Sandy
- Hurricane Harvey
- Hurricane Maria F
- Hurricane Irma R
- Other Hurricane/I

Latest N

- FY 2017 Small B
- Goaling Report
- Downtime Notific
- Deployment of Ve
- NIA/Other Static I
- NIA Code - Hurric

SOME UPCOMING EVENTS AND TRAININGS

MORNING • WEDNESDAY, OCT. 23



The Contracting Academy

Developing and Growing Government Contractors

8:00 a.m. – 12:00 p.m.

The Contracting Academy is a learning opportunity for businesses to grow their technical knowledge of contracting with the State of Wisconsin, federal government and government prime contracts. This series of workshops will benefit established businesses looking to grow and development their government sales and focus on three areas:

- Government construction contracting
- Selling goods and services to the government
- Federal manufacturing and technology

FIND THE TCA AGENDA & REGISTER HERE

The Contracting Academy will be held at Potawatomi Hotel & Convention Center.

This event is co-hosted by Wisconsin Economic Development Corporation and Wisconsin Procurement Institute.

Separate registration is required.

<http://wicontractingacademy.org>



<https://www.marketplacewisconsin.com>

Each year, the MARKETPLACE conference helps Wisconsin business owners learn about doing business with state, federal and local agencies as well as corporations, which represent billions of dollars of annual purchasing power. During this two-day event, businesses can meet with government and corporate buyers and connect with other small businesses and service providers from across the state.

While the conference is open to all Wisconsin business owners and aspiring entrepreneurs, conference content is specifically crafted for minority-owned, woman-owned, veteran-owned and LGBTQ-owned business enterprises and HUBZone businesses. These companies can connect with resources and potentially make a deal or lay the framework for a future contract.

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

October 15, 2019 – Export Controls – ITAR and Associated Requirements – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

October 16, 2019 – Integrating DFARS Requirements Into Your Day-to-Day Cyber Practices (Cyber Security Series Part 2 of 5) – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

October 29, 2019 – Changes, Delays and Disputes in Federal Construction Contracts – [CLICK HERE](#) for additional information – presented by Helen Henningsen, Wisconsin Procurement Institute (WPI)

October 30, 2019 – Cyber Security for Current and Prospective DOD Contractors and Subcontractors (Cyber Security series Part 3 of 5) – [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 6, 2019 – Key Ideas Associated with CUI Requirements and DFARS 232.204-7012 (Cyber Security Series Part 4 of 5) – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

November 12, 2019 – Procurement Methods – [CLICK HERE](#) for additional information – presented by Helen Henningsen, 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)

December 3, 2019 – Types of Federal Contracts – [CLICK HERE](#) for additional information – presented by Helen Henningsen, Wisconsin Procurement Institute (WPI)

December 10, 2019 – Cyber Trends, Threats and the Evolving Hacker's Marketplace (Cyber Security Series Part 5 of 5) – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

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