

AGENDA

- FEDERAL GOVERNMENT

- SDVOSB SELF REPRESENTATION
- THE DEPARTMENT OF VETERANS AFFAIRS (VA'S) VETERAN'S FIRST CONTRACTING PROGRAM & THE CENTER FOR VERIFICATION AND EVALUATION'S (CVE'S) VOSB & SDVOSB VERIFICATION PROGRAM

- STATE GOVERNMENT

- DISABLED VETERAN BUSINESS ENTERPRISE (DVB) PROGRAM

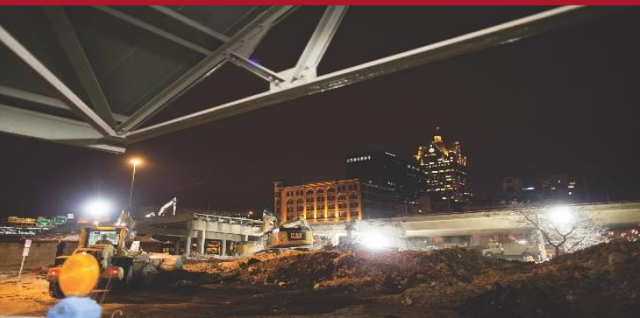
- LOCAL GOVERNMENTS

- MILWAUKEE METROPOLITAN SEWERAGE DISTRICT (MMSD) – SMALL, WOMAN AND DISADVANTAGED BUSINESS ENTERPRISES (SWMBE)
- MILWAUKEE PUBLIC SCHOOLS (MPS) HISTORICALLY UNDERUTILIZED BUSINESSES (HUB)



**STATE AND FEDERAL CERTIFICATIONS FOR VETERAN AND
SERVICE DISABLED VETERAN OWNED BUSINESSES
ACQUISITION HOUR WEBINAR**

February 25, 2020



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 32 Years of
serving Wisconsin Business!**



Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, state and local government contracts.

- **INDIVIDUAL CONSELING** – At our offices, at clients facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies

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

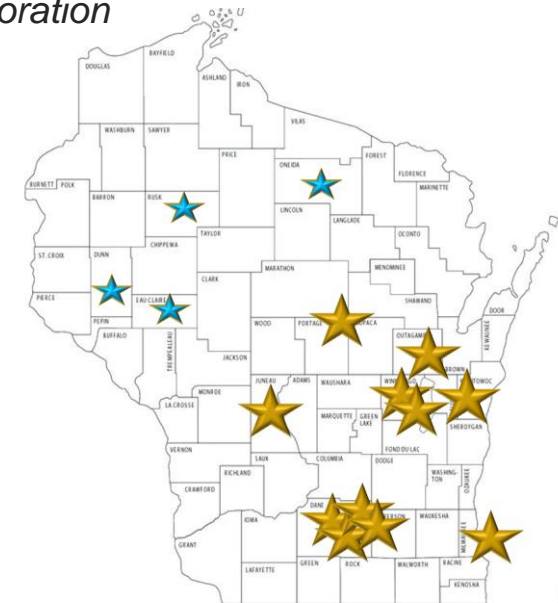
- *Indianhead Community Action Agency*

▪ RHINELANDER

- *Nicolet Area Technical College*

▪ GREEN BAY

- *Advance Business & Manufacturing Center*





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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

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](#)



U.S. Small Business
Administration

**SERVICE DISABLED
VETERAN OWNED SMALL
BUSINESS**

***SHANE MAHAFFY
LEAD BUSINESS OPPORTUNITY
SPECIALIST***

PROGRAMS AND SOCIO-ECONOMIC CATEGORIES

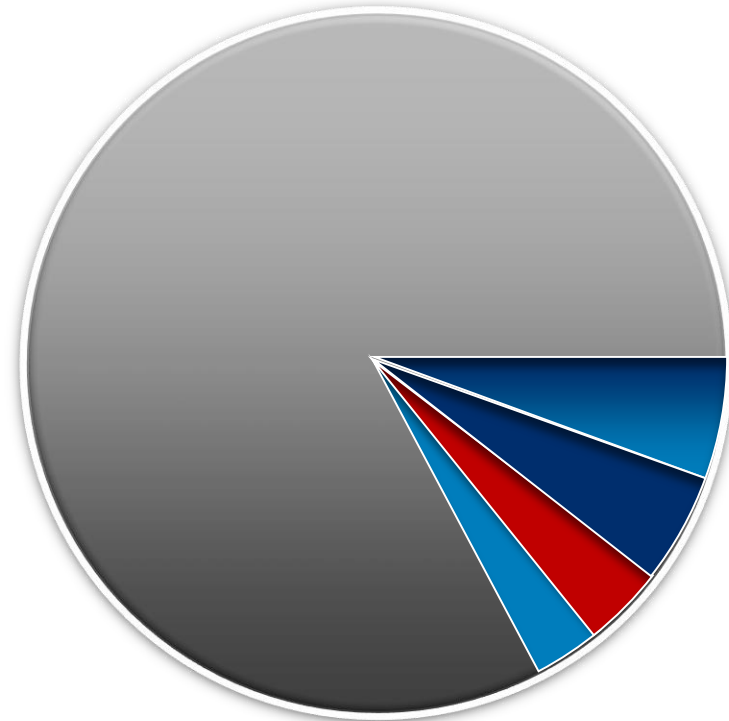
Targeted set-asides and acquisition goals:

Women-Owned Small Businesses
(5%)

Small Disadvantaged Businesses
(including 8(a) certified) (5%)

HUBZone Businesses (3%)

Service-Disabled Veteran-Owned
Small Businesses (3%)



Set-asides are reserved for small business between \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

WISCONSIN FY18 SMALL BUSINESS CONTRACT NUMBERS



WI small businesses received approximately \$848.74 million with the U.S. Government



48 SDVOSB's received contract actions



There were 3,422 contract actions totaling \$120.27 Million

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS PROGRAM (SDVOSB)

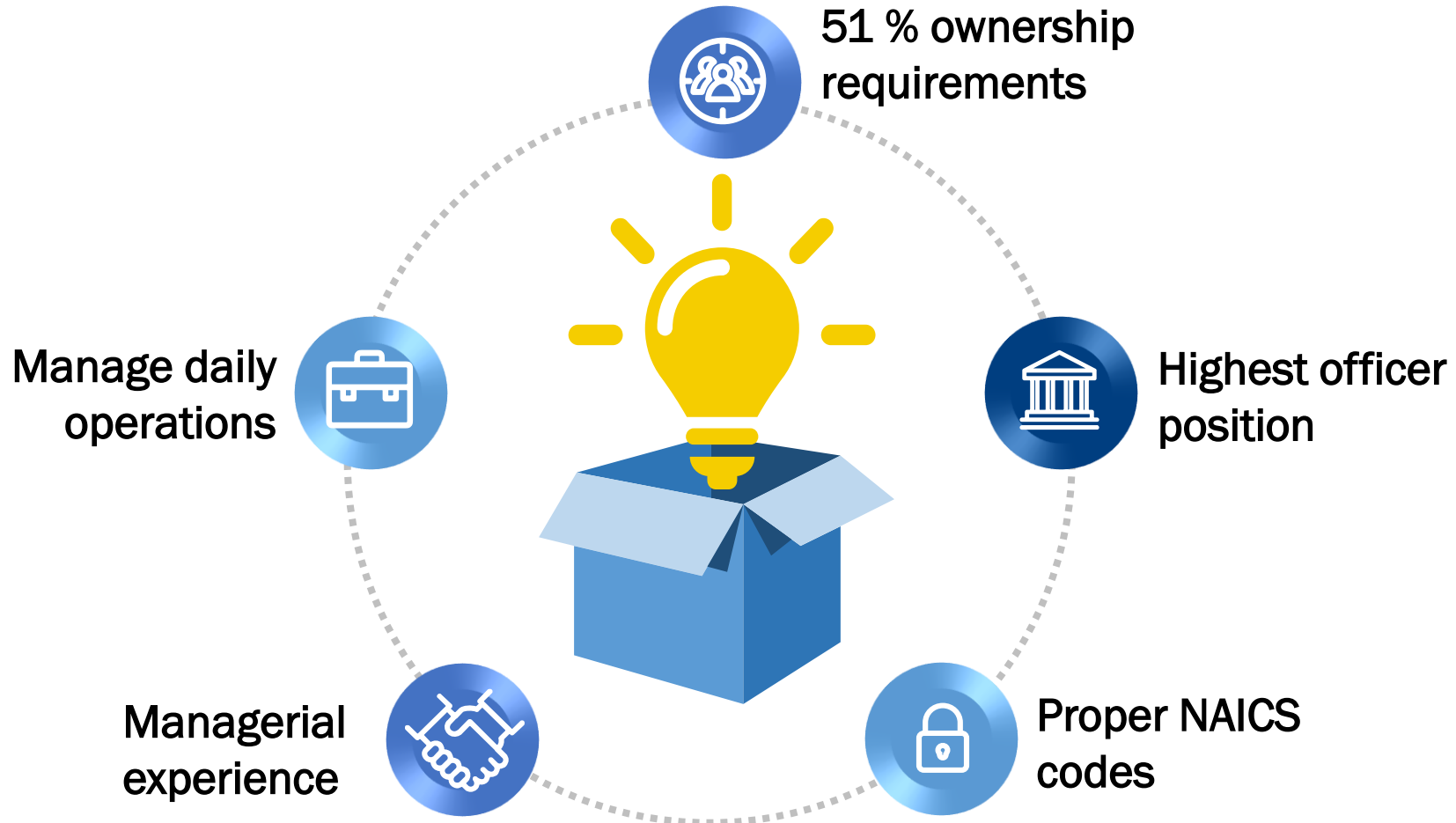


Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

IS THE SDVOSB CERTIFICATION APPROPRIATE FOR YOU?



GETTING THE MOST OUT OF THE SDVOSB PROGRAM



Enables firms to qualify for set-aside or sole source contract awards – helping agencies to meet their SDVOSB goals



Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



More prime and subcontracting opportunities through registration at Vetbiz.gov

ALL SMALL MENTOR-PROTÉGÉ PROGRAM (ASMPP)

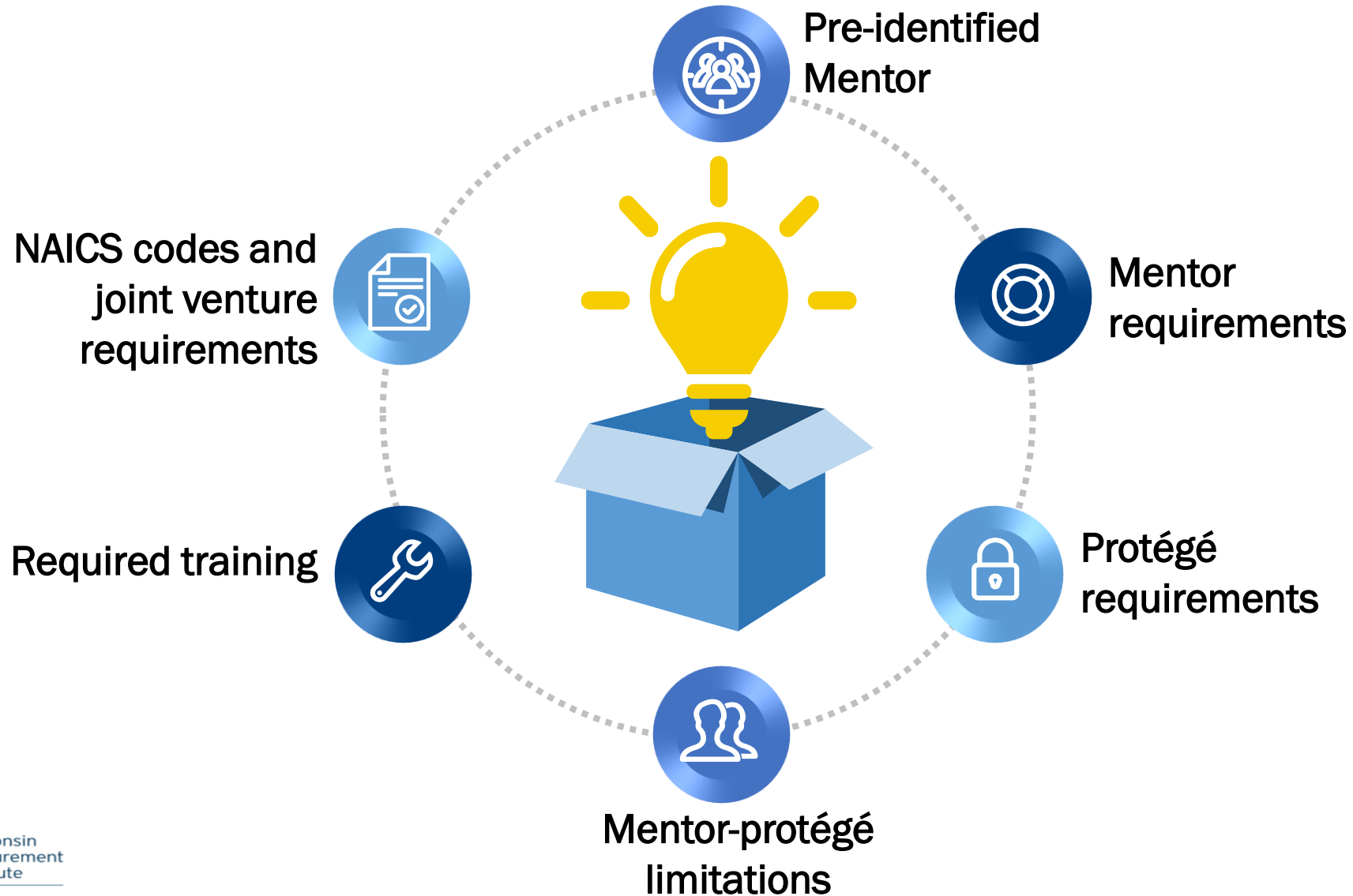


Access business development assistance

Build capacity and grow

Establish joint ventures

IS THE ALL SMALL MENTOR-PROTÉGÉ PROGRAM APPROPRIATE FOR YOU?



SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

www.sba.gov/wi

@SBA_Wisconsin

FEDERAL GOVERNMENTS

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense (*no minimum disability requirement*)
- The SDVOSB must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- The SDV must unconditionally own 51% of the SDVOSB
- The SDVO must control the management and daily operations of the SDVOSB
- The SDV must hold the highest officer position in the SDVOSB

- **Where and how do I get Certified?**

- There is no formal certification by the SBA. Rather, businesses must meet the eligibility requirements and self represent their status in SAM (www.sam.gov)

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**

- The Service Disabled Veteran (SDV) must have a service-connected disability as determined by the VA or Department of Defense (DoD) (no minimum disability requirement)
- The SDVOSB must be “Small” under the North American Industry Classification System (NAICS) code assigned to the procurement
- One or more Service Disabled Veterans must unconditionally own 51% of the business, control its management – including long-term decision making – and daily operations, AND hold the highest officer position (or in the case of a veteran with permanent and severe disability, the spouse or permanent caregiver of such veteran).
- There is a rebuttable presumption that a service-disabled veteran does not control the firm if he/she is not able to work for the firm during the normal working hours and live within a reasonable commute to the firm’s headquarters and/or job-site locations.
- Ownership by one or more service disabled veterans must be direct ownership. A concern owned principally by another business entity that is in turn owned and controlled by one or more service-disabled veterans does not meet this requirement
- More detail on these qualifications is available on downloadable Verification Assistance Briefs: <https://www.va.gov/osdbu/verification/assistance/briefs.asp#fs3>

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**
 - The Owner must meet the Government's definition of a Veteran.
 - A Veteran is a person who served on active duty with the Army, Air Force, Navy, Marine Corps, or Coast Guard for any length of time, and was discharged or released under conditions other than dishonorable.
 - A reservist or member of the National Guard called to federal active duty, or disabled from a disease or injury incurred or aggravated in the line of duty or while in training also qualifies as a Veteran.
 - A Service-Disabled Veteran is a Veteran who possesses either a disability rating letter issued by the Department of Veterans Affairs (VA) establishing a service-connected rating between 0 and 100 percent, or a disability determination from the Department of Defense (DoD).

FEDERAL GOVERNMENT – CVE VERIFICATION

- Veteran owners must have **Direct and Unconditional Ownership of at least 51% of the business**
- **A note on community property:** VOSBs and SDVOSBs that reside in Community Property states (which includes Wisconsin) may have to take special measures in meeting the 51% ownership stipulation. However, it can be an **EASILY CORRECTIBLE ISSUE** that may be resolved before applying for CVE Verification.
- In a Community Property jurisdiction, most property acquired during the marriage (except for gifts or inheritances) – is owned jointly by both spouses and is divided upon divorce, annulment, or death. Joint ownership is automatically presumed by law in the absence of specific evidence that would point to the contrary.
- In the instance of a business located in a Community Property state, unless otherwise indicated, the business would be automatically be **ONLY 50%** owned by the Veteran – **NOT MEETING THE ELIGIBILITY REQUIREMENTS.**

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Where and how do I get Certified?**
 - Veterans must register on the Vendor Information Pages (VIP) at <https://www.vip.vetbiz.va.gov/>
 - There is a new sign-on system in place: DS Login and ID Me:
 - <https://www.va.gov/OSDBU/docs/new-vip-vetbiz-cms-system.pdf>
 - Start the verification process (several options: if you are certifying or re-certifying, new or current account users)
 - Follow the process and upload the documents required, it is advised to **meet with a VA Verified Counselor prior to collecting & submitting documentation!**
 - **Once submitted, you are assigned a VA Case Analyst that will review and process your application.**

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Certification Length**

- Verification has recently been increased from 2 to 3 years.

- **Certification Cost**

- No Cost, other than your time for verification

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides.

- During Verification, the Center for Verification and Evaluation (CVE) verifies SDVOSBs/VOSBs according to the tenets found in Title 38 Code of Federal Regulations (CFR) Part 74 and 13 CFR Part 125 that address Veteran eligibility, ownership, and control.
- In order to qualify for participation in the Veterans First Contracting Program, eligible SDVOSBs/VOSBs must first be verified.

As part of the Verification Process, applicants move through four stages: Intake, Assessment, Federal Review, and Decision.

FEDERAL GOVERNMENT – CVE VERIFICATION

Certification Benefits

- VOSB and SDVOSB firms wishing to take part in the Veterans First Contracting Program must be verified by CVE
 - The FY19 Veterans First Contracting Program requires the VA to seek out SDVOSBs and VOSBs prior to other types of small businesses
 - 17% VOSBs
 - 15% SDVOSBs
 - Subcontracting Goals – FY19
 - 7% VOSBS
 - 5% SDVOSBs
- Sole Source Authority
 - Under \$5 Million to either VOSB or SDVOSB
 - Fair and reasonable price
 - Responsible source
- Joint Venture & Teaming Opportunities

FEDERAL GOVERNMENT – CVE VERIFICATION

Process

- Obtain DUNS number and register in SAM (both free!) www.SAM.gov
- Create an account in Veterans Information Pages (VIP)
- Meet with a VA verified counselor to discuss the verification process, if verification is right for you, and what documents are required
- Collect required documentation
- Scan your documents and create PDF files for upload.

FEDERAL GOVERNMENT – CVE VERIFICATION

Process

- Review documentation with verified counselor
- Write Detailed Letters of Explanation (DLOEs) for missing documentation
- Log into VIP, and sign VA Form 0877 (must be signed by all owners) and required documentation. Only documentation designated as being required for pre verification is needed at first.
- Respond to any requests for additional information from CVE

FEDERAL GOVERNMENT – CVE VERIFICATION

Pre-Application

- VA Form 0877 is cross-referenced with the applicant's VetBiz VIP profile to ensure all information matches
- The VA Beneficiary Identification and Records Locator Subsystem (BIRLS) database is used to validate the date of birth, Social Security Number, and Veteran status of each Veteran owner
- The Excluded Parties List System (EPLS) is used to verify all owners are in good standing with the federal government
- The Case Analyst ensures only six-digit NAICS Codes are listed on the Veteran's VIP profile

FEDERAL GOVERNMENT – CVE VERIFICATION

Pre-Application

- The firm's "Doing Business As" (DBA) filing is reviewed to ensure that it has been properly registered.
- Pre-Application Review documents are evaluated for accuracy and viability for examination. If any issues are identified, the applicant is provided an opportunity to address the issues.
- If no eligibility issues are identified, CVE requests the remaining required documents.
- Once all required documents are received, the application is ready for full Assessment.

FEDERAL GOVERNMENT – CVE VERIFICATION

- Current processing time is 60 days from the date of when CVE receives the documents.
- If during the process, the veteran realizes one cannot meet the requirements (usually due to a delayed or missing document), the application may be formally “Withdrawn.” This may be the best recommended action, to avoid a later “Denial” and a six-month wait for re-application.

FEDERAL GOVERNMENT – CVE VERIFICATION

Required Documentation

Type	Pre-Application									
Section: General Information				Section: Management Information						
1.1 License	No		2.3 K-1	No	3.1 Management Agreements	No	4.3 Shareholder Agreement	No		
1.2 Resume	Yes		2.5 Payroll	No	3.2 Operating Agreement	Yes	4.4 Formation	Yes		
Section: Financial Information			2.6 Signature cards	No	Section: Legal Structure		4.5 Minutes	No	4.9 Stock	No
2.1 Tax 1040	No				4.1 Voting	No	4.7 Articles of Organization	No	4.10 Franchise Agreement	No
									Section: Other Documents	
									10.1 Joint Venture Agreement	Yes
									10.2 Mentor Protégé Agreement	No
									10.8 Additional Documents	No

FEDERAL GOVERNMENT – CVE VERIFICATION

Statistics

Applications in Inventory: CVE Applications (Currently in process)	
Initial	1,256
Reverifications	426
Change Request	30
Total	1,712

Applications Receiving Verification Fiscal YTD	
Approval	3,773
Denial	54
Removed (All dormant cases over 30 days)	5,921
Applications Completed: Any application that receives an Approval, Denial, or Removal.	9,346

Average Time to Determination	
Approval	19
Denial	0

https://www.va.gov/OSDBU/verification/Verification_Metrics_Update.asp

FEDERAL GOVERNMENT – CVE VERIFICATION

Statistics as of
Jan. 27, 2020

Verified Firms	
SDVOSB	10,677
VOSB	3,223
Total	13,900
[Wisconsin]	[106]

Applications in Inventory:	
Initial	870
Reverifications	214
Change Request	25
Total	1,109

Applications Receiving Verification Fiscal YTD	
Approval	1,804
Denial	8
Removed (All dormant cases over 30 days)	2,529
Applications Completed: Any application that receives an Approval, Denial, or Removal.	4,421

Over 60 application days = 0:
Application days start when the Veteran creates an application, minus any time CVE is waiting for the Veteran to submit the Application or respond to CVE.

Average Time to Determination	Jan/Dec
Approval	14 / 16
Denial	NA / 41

https://www.va.gov/OSDBU/verification/Verification_Metrics_Update.asp

FEDERAL GOVERNMENT – CVE VERIFICATION

Common reasons for delays

- Missing required documentation – **meet with a verified counselor first!**
- Applicant is not prepared
- Discrepancies in ownership information – VIP owner information must match what is on your military discharge Form DD214
- Delays in responding to additional documentation requests. Keep your Case Analyst informed!
- Not updating your contact information

FEDERAL GOVERNMENT – CVE VERIFICATION DENIALS

Denials

Updated 04/28/2017

Rank	Reason	Percentage
1	Undue influence [38 CFR § 74.4(i)(4)]	16.90%
2	Outside employment impact [38 CFR § 74.4(c)(1)]	11.27%
3	Full-time devotion [38 CFR § 74.4(c)(3)]	9.15%
4	Day-to-day management and administration of operations [38 CFR § 74.4(b)]	8.45%
5	51% majority ownership [38 CFR § 74.3]	5.63%
6	Legal organization/licensing [38 CFR § 74.21(c)(9)]	5.63%
7	Control of decision-making and serve as management member (LLC) [38 CFR § 74.4(e)]	4.23%
8	Control of board of directors: quorum (Corporation) [38 CFR § 74.4(f)(2)(i)]	4.23%
9	Control of board of directors: weighted voting (Corporation) [38 CFR § 74.4(f)(2)]	4.23%
10	Profits and distributions [38 CFR § 74.3(d)]	4.23%
11	Highest paid [38 CFR § 74.4(g)(3)]	3.52%
12	Managerial experience/critical license [38 CFR § 74.4(b)]	2.82%
13	Negative shareholders control [38 CFR § 74.1; 74.4(a); 74.4(g)(1)]	2.82%
14	Size [38 CFR § 74.13(d)]	2.82%
15	Joint Venture eligibility [13 CFR § 125.15(b)]	2.11%

16	Control of decision-making and serve as general partner (Partnership) [38 CFR § 74.4(d)]	2.11%
17	Highest officer [38 CFR § 74.4(c)(2)]	2.11%
18	Pattern of failure to submit required docs [38 CFR § 74.21(c)(6)]	1.41%
19	Community property [38 CFR § 74.3(f)]	1.41%
20	Direct ownership [38 CFR § 74.3(a)]	1.41%
21	Small Business Concern definition [38 CFR § 74.1]	1.41%
22	Unconditional ownership [38 CFR § 74.3(b)]	0.70%
23	Federal financial obligations [38 CFR § 74.2(d)]	0.70%
24	Good character [38 CFR § 74.2(b)]	0.70%

FEDERAL GOVERNMENT – CVE VERIFICATION

- Logo

VA-verified firms may display the trademark-protected SDVOSB or VOSB logo (sample images shown below). Use of the logo communicates the firm has undergone a comprehensive review to validate its status as an eligible Veteran-owned and controlled firm.

Do not use the logos until you are verified!

When VA discovers that a firm is using the logo fraudulently; they are sent a cease and desist letter. The letter requests the firm cease all use of the mark consisting of a wreath, stars, and any other misrepresentation of the firm being a verified SDVOSB or VOSB. VA must make this request to preserve the value of our certification mark. Firms are given 30 days to remove the logo.



FEDERAL GOVERNMENT – CVE VERIFICATION

- Request for Reconsideration (R₄R)

After all options are exhausted and CVE issues a denial, the Veteran may appeal through the R₄R process

Key Points to Remember:

Follow instructions outlined in initial denial letter to prevent processing delays

Every R₄R will receive a **complete examination and evaluation** of all documents, including the original documents and those submitted in support of the R₄R

Site visits may occur to gain further clarification

A **final denial** requires the participant to **wait for six months** before a new application will be processed (38 CFR § 74.14)

STATE GOVERNMENTS

STATE OF WISCONSIN - DVB

- **Disabled Veteran Business Enterprise (DVB) Certification:**

- **Eligibility Criteria**

At least 51% majority owner(s) must possess U.S. Department of Defense Form DD214 (Certificate of Release or Discharge from Active Duty) to prove service in the Armed Forces.

Disabled Veteran document from the Department of Veterans Affairs, or discharge paper from the branch of armed service, stating service connected disability rating under 38 USC 1114 or 1134 of at least 0 %.

At least 51% owned, controlled, and actively managed by disabled veteran group members.

At least 51% majority owner(s) must be a resident of Wisconsin and the business has its principal place of business in Wisconsin.

Serves a "useful business function" and have customers other than the State of Wisconsin.

Must be at least one (1) year old under current ownership.

Provide a \$150.00 application fee made payable to the Department of Administration.

- **Where and How do I get certified?** <https://wisdp.wi.gov/Register.aspx>

Certification is online through the State's Supplier Diversity website – MUST submit certification application and required documentation online

Instructions for new certifications: <https://wisdp.wi.gov/Images/Instructions%20for%20Completing%20New%20App.pdf>

STATE OF WISCONSIN - DVB

- Certification length – 3 years with Annual Update
- Annual Update:

The annual update of a certification takes place within the first two years of the three year certification. The update is done to confirm that a certified business is still in compliance with the Administrative Codes and to meet statutory data collection requirements.

Applicants will be notified by email when it is time for the annual update of their certification, therefore, it is extremely important that the Department has your most current e-mail address.

The applicants will be asked for the following information at the time of renewal:

- The previous year's gross receipts and number of employees
- Confirmation that the contact information is still current
- Notarized affidavit
- Out-of-state businesses must provide proof of current revenue in the State of Wisconsin and current home state certification

STATE OF WISCONSIN - DVB

- Certification length – 3 years with Annual Update
- 3 year recertification
 - **Recertification Process**
 - The recertification of the certification takes place prior to the expiration of the three-year certification. The recertification is done to confirm that a certified business is still in compliance with the Administrative Codes.
 - Applicants will be notified by email when it is time for the recertification of their certification.
 - The applicants will be asked for the following information at the time of recertification:
 - The previous three year's business tax returns
 - Most current business financials (Profit & Loss Statement and Balance Sheet)
 - Changes to NIGP or NAICS codes
 - Changes to ownership of the business
 - Notarized affidavit
 - \$150 recertification fee made payable to the Department of Administration (**WBE & DVB only**). **Out-of-state businesses** must provide proof of current revenue in the State of Wisconsin (**WBE only**) and current home state certification (**WBE & MBE only**)

STATE OF WISCONSIN - DVB

- **Recertification Process – Cont.**

- This process can be completed online through the application website: <https://wisdp.wi.gov/>
- If the review of the recertification is satisfactory, the business will be issued a new certificate that is valid for three more years.

- **Cost for Certification**

- \$150

- **Certification Benefits**

1% procurement goal with State of Wisconsin agencies

Price preference which may be awarded to any DVB bid that is no more than 5% of the apparent low bid, or competitive proposal that is no more than 5% higher than the most advantageous offer. This permissive 5% low-bid preference is applicable to all state purchases except printing and stationery.

Listed in the State of Wisconsin's Supplier Diversity Portal, Directory of Certified Suppliers.

LOCAL GOVERNMENTS

LOCAL GOVERNMENTS

- **Metropolitan Milwaukee Sewerage District (MMSD)** – Small, Veteran, Women, Minority (SWMBE) Businesses
 - **NOTE:** MMSD does not certify MBE businesses, but does recognize the State of Wisconsin's DVB certification and CVE's VOSB and SDVOSB Verification (note: this list is not exhaustive. Visit <http://www.mmsd.com/procurement/SWMBE> for additional information)
- **Where and How do I get Certified?**
 - Since MMSD is not certifying you as a DVB, VOSB or SDVOSB, you must register in MMSD's Vendor Registration database here: <https://mmsd.diversitycompliance.com/frontend/startvendor.asp> and provide proof of certification mentioned above.
- **Benefits**
 - MMSD has a 5% contracting goal for Veteran Owned Businesses
 - Subcontract opportunities

LOCAL GOVERNMENTS

- **Milwaukee Public Schools (MPS)** – Historical Underutilized Businesses Program
 - **Note:** similar to MMSD, MPS does not certify you as a HUB. However, if you are certified as an DVB by the State of Wisconsin you may participate in this program.
- **Where and How do I get certified?** Submit recognized certification to Contact Contract Compliance Services -
<http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>
- **Cost** – There is no cost for this certification (but there is a cost for DVB certification)

LOCAL GOVERNMENTS

- **Milwaukee Public Schools (Continued)**
 - 35% goal for HUB certified firms
 - Ability to participate in MPS subcontracts that require a HUB utilization plan
 - Joint Venture & Mentor Protégé agreements are encouraged
 - HUB Requirements are for contracts over \$50,000

HELPFUL LINKS

- System for Award Management: www.sam.gov
- DUNS Number: <https://fedgov.dnb.com/webform>
- SBA's Page on Self-Representation as SDVOSB: <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>
- Vendor Information Pages: <https://www.vip.vetbiz.gov/>
- Verification Assistance Briefs (CVE): <https://www.va.gov/osdbu/verification/assistance/briefs.asp>
- State of Wisconsin Supplier Diversity Portal: <https://wisdsp.wi.gov/>
- MMSD's SWMBE Program: <https://www.mmsd.com/procurement/swmbe-diversity>
- MPS' HUB Program: <http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINARS SERIES

▪ February 26, 2020

Learning About the Surety Bond Guarantee From the U.S. SBA

[CLICK HERE](#) for additional information

Presented by Tamara Murray, U.S. Small Business Administration

▪ March 17, 2020

Market Segmentation for Enhanced Business Development

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

▪ March 4, 2020

Basics of the Federal Procurement Data Systems (FPDS)

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

▪ March 18, 2020

Creating Advanced Queries with the Federal Procurement Data System (FPDS)

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

ACQUISITION HOUR LIVE WEBINARS SERIES

- April 8, 2020

Understanding & Protecting the DOD Supply Chain

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement
Institute (WPI)

- April 29, 2020

Economic Espionage – Awareness of Threats & Resources for Gov't Contractors

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement
Institute (WPI)

14TH ANNUAL WISCONSIN GOVERNMENT BUSINESS OPPORTUNITIES CONFERENCE (GOBC)

June 24 - June 25

Details

Start:
June 24

End:
June 25

Event Categories:
Conference, WPI Events

Organizer

Hilary DeBlois

Phone:
(414) 688-3882

Email:
hilaryd@wispro.org

Save the Date for the 14th Annual Wisconsin Government Business Opportunities Conference (GOBC) in partnership with Volk Field ANG and Fort McCoy, June 24 and 25th, 2020.

Venue

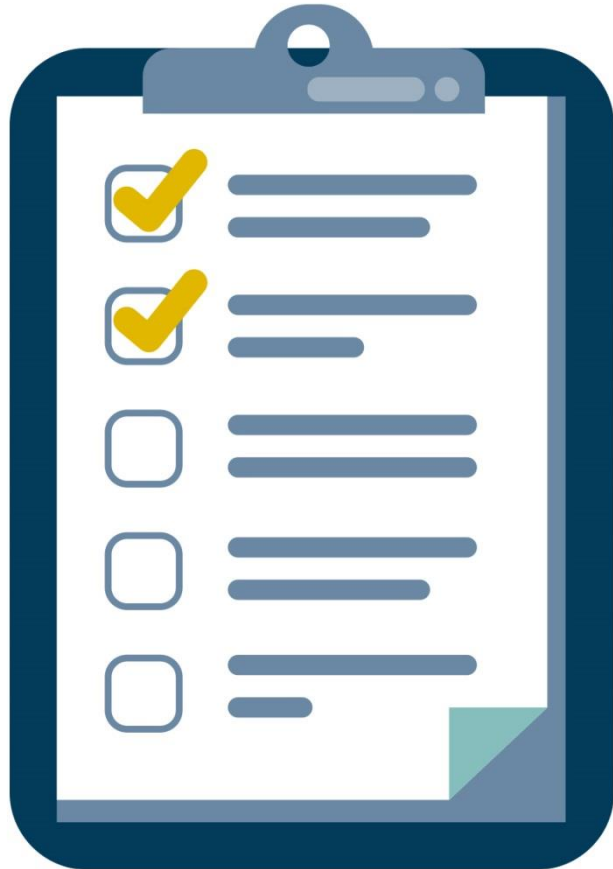
Volk Field Air National Guard Base
100 Independence Drive, Building 475
Camp Douglas, WI 54618 United States + [Google Map](#)



QUESTIONS?



SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

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