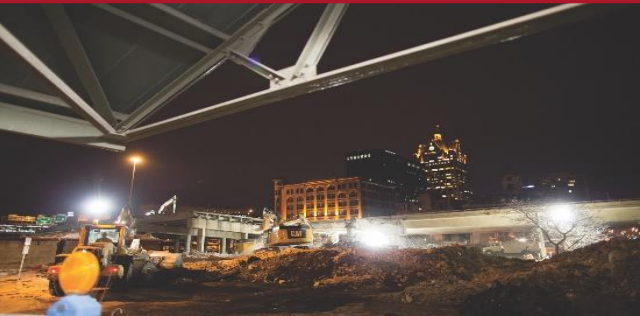


NORTHWOODS/NORTHEAST WISCONSIN GOVERNMENT OPPORTUNITIES

WPI Webinar

July 21, 2020



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS 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 COUNSELING** – At our offices, at clients facility or via telephone/GoToWebinar
- **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 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

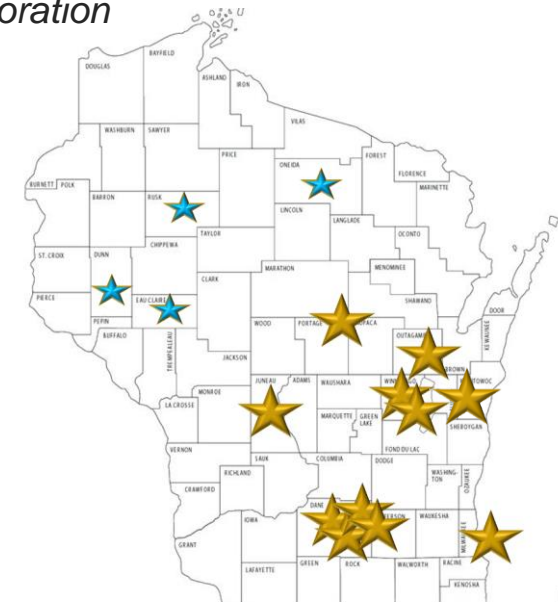
- *Indianhead Community Action Agency*

▪ 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](#)

State and Local Government

STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

- Projects

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

- Small Business Transportation DBE program – women-owned, minority-owned, disabled veteran owned businesses

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



STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

North Central Region - Adams, Florence, Forest, Green Lake, Iron, Langlade, Lincoln, Marathon, Marquette, Menominee, Oneida, Portage, Price, Shawano, Vilas, Waupaca, Waushara and Wood

[North Central Region program summary](#)

[North Central Region project listing](#)

[North Central Region project map 2020-2025](#)

For questions about individual North Central Region projects, contact:

Tegan Griffith, WisDOT North Central Region Communications Manager

(715) 493-3710

tegan.griffith@dot.wi.gov

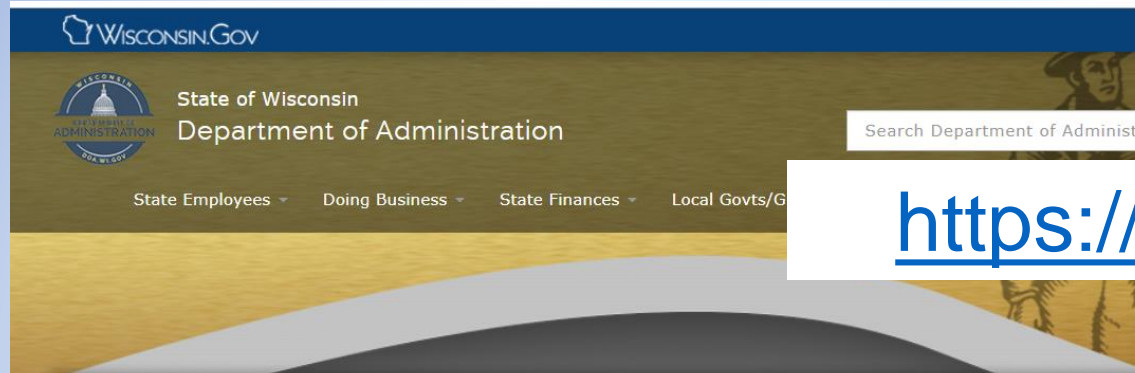


STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

- **Northeast Region** - Brown, Calumet, Door, Fond Du Lac, Kewaunee, Manitowoc, Marinette, Oconto, Outagamie, Sheboygan and Winnebago
- [Northeast Region program summary](#)
- [Northeast Region project listing](#)
- [Northeast Region project map 2020-2025](#)
- For questions about individual Northeast Region projects, contact:
- Mark Kantola, WisDOT Northeast Regional Communications Manager
(920) 492-4153
mark.kantola@dot.wi.gov



STATE OF WISCONSIN DEPT. OF ADMINISTRATION



<https://doa.wi.gov>

State Bureau of Procurement

About the State Bureau of Procurement

Doing Business with Us

- Solicitation/Bid/Proposal
- [Vendors' Guide](#)
- Supplier Diversity Programs
 - Minority-Owned Business
 - Woman-Owned Business
 - Disabled Veteran-Owned Business
- OpenBook Wisconsin
- Solicitation Informational Webinars

VendorNet & eSupplier

- What are VendorNet & eSupplier?
- [VendorNet 2.0 User Guide](#)
- [eSupplier Bidder FAQs](#)
- eSupplier Login (Bidders)
- VendorNet Login (Agencies, UW & ...)

Agency Information

- Consolidated Agency Purchasing Services (CAPS)
- [Cost Benefit Analysis \(CBA\)](#)
- [Delegation](#)
- [Management Review](#)
- [Pocket Travel Guide](#)
- [Procurement Desk Guide](#)
- Purchasing Card Program
- Purchasing Forms
- State Agency Purchasing Directory
- [Uniform Travel Schedule Amounts](#)

RPA & \$150K System

- RPA Search (Prior to 9/2017)
- RPA Site Login
- [RPA User Guide - Agencies](#)



Search Bids

Keyword or Number

Agency

NIGP (VendorNET only)

Agent Name

*Hit Enter to Search

Check "Awarded" to search only Awarded Solicitations

Filter By: Awarded/ Canceled

Include eSupplier

Solicitation Reference #	Title	Agency	Available Date	Due Date ▼	Available in eSupplier
--------------------------	-------	--------	----------------	------------	------------------------

MMSD, 2020, Reliability Centered Maintenance Implementation Plan and Support	MMSD, 2020, Reliability Centered Maintenance Implementation Plan and Support	Madison Metropolitan Sewerage District	7/20/2020	8/3/2020 5:00:00 PM	<input type="checkbox"/>
JTS-RFP 2020-1	Janesville Transit RFP for Paratransit Services Provider	City of Janesville	7/20/2020	9/4/2020 12:00:00 PM	<input type="checkbox"/>
RFB8965-0-2020-AH	Portable Restroom Rental for Metro Transit.	City of Madison	7/18/2020	7/31/2020 2:00:00 PM	<input type="checkbox"/>
EG-219028	Holder Tractor and Trade In	UW EAU CLAIRE	7/17/2020	7/28/2020 2:00:00 PM	<input type="checkbox"/>
C21-009-M	UWM is seeking a 19 cu ft Unicore Single Compressor ULT Lab Freezer, 115V	UW MILWAUKEE	7/16/2020	7/24/2020 9:00:00 AM	<input type="checkbox"/>
28338-WEG	Class 8 Printing and Manufacturing of Envelopes; Commercial, Catalog, Booklet, and Absentee Ballot	ADMINISTRATION, DEPT OF	7/16/2020	8/19/2020 1:00:00 PM	<input checked="" type="checkbox"/>
RFB# 28331-JO	Cleaning Chemicals	ADMINISTRATION, DEPT OF	7/15/2020	8/5/2020 2:00:00 PM	<input checked="" type="checkbox"/>
RFI# 28339-JO	Body Armor and Ballistic Resistant Products	ADMINISTRATION, DEPT OF	7/15/2020	8/12/2020 2:00:00 PM	<input checked="" type="checkbox"/>
7295	Third Party Healthcare Claims Administration Services	CORRECTIONS, DEPT OF	7/13/2020	9/4/2020 3:00:00 PM	<input checked="" type="checkbox"/>

/view Bid

[Back to Bids](#)

Solicitation Reference #:	RFB8965-0-2020-AH
Title:	Portable Restroom Rental for Metro Transit.
Available Date:	7/18/2020
Due Date:	7/31/2020 2:00:00 PM
Are faxed Bids acceptable?	No
Bid Synopsis:	Portable Restroom Rental for Metro Transit Drivers.
Agency Contact:	Mary Richards , Phone: 608-266-4026 Fax: 608-266-5948
Documents:	8965_Metro_Transit_Portable_Rental 7/17/2020

UIGP Codes

Code	Description
15569	Portable Kitchens
15570	Portable Toilets
15580	Shelters, Portable
48526	Cleaner, Toilet Bowl, Granular and Liquid
48531	Deodorants for Portable Toilets (Including Ozone Air Freshener Type)



eSUPPLIER LOGIN

WAMS Username:

Password:

[Sign In](#)

[Need help registering as a bidder?](#)

Log in Assistance:

[What is WAMS?](#)

[Create your WAMS ID](#)

[Forgot your WAMS ID and/or password?](#)

System Requirements:

[Minimum System Requirements](#)

WELCOME SUPPLIERS

Welcome to the State of Wisconsin eSupplier Portal

The Wisconsin eSupplier Portal provides easy access to information about your transactions with the state related to purchases of goods and services. This portal will provide information about payments from state agencies to your organization, purchase order information and balances, as well as invoices in process.

WELCOME BIDDERS

If you are looking for State of Wisconsin solicitations, please click the arrow below to be taken to our Bidder's website:

[Enter Bidder Site](#)

DISCLAIMER: You are accessing the State of Wisconsin's eSupplier Portal. The Portal is for those currently doing business with the State of Wisconsin as a supplier and/or those interested in bidding on State of Wisconsin contracts only. All use of the Portal is intended only for the official business use of



eSupplier

Keywords or Number

Agency

NIGP Code

SEARCH

Search Results

Event Number	Solicitation Reference #	Event Type	Event Title	Agency	Event Status	Due Date/Time
11344	ETJ0045	Request for Proposal	Third Party Administration of the State of Wisconsin Employee Trust Funds Uniform Dental Benefit	Dept of Employee Trust Funds	Posted/Awaiting Responses	10/01/2020 2:00PM CDT
11478	7295	Request for Proposal	Third Party Healthcare Claims Administration Services	Department of Corrections	Posted/Awaiting Responses	09/04/2020 3:00PM CDT
11455	ETJ0043	Request for Proposal	Third Party Administration of the State of Wisconsin Income Continuation Insurance (ICI) Program	Dept of Employee Trust Funds	Posted/Awaiting Responses	09/02/2020 2:00PM CDT
11426	MA200881	Request for Information	Request for Information for Statewide Public Safety Interoperable Communications System	Department of Administration	Posted/Awaiting Responses	08/20/2020 2:00PM CDT
11448	28338-WEG	Request for Bid	Class 8 Printing and Manufacturing of Envelopes; Commercial, Catalog, Booklet, and Absentee Ballot	Department of Administration	Posted/Awaiting Responses	08/19/2020 1:00PM CDT
11477	510366	Request for Bid	HUMAN SERVICE VEHICLES – MEDIUM BUSES AND REAR LOAD WAGONS	WI Dept of Transportation	Posted/Awaiting Responses	08/12/2020 2:00PM CDT
11479	RFI# 28339-JO	Request for Information	Body Armor and Ballistic Resistant Products	Department of Administration	Posted/Awaiting Responses	08/12/2020 2:00PM CDT
11443	S-0887 DHS-21	Request for Proposal	Security Assessment	Department of Health Services	Posted/Awaiting Responses	08/12/2020 2:00PM CDT
11367	S-0904 DCTS-21	Request for Bid	Physical Therapy for MMHI	Department of Health Services	Posted/Awaiting Responses	08/07/2020 2:00PM CDT
11231	RFB# 28331-JO	Request for Bid	Cleaning Chemicals	Department of Administration	Posted/Awaiting Responses	08/05/2020 2:00PM CDT
11360	AD210875	Request for Bid	Stack Emission Testing Services	Department of Administration	Posted/Awaiting Responses	08/04/2020 1:00PM CDT
11474	JJJ-7913	Request for Bid	Seed, Fertilizer and Chemicals for Correctional Farms	Department of Corrections	Posted/Awaiting Responses	07/30/2020 3:00PM CDT
11466	DAP 7988	Request for Bid	Textiles	Department of Corrections	Posted/Awaiting Responses	07/30/2020 3:00PM CDT

CLEANING CHEMICALS

State of Wisconsin Cleaning Chemical contract

SOLICITATION INFORMATION

Event Number: 11231
Event Status: Posted/Awaiting Responses
Solicitation Reference #: RFB# 28331-JO
Agency: Department of Administration
Available Date: 07/15/2020
Response Due Date: 08/05/2020 at 2:00PM

AGENCY CONTACT INFORMATION

Name: James Oleson
Email: james.oleson1@wisconsin.gov
Phone: 608/266-1625 Phone Ext.:
Fax:

DOCUMENT DOWNLOADS



Main Document



All Documents


SUPPORTING DOCUMENTS


QUESTIONS & ANSWERS

No questions have been answered yet

[Ask a Question](#)

NIGP CODES



Financial Services 

Financial Services Staff 

Purchasing 

[Government](#) » [Departments F-M](#) » [Financial Services](#) »

RFP Postings

Font Size:  [Share & Bookmark](#) [Feedback](#)  [Print](#)

(All Categories)  (All Years) 

TITLE	STARTING	CLOSING
CTH N TRAFFIC SIGNALS	07/15/2020 4:19 PM	07/30/2020 2:00 PM
Concrete Pad	07/15/2020 1:22 PM	07/29/2020 2:00 PM
Cabling	07/14/2020 11:54 AM	08/04/2020 2:00 PM
TRACK EXCAVATOR	07/08/2020 7:23 AM	07/23/2020 10:00 AM
Parking Lot Repairs	07/02/2020 10:31 AM	07/15/2020 2:00 PM
Landfill Spray On Alternative Daily Cover System	06/25/2020 9:49 AM	07/14/2020 2:00 PM
Truck Scale	06/18/2020 2:49 PM	07/08/2020 1:00 PM



Government » Request for Proposals/Bids

- [July 6, 2020 - RFP #20-014-04 - Audit Services](#)

Marinette County is requesting proposals from qualified firms of certified public accountants to audit its financial statements for the fiscal years ending December 31, 2020, 2021, 2022 with two (2) optional subsequent fiscal years at the approval of the Administrative Committee. Interested consultants shall submit their proposal to the Finance Department by 4:30 PM CST on August 3, 2020.

- [July 16, 2020 - RFP #20-019-20 - Multi-Function Devices](#)

Marinette County Information Services is seeking proposals for up to 42 multi-function devices to be placed at various locations throughout County of Marinette facilities. Interested vendors shall submit their proposal to Information Services by 2:00 PM CST on August 28, 2020.

Federal



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



Follow

FSL Rhinelander Headhouse Roof Replacement

Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History

What you think matters!

[Provide Feedback](#)

ACTIVE

Contract Opportunity

Notice ID
1263PX20R0009

Related Notice

Department/Ind. Agency
AGRICULTURE, DEPARTMENT OF
Sub-tier
FOREST SERVICE
Office
USDA FOREST SERVICE

General Information

[View Changes](#)



 Follow

Lost Lake Cabins Foundations and Decks Replacements

Contract Opportunity

General Information


Classification

Description

Attachments/Links

Contact Information

History

 What you think matters!

[Provide Feedback](#)

ACTIVE

Contract Opportunity

Notice ID
12569R20B0003

Related Notice

Department/Ind. Agency
AGRICULTURE, DEPARTMENT OF
Sub-tier
FOREST SERVICE
Office
EASTERN REGION USDA FOREST SERVICE

General Information

Contract Opportunity Type: Solicitation (Original)

Status

Active Only

Keywords

"army coprs of engineers" x

Clear All

Inactive Date

Any Time ▼

↻ Clear ≡ Filter

Published Date

Any Time ▼

↻ Clear ≡ Filter

Updated Date

Any Time ▼

↻ Clear ≡ Filter

Showing 1 - 3 of 3 results

Sort By Relevance ▼ ≡

Automated Plumbing Fixtures

The U.S. Army Corps of Engineers St. Paul District requires purchase and installation of:
 -Install Automatic flush retrofit kits on 6 u
 ...

Department/Ind. Agency
[DEPT OF DEFENSE](#)

Sub-tier
[DEPT OF THE ARMY](#)

Office
[W07V ENDIST ST PAUL](#)

Lektriever Disassembly & Removal Services - St Paul District Office

The United States Army Corps of Engineers (USACE) - St Paul District requires disassembly and removal of ten (10) Lektriever vertical carousel file
 ...

Contract Opportunities

Notice ID
W912ES20T0074

Current Date Offers Due
Jul 13, 2020 10:00 am CDT

Last Updated Date
Jun 18, 2020

Last Published Date
Jun 18, 2020

Type
Original Solicitation

Contract Opportunities

Notice ID
W912ES20T0058

Current Date Offers Due
Jul 23, 2020 12:00 pm CDT

Last Updated Date
Jul 15, 2020 (1)

Last Published Date

Change Filters

Clear All

Search Results

Showing 1 - 2 of 2 results

Sort By

Last Updated Date



Status

Active Only

Keywords

Clear All

Inactive Date

Any Time



Clear

Filter

Published Date

Any Time



Clear

Filter

Updated Date

Any Time



7310--Thermal Aire Cart for Oscar G Johnson VA Medical Center

Page 2 of 2 The VA Great Lakes Acquisition Center intends to solicit a Small Business set-aside for Brand Name Aladdin Temp-Rite (ATR) LLC OR Equal Th...

Department/Ind. Agency

VETERANS AFFAIRS, DEPARTMENT OF

Sub-tier

VETERANS AFFAIRS, DEPARTMENT OF

Office

252-NETWORK CONTRACT OFFICE 12 (36C252)

Contract Opportunities

Notice ID

36C25220Q0651

Current Response Date

Jun 30, 2020 11:00 pm CDT

Last Updated Date

Jun 24, 2020

Last Published Date

Jun 24, 2020

Type

Original Presolicitation

Z1DA--585-18-117 Upgrade Outbuilding Heating Systems Construction Iron Mountain VA Medical Center

PRE-SOLICITATION NOTICE Solicitation 36C25220B0016 Project: 585-18-117 Upgrade Outbuilding Heating Systems Construction Location:

Contract Opportunities

Notice ID

36C25220B0016

Current Response Date

May 05, 2020



HEADQUARTERS USACE, OFFICE OF SMALL BUSINESS PROGRAMS

MISSION STATEMENT: To sustain the U.S. Army Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers' mission and strengthen our nation's economic development.

Helpful Links +

[N. American Industry Classification System](#)

[Vendor Information Pages \(DVA\)](#)

[System for Award Management](#)

[U.S. Small Business Administration](#)

USACE Small Business Offices



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 Dynamic Small Business Search (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 ?

CONSIDER THE FOLLOWING WHEN ANSWERING THIS QUESTION

- Past performance – at any level: local, state, federal
- 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

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 is a yellow callout box: "A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov." with a "Log In" button. Below this is a dark blue navigation bar with links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, HELP. A "Login.gov FAQs" link is also present. Three red alert boxes follow: "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).", and "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." Below the alerts, a paragraph states: "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:" followed by a bulleted list: "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". A large blue link "[https://sam.gov](\"https://sam.gov\")" is displayed. The "Getting Started" section features three cards: "Create A User Account" with a person icon and a plus sign, "Register Entity" with a folder icon and a plus sign, and "Search Records" with a magnifying glass icon over a document. Each card has a brief description of the action. At the bottom left is the GSA logo. At the bottom right is a footer with links: Search Records, Disclaimers, FAPIIS.gov, Data Access, Accessibility, GSA.gov/IAE, Check Status, Privacy Policy, GSA.gov, and 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

<http://dsbs.sba.gov>

All search form hotlir
 All form fields that require typing in d

the firm is at least one of: service-disabled veteran owned;
 the profile location is in: Wisconsin;
 the profile's status is Active;
 and randomized by original start time of search: 2019-04-20 12:56

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 COPEs	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

The screenshot displays the USASpending.gov search interface. On the left, the 'Advanced Search' sidebar includes filters for Keyword, Time Period (Fiscal Year and Date Range), Award Type, Agency, Location, Recipient, and Recipient Type. The main area shows 'Spending by Geography' with a map of the United States. Below the map, a search bar contains 'wisconsin' and a 'Go' button. The results section is titled 'List Of Contract Actions Matching Your Criteria' and shows 'Results 1 - 30 of 11494'. Three contract entries are visible, each with details on Award ID, Vendor Name, Date Signed, Referenced ID, NAICS Code, Vendor City, Vendor State, and Global Vendor Name.

Top 10: Department Full Name

- DEPT OF DEFENSE (43517)
- GENERAL SERVICES ADMINISTRATION (33225)
- VETERANS AFFAIRS, DEPARTMENT OF (12935)
- JUSTICE, DEPARTMENT OF (12410)
- AGRICULTURE, DEPARTMENT OF (2800)
- INTERIOR, DEPARTMENT OF THE (1921)
- HEALTH AND HUMAN SERVICES, DEPARTMENT OF (1428)
- HOMELAND SECURITY, DEPARTMENT OF (1329)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (5177)
- TRANSPORTATION, DEPARTMENT OF (4961)

Top 10: Contracting Agency Name

- FEDERAL ACQUISITION SERVICE (3292)
- DEFENSE LOGISTICS AGENCY (2510)
- VETERANS AFFAIRS, DEPARTMENT OF (1274)
- FEDERAL PRISON SYSTEM (1099)
- DEPT OF THE ARMY (012)
- DEPT OF THE NAVY (4811)
- PUBLIC BUILDINGS SERVICE (2157)
- DEPT OF THE AIR FORCE (198)
- FOREST SERVICE (931)
- U.S. COAST GUARD (029)

Top 10: Vendor Full Name

- ED LIABILITY COMPANY (1730)
- JONAL, INC. (8714)
- LLC (5917)
- DUJIC'S INCORPORATED (585)
- COMPANY (1481)
- STION (1492)
- JONAL (118)
- D. (717)

Top 10: Treasury Account Symbol

- 974930 (2154)
- 302100 (244)
- 171804 (213)

List Of Contract Actions Matching Your Criteria Results 1 - 30 of 11494

Award ID (Mod#):	Vendor Name:	Date Signed:	Referenced ID:	NAICS (Code):	Vendor City:	Vendor State:	Global Vendor Name:	Award Type:	Contracting Agency:	Action Obligation:	Contracting Office:	PSC (Code):	Vendor DUNS:	Vendor ZIP:	Global DUNS Number:
1259A219P0032 (P0001)	COMPASS POINT LLC	April 19, 2019		TIMBER TRACT OPERATIONS (113110)	JANESVILLE	WI	COMPASS POINT LLC	PURCHASE (	FOREST SERV	\$0	USDA FOREST	NATURAL RE PREPARAT	826308277	535450378	826308277
140D0418C0009 (P00003)	INDUSTRIES FOR THE BLIND, INC.	April 19, 2019		COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (230220)	MILWAUKEE	WI	INDUSTRIES FOR THE BLIND, INC.	DEFINITE (	DEPARTMENT	\$0	IBC ACQ SVCS	ARCHITECT, OFFICE BUIL	006096200	532141016	006096200
205AE919P00110 (0)	BELLMAN_HOWARD S.MEDIATION & ARBITRATION	April 19, 2019		ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES (541990)	MADISON	WI		PURCHASE (	INTERNAL RE	\$5,444.29	MIDWEST RE	SUPPORT-P	195389549	537171810	

<https://www.fpds.gov>

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

The screenshot shows the WPI Wisconsin Procurement Institute website. The header includes the WPI logo and the text 'Center Gateway an extension of www.wisconsin.gov'. A left sidebar contains navigation links: Home, Report Awards, Bid Search, Contact Information, Surveys, Events, and Links. The main content area is titled 'Wisconsin Awards - Aina' and features a 'Bid Search' section. A message states: '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.' Below this message are five buttons: 'Archive Search', 'Company Profile', 'Supply Codes', 'Detailed Supply Codes', and 'NAICS Search'. A table displays bid matching data with columns for RFQ Date, FBO, DLA, Other Fed, Web, Intl, and Local (Loc).

RFQ Date	FBO	DLA	Other Fed	Web	Intl	Loc
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

WPI Bid Matching – contact WPI

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?sessionId=4fjF4Geur-MfYmlubSP6SnpI.A7?cat=ADV.FSSI

About Buying Services ▶

GSA

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

Home Page Small Business Business Opportu

Procurement Forecast

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

<https://www.acquisition.gov/pr-ocurement-forecasts>

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

**FY2020
DOD & FEDERAL
AGENCY PROGRAM
BRIEFINGS
MARCH 12**

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



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 CAPABILITIES STATEMENT



CAPABILITIES STATEMENT

DUNS# 143133754
CAGE# 472W5

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 Frock, COO
Sheila Henderson, CAO

CONTACT INFO
Athena Construction Group, Inc.
18051 Dumfries Shopping Plaza
Dumfries, Virginia 22026

703.221.7151 office
703.221.7929 fax

www.athenacostgroup.com
info@athenacostgroup.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>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
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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.



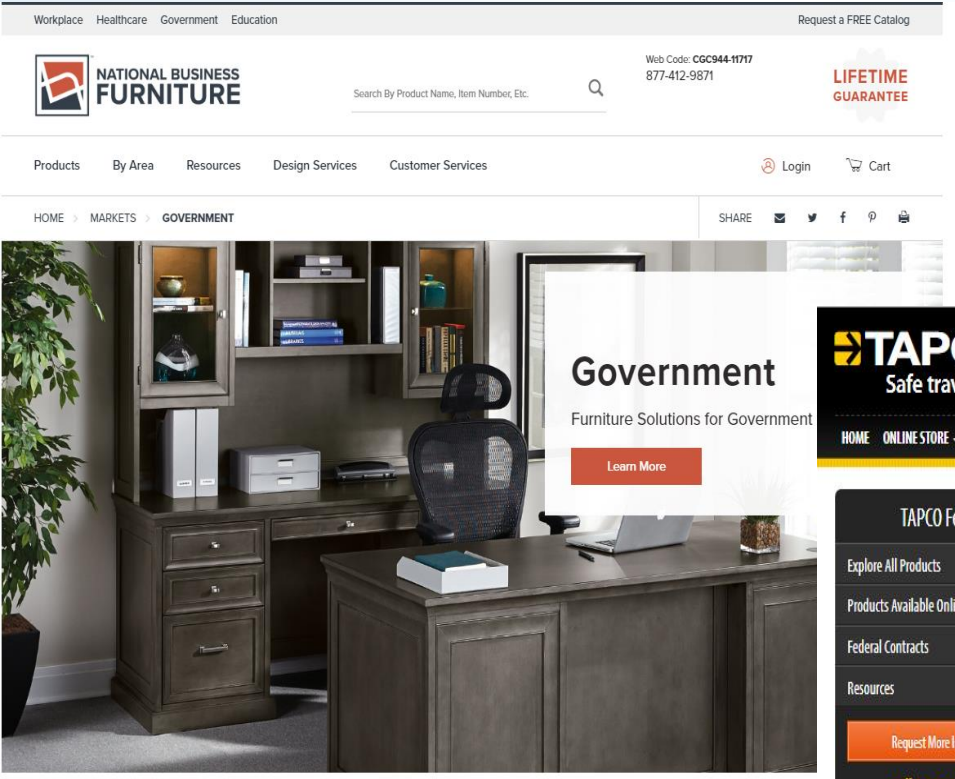


Quality Policy

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 WEBSITE



7. DEVELOP A TARGETED 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

The diagram illustrates the layout of a business card. The front side includes a logo placeholder, business name, tagline, contact information, and various designations. The back side includes a logo placeholder, DUNS and CAGE codes, experience statement, and memberships/awards.

FRONT

BACK

7. DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

- SHORT and TIGHT introductory statement – maybe 30 seconds or so
 - Who you are
 - What you do
 - Keep it businesslike
 - 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 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. Length: One to two 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 **US Army Corps of Engineers** 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


Wisconsin Procurement Institute
A Procurement Technical Assistance Center (PTAC)

[EVENT CALENDAR](#)
[FEDERAL GOVERNMENT](#)
[STATE & LOCAL GOVERNMENT](#)
[GRANTS](#)
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[FAQS](#)

« All Events

14TH ANNUAL WISCONSIN GOVERNMENT BUSINESS OPPORTUNITIES CONFERENCE (GOBC) – WEBINAR

June 24



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In partnership with Volk Field ANG and Fort McCoy



Details	Organizer	Additional Information
Date: June 24 Event Categories: Conference, WPI Events	Organizer: Hilary DeBlois Phone: (414) 688-3882 Email: hilaryd@wispro.org	Presented By: Envision Greater Fond du Lac Fort McCoy Florence County Economic Development Corporation Juneau County Economic Development Corporation National Contract Management

BREAKING: Marinette Marine Tapped to Build Navy's Next-Gen Frigate

4/30/2020

By Jon Harper



An artist rendering of the guided-missile frigate FFG(X)

Photo: Navy

The Navy has awarded Fincantieri Marinette Marine Corp. a \$795 million fixed-price incentive contract for detail design and construction of a new class of guided-missile frigates known as FFG(X), the service announced April 30.

The contract will provide for the delivery of up to 10 platforms, post-delivery availability support, engineering and class services, crew familiarization, training equipment and provisioned item orders. The cumulative value will be \$5.6 billion if all options are exercised.

10. DEVELOP RELATIONSHIPS WITH Government AGENCIES, OTHER CONTRACTORS / SUBCONTRACTORS AND supporting RESOURCES

The screenshot shows the NDIA website with a navigation bar containing 'Meetings & Events', 'Policy', 'Membership', 'Divisions', 'Education', 'Chapters', and a 'Join' button. A red banner below the navigation bar reads 'Click here for NDIA information related to Coronavirus (COVID-19)'. The main content area features a large article titled 'NDIA COVID-19 Small-Business Impacts Survey Summary' with a sub-header 'Small Business'. The article text states: 'In this report, members of NDIA's Strategy & Policy Team analyze the results of the NDIA COVID-19 Small-Business Impacts Survey to assess the initial impacts of the COVID-19 crisis.' To the right of the article are three smaller news items: 'The DIB Amid COVID-19: Survey Summary', 'NDIA Connect is Now Live', and 'Small Business NDIA COVID-19 Small-Business Impacts Survey Summary'. The Windows taskbar at the bottom shows various application icons and the system clock at 11:31 AM.

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, Mentor-Proteges, Joint Ventures, and Subcontracting – be selective in who you choose
- Know your competition. (Market Research: FPDS and USASpending.gov)
- Be selective in what you bid. “You can’t do everything.”

• WIN

- CELEBRATE with employees, stakeholders
- UNDERSTAND what you WON

• PERFORM

- Past Performance is critical to future contract awards
- Communicate with subcontractors and suppliers – they affect your Past Performance rating.

TO REVIEW... THE BASICS

1. Explore the Government market – is there a potential opportunity for your business?
2. Understand the U.S. 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 at networking events!
- 10. BID – WIN - PERFORM**

LAST WORDS OF ADVICE

- Do Your Homework – Understand your Customer and their needs.
- YOU NEED TO GET OUT THERE and **NETWORK**
- 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

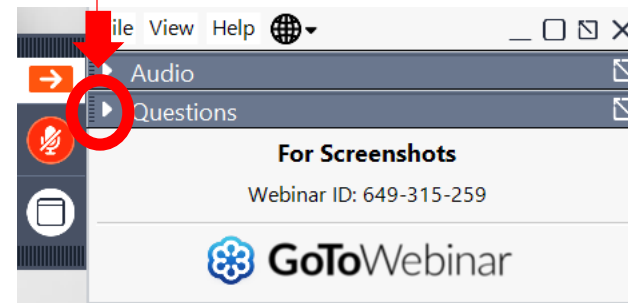


QUESTIONS?



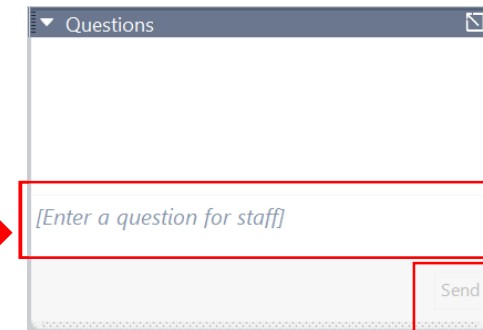
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



USING THE QUESTIONS BOX

Type questions
here at any time
during a
presentation



Click Send when ready to submit a question

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINARS SERIES

- July 21, 2020
OFCCP Compliance 101
[CLICK HERE](#) for additional information
Presented by Roselle Rogers & Tim Muma, LocalJobNetwork
- July 22, 2020
The HUBZone Certification Program
[CLICK HERE](#) for additional information
Presented by Shane Mahaffy, US Small Business Administration (SBA)
- July 24, 2020
Tools and Resources to use for Gaining a Better Understanding of your Federal Customer
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- July 28, 2020
The Spend to the End
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- August 25, 2020
State and Federal Certifications For Veteran and Service Disabled Veteran Owned Businesses
[CLICK HERE](#) for additional information
Presented by Shane Mahaffy, US Small Business Administration (SBA) and Mark Dennis, Wisconsin Procurement Institute (WPI)

- SAVE THE DATE -



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy

October 15, 2020

In-person at Volk Field in Camp Douglas, WI

More info at [wispro.org](https://www.wispro.org)

<https://www.wispro.org/event/14th-annual-wisconsin-government-business-opportunities-conference-gobc-2/>



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy

HOSTS





14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy

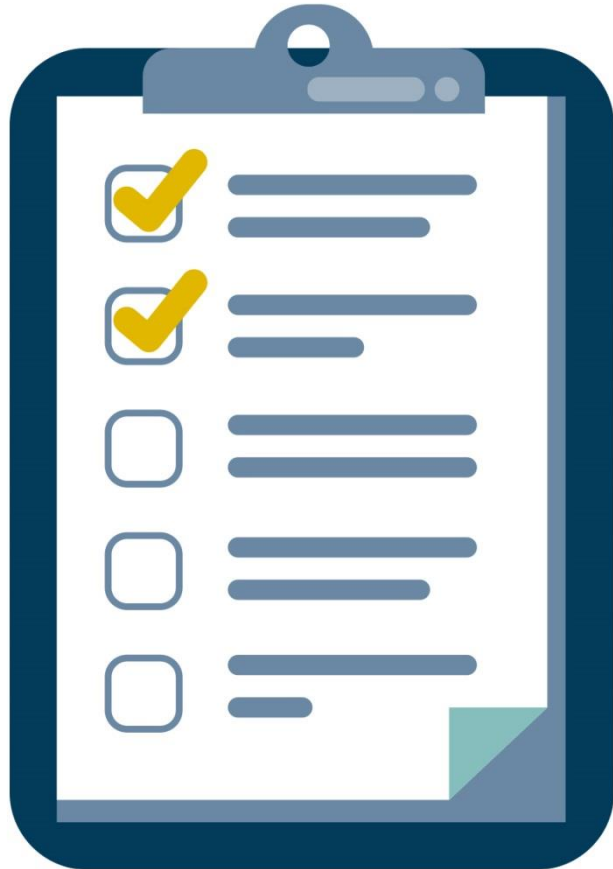
PARTNERS



A CRITICAL NOTICE FROM WPI

- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
 - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
 - Review for other possible requirements
- If you are a **DOD CONTRACTOR** or **SUBCONTRACTOR** – you will have new **CYBER COMPLIANCE – CERTIFICATION REQUIREMENTS** that may impact your business as early as the end of this calendar year.
 - See: <https://www.acq.osd.mil/cmmc> and <https://www.cmmcab.org> for more up to date information.
 - *Contact Marc Violante at WPI - marcv@wispro.org or 920-456-9990*

SURVEY



PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

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