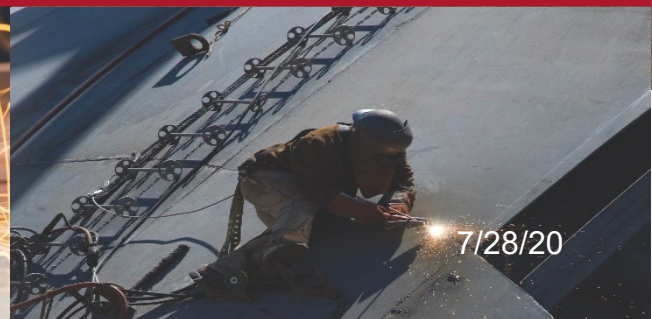


# THE SPEND TO THE END

Acquisition Hour Webinar

July 28, 2020



# 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

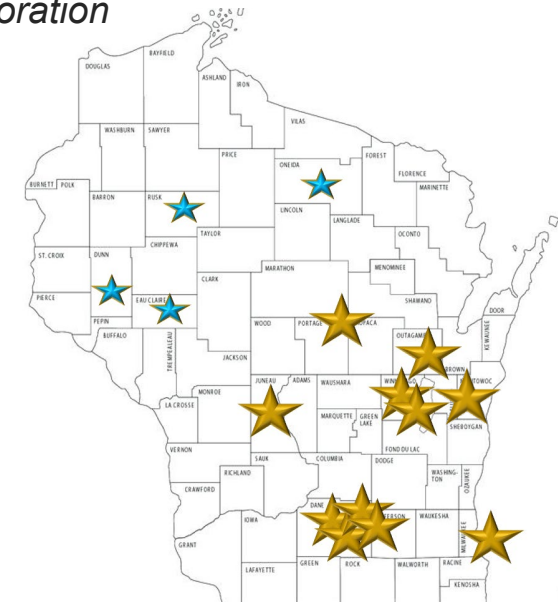
- *Indianhead Community Action Agency*

## ▪ RHINELANDER

- *Nicolet Area Technical College*

## ▪ GREEN BAY

- *Advance Business & Manufacturing Center*





# THE END OF THE FISCAL YEAR IS HERE: WHAT IS HOT AND WHAT IS NOT

Marc N. Violante

Wisconsin Procurement Institute

July 28, 2020

# WHAT IS THE SPEND TO THE END?

- Short period of intense procurement activity.
- Activity is driven by the “use or lose” philosophy – rules.
- Funds must be obligated by September 30, 2020

# DEVELOP RESOURCES -

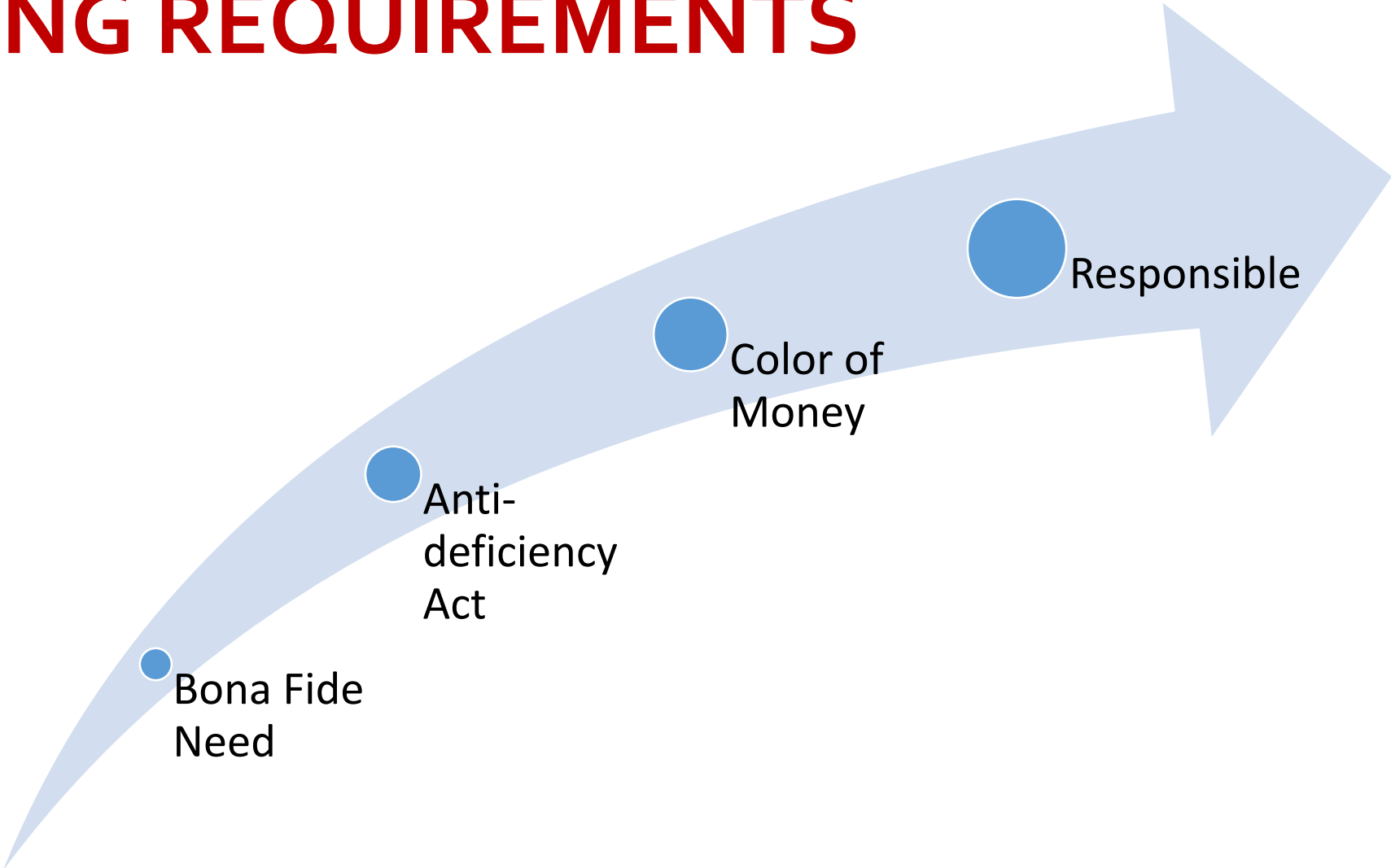
**Spending data from the Government Accountability Office confirmed last year's predicted spending spree and early fiscal 2019 data suggests historical spending levels continued.**

<https://www.nextgov.com/cio-briefing/2019/07/governments-historic-spending-sprees-continues/158160/>

# ADDITIONAL RESOURCES -

- WPI! – we are your go-to resource
- Defense.gov – large/newsworthy contract awards and other info
- Beta.sam.gov – opportunities | awards | other notices
- FPDS & USAspending – award information
- Google alerts
- Various online news sources with free feeds/subscriptions
  
- Equally as important – tracking information for use

# DRIVING REQUIREMENTS



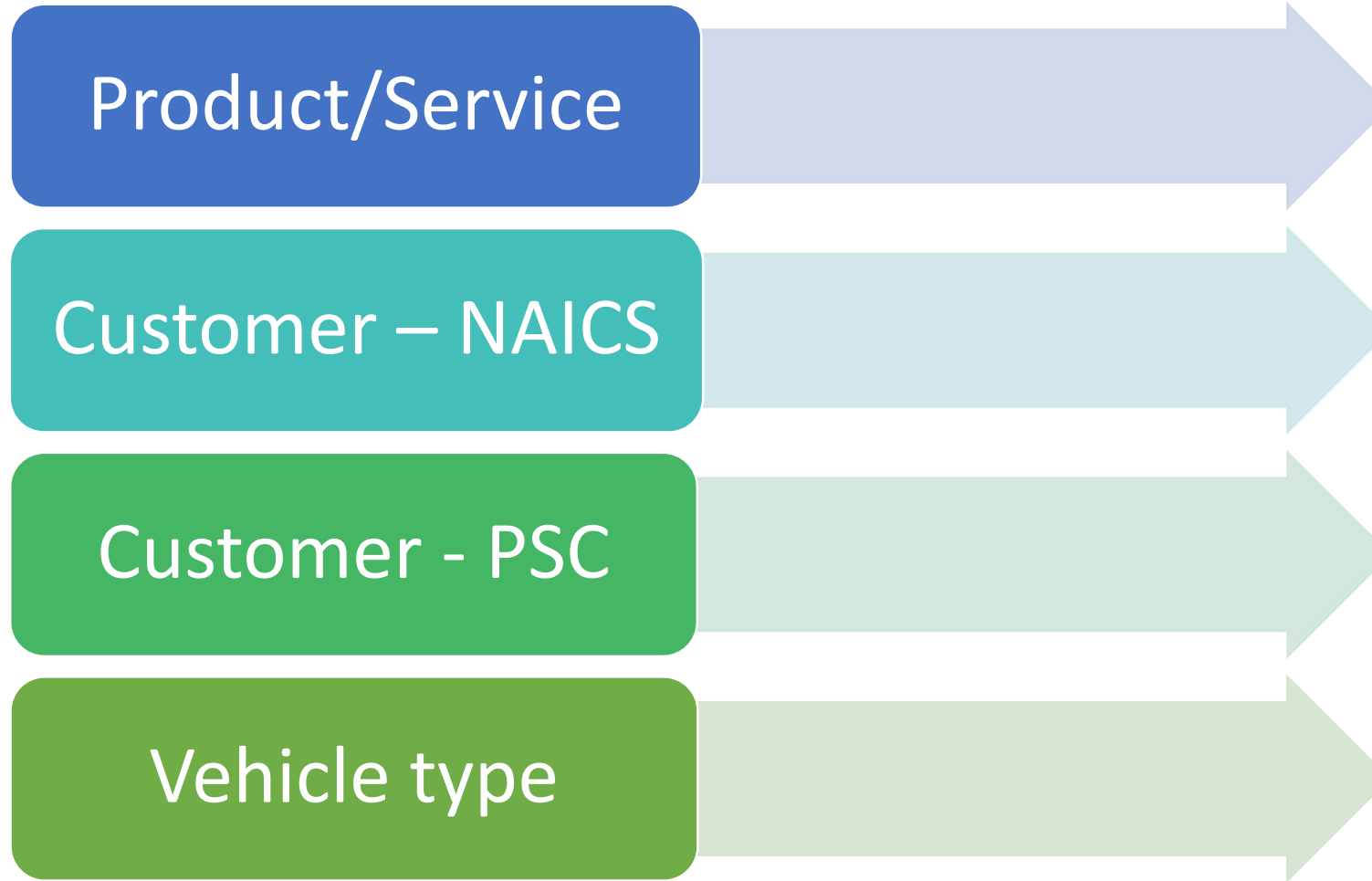
# ANTI-DEFICIENCY ACT

- Must have funds in place prior to spending
- Funding in place = appropriation
- Cannot exceed amount of funds appropriated for a purchase
- Pricing – costs can be critical
  - Requirements v. funds may not allow for modifications
- Cannot exceed total funds budgeted for a year
- Use or loose philosophy
- Don't leave the KO in a bad spot!

# ESSENTIAL ELEMENTS – FOR SELECTION (AWARD)



# KEY QUESTIONS WE ARE TRYING TO ANSWER



# WHAT IS IMPORTANT TO BUYING OFFICES?

- Total obligation of funds
- Speed and access
- Accuracy – results
  - Arguably – favors current contractors – (IDV's)
    - Those with positive performance
- Large dollar amounts
- Relatively short performance period

# COMPARISON OF AWARD TYPES – TIME OF YEAR

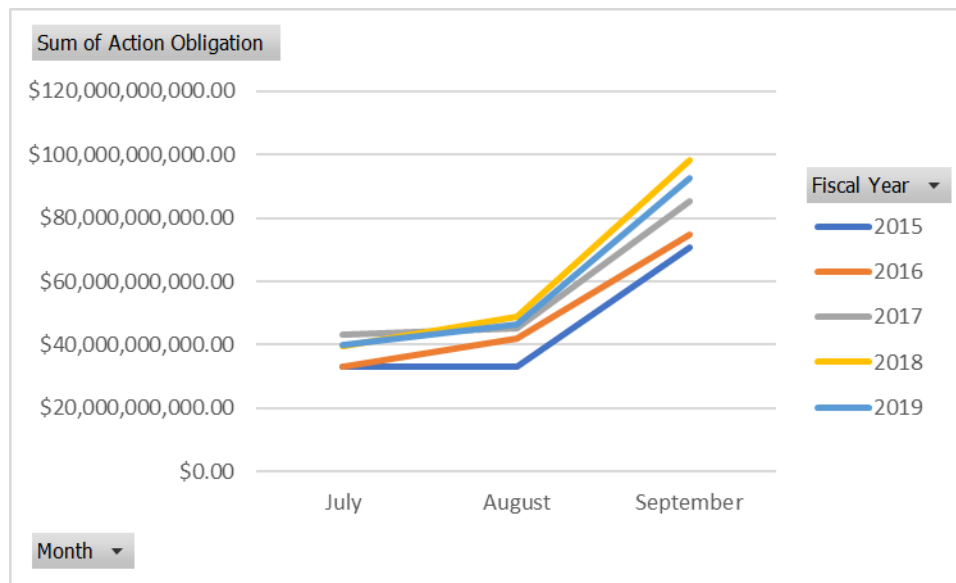
## October 1, 2018 – June 30, 2019

## July, August, September - 2019

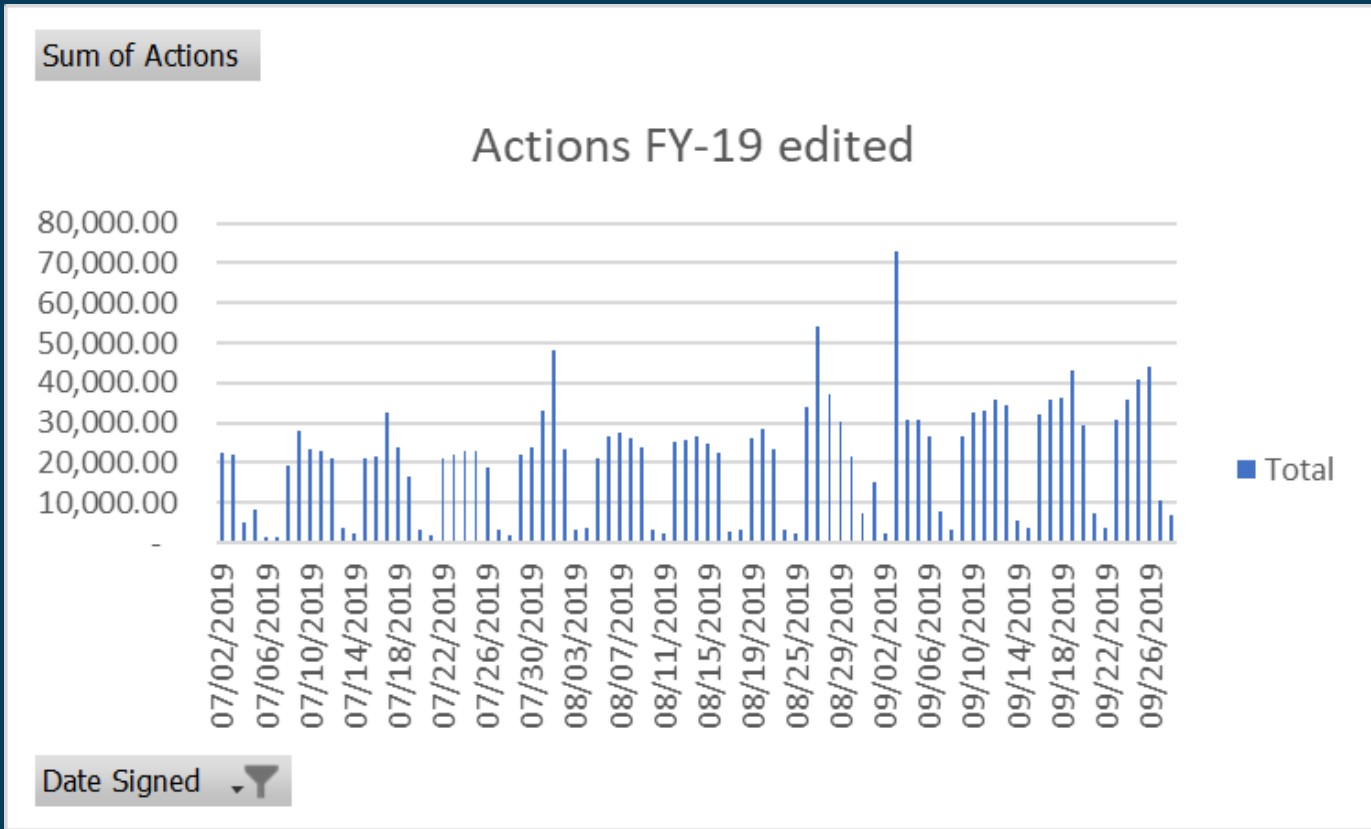
Sum of Action Obligation			Sum of Action Obligation		
Award or IDV Type	Total	% of Total	Award or IDV Type	Total	% of Total
BOA	\$39,052,391.89		BOA	\$62,723,582.07	
BPA	\$9,920,025.00		BPA	\$8,729,360.31	
BPA CALL	\$9,430,931,982.50		BPA CALL	\$6,043,717,727.08	
DEFINITIVE CONTRACT	\$192,424,173,835.25	47%	DEFINITIVE CONTRACT	\$68,054,465,984.62	38%
DELIVERY ORDER	\$188,478,741,205.98	46%	DELIVERY ORDER	\$95,725,477,315.56	54%
FSS	\$190,729,035.00		FSS	\$1,204,934.00	
GWAC	\$492,675.64		GWAC	\$254,750.55	
IDC	\$8,626,402,050.35		IDC	\$2,270,216,478.58	
PURCHASE ORDER	\$11,521,096,938.48	3%	PURCHASE ORDER	\$6,662,705,625.95	4%
Grand Total	\$410,721,540,140.09		Grand Total	\$178,829,495,758.72	

# GENERAL END OF YEAR AWARD VALUE & TREND – NEW

Sum of Action Obligation	Fiscal Year					
Month	2015	2016	2017	2018	2019	Grand Total
July	\$33,065,118,355.35	\$33,134,358,419.40	\$43,160,349,422.89	\$39,497,797,071.32	\$39,990,751,471.65	\$188,848,374,740.61
August	\$33,101,773,472.06	\$41,952,106,267.68	\$45,278,553,606.31	\$48,655,011,115.88	\$46,296,874,448.41	\$215,284,318,910.34
September	\$70,575,818,429.82	\$74,720,282,434.47	\$85,091,792,637.55	\$98,211,379,249.93	\$92,541,869,838.66	\$421,141,142,590.43
<b>Grand Total</b>	<b>\$136,742,710,257.23</b>	<b>\$149,806,747,121.55</b>	<b>\$173,530,695,666.75</b>	<b>\$186,364,187,437.13</b>	<b>\$178,829,495,758.72</b>	<b>\$825,273,836,241.38</b>



Sum of Actions	Fiscal Year
Month	2019
July	1,788,098
August	3,130,568
September	28,780,924



N

Sum of Actions	
Date Signed	Total
07/01/2019	1,292,908
08/01/2019	48,258
08/20/2019	2,402,217
08/21/2019	119,583
08/27/2019	54,368
09/03/2019	73,175
09/19/2019	43,052
09/26/2019	44,154
09/27/2019	1,839,543
09/30/2019	26,222,515
<b>Grand Total</b>	<b>32,139,773.00</b>

# TOP 10 NAICS – FY 19 – NUMBER OF ACTIONS

Sum of Actions		Months			
NAICS Code	NAICS Description	Jul	Aug	Sep	Grand Total
311991	PERISHABLE PREPARED FOOD MANUFACTURING	6,651	21,858	36,066	64,575
324110	PETROLEUM REFINERIES	18,697	20,201	19,726	58,624
325411	MEDICINAL AND BOTANICAL MANUFACTURING	20,570	21,662	18,738	60,970
334510	ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS MANUFACTURING	186,093	336	465	186,894
339115	OPHTHALMIC GOODS MANUFACTURING	3,218	3,798	278,811	285,827
423450	MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS	66,547	72,977	62,522	202,046
424210	DRUGS AND DRUGGISTS' SUNDRIES MERCHANT WHOLESALERS	23,679	22,828	20,891	67,398
488510	FREIGHT TRANSPORTATION ARRANGEMENT	98	91,782	58,250	150,130
492110	COURIERS AND EXPRESS DELIVERY SERVICES	278	2,373,605	27,638,760	30,012,643
621111	OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)	1,042,753	684	961	1,044,398
Grand Total		1,368,584	2,629,731	28,135,190	32,133,505

July, August, September 2019: FPDS

# WHAT IS INTERESTING – 8/31/2019

Date Signed	Fiscal Year	NAICS Code	NAICS Description	Actions
08/31/2019	2019	325510	PAINT AND COATING MANUFACTURING	2
08/31/2019	2019	325520	ADHESIVE MANUFACTURING	1
08/31/2019	2019	325611	SOAP AND OTHER DETERGENT MANUFACTURING	33
08/31/2019	2019	325612	POLISH AND OTHER SANITATION GOOD MANUFACTURING	2
08/31/2019	2019	325992	PHOTOGRAPHIC FILM, PAPER, PLATE, AND CHEMICAL MANUFACTURING	28
08/31/2019	2019	325998	ALL OTHER MISCELLANEOUS CHEMICAL PRODUCT AND PREPARATION MANUFACTURING	1
08/31/2019	2019	326111	PLASTICS BAG MANUFACTURING	1
08/31/2019	2019	326122	PLASTICS PIPE AND PIPE FITTING MANUFACTURING	1
08/31/2019	2019	326199	ALL OTHER PLASTICS PRODUCT MANUFACTURING	2
08/31/2019	2019	326220	RUBBER AND PLASTICS HOSES AND BELTING MANUFACTURING	1
08/31/2019	2019	326299	ALL OTHER RUBBER PRODUCT MANUFACTURING	1
08/31/2019	2019	332112	NONFERROUS FORGING	1
08/31/2019	2019	332119	METAL CROWN, CLOSURE, AND OTHER METAL STAMPING (EXCEPT AUTOMOTIVE)	2
08/31/2019	2019	332212	HAND AND EDGE TOOL MANUFACTURING	1
08/31/2019	2019	332216	SAW BLADE AND HANDTOOL MANUFACTURING	7
08/31/2019	2019	332312	FABRICATED STRUCTURAL METAL MANUFACTURING	1
08/31/2019	2019	332321	METAL WINDOW AND DOOR MANUFACTURING	1
08/31/2019	2019	332510	HARDWARE MANUFACTURING	22

# GENERAL APPROACHES



7/28/2020

# DATA PROCESS



# BUYING OFFICE PROCESS

Select Buying Office(s)

Data – understand purchase, determine fit, and level of opportunity

Match with capabilities / resources / supply chain

Identify barriers – contract vehicle / PIID / Socio-economic / other

Capability Statement – contact & update bidmatch criteria

# TOP 10 NAICS – FY 19 – NUMBER OF ACTIONS/\$



Sum of Actions		Contracting Officers B		
NAICS Code	NAICS Description	OTSB	SMALL BUSINESS	Grand Total
311991	PERISHABLE PREPARED FOOD MANUFACTURING	1,337.00	63,238.00	64,575.00
324110	PETROLEUM REFINERIES	25,653.00	32,971.00	58,624.00
325411	MEDICINAL AND BOTANICAL MANUFACTURING	56,095.00	4,875.00	60,970.00
334510	ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS MANUFACTURING	186,184.00	710.00	186,894.00
339115	OPHTHALMIC GOODS MANUFACTURING	9,501.00	276,326.00	285,827.00
423450	MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS	178,266.00	23,780.00	202,046.00
424210	DRUGS AND DRUGGISTS' SUNDRIES MERCHANT WHOLESALERS	63,219.00	4,179.00	67,398.00
488510	FREIGHT TRANSPORTATION ARRANGEMENT	150,106.00	24.00	150,130.00
492110	COURIERS AND EXPRESS DELIVERY SERVICES	30,012,468.00	175.00	30,012,643.00
621111	OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)	1,042,077.00	2,321.00	1,044,398.00
<b>Grand Total</b>		<b>31,724,906.00</b>	<b>408,599.00</b>	<b>32,133,505.00</b>
<b>Number of Actions - July, August, September 2019</b>				



Sum of Action Obligation		Contracting Office		
NAICS Code	NAICS Description	OTSB	SMALL BUSINESS	Grand Total
311991	PERISHABLE PREPARED FOOD MANUFACTURING	\$39,176,377.82	\$115,394,980.43	\$154,571,358.25
324110	PETROLEUM REFINERIES	\$1,299,866,820.84	\$379,555,892.88	\$1,679,422,713.72
325411	MEDICINAL AND BOTANICAL MANUFACTURING	\$1,024,310,451.80	\$14,066,923.23	\$1,038,377,375.03
334510	ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS MANUFACTURING	\$169,924,531.44	\$63,831,432.49	\$233,755,963.93
339115	OPHTHALMIC GOODS MANUFACTURING	\$3,159,180.87	\$17,220,424.99	\$20,379,605.86
423450	MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS	\$451,830,949.67	\$121,693,710.21	\$573,524,659.88
424210	DRUGS AND DRUGGISTS' SUNDRIES MERCHANT WHOLESALERS	\$458,494,982.41	\$27,002,181.11	\$485,497,163.52
488510	FREIGHT TRANSPORTATION ARRANGEMENT	\$130,635,279.91	\$1,009,552.66	\$131,644,832.57
492110	COURIERS AND EXPRESS DELIVERY SERVICES	\$259,227,540.84	\$9,259,571.92	\$268,487,112.76
621111	OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)	\$1,365,269,196.43	\$28,240,824.88	\$1,393,510,021.31
<b>Grand Total</b>		<b>\$5,201,895,312.03</b>	<b>\$777,275,494.80</b>	<b>\$5,979,170,806.83</b>
<b>July, August, September 2019</b>				

# CONTRACTING OFFICES – NAICS - 311991

Sum of Action Obligation		Contracting Officers B		
Contracting Office Name	Contracting Office ID	OTSB	SMALL BUSINESS	Grand Total
USDA AMS 3J14	123J14	\$37,180,539.08	\$62,182,861.19	\$99,363,400.27
DLA TROOP SUPPORT	SPE300	\$989,234.45	\$17,839,766.80	\$18,829,001.25
	SPE3SU	\$54,856.22	\$26,217,584.33	\$26,272,440.55
INCIDENT SUPPORT SECTION(ISS70)	70FB70	-\$312,030.00	\$5,835,000.00	\$5,522,970.00
DLA TROOP SUPPORT INDO-PACIFIC	SPE302	\$157.04	\$710,071.50	\$710,228.54
W7NX USPFO ACTIVITY PA ARNG	W912KC		\$535,014.67	\$535,014.67
W6QM MICC-YUMA PROV GRD	W9124R	\$516,560.00		\$516,560.00
FCC BEAUMONT	15B502		\$386,012.60	\$386,012.60
W7M7 USPFO ACTIVITY IN ARNG	W912L9		\$307,865.62	\$307,865.62
W7NF USPFO ACTIVITY MI ARNG	W912JB	\$215,000.00	\$84,785.00	\$299,785.00
NAVSUP FLT LOG CTR NORFOLK	N00189	\$241,235.42		\$241,235.42
W7N5 USPFO ACTIVITY VA ARNG	W912LQ	\$6,006.00	\$216,381.04	\$222,387.04
DETENTION COMPLIANCE AND REMOVALS	70CDCR	\$10,782.40	\$197,811.60	\$208,594.00
FCC COLEMAN	15B302		\$159,067.76	\$159,067.76
BORDER ENFORCEMENT CTR DIV	70B03C	\$156,039.05		\$156,039.05

# DECIPHERING THE PIID

- Unique identifier
- 20 year – uniqueness
- Assigned to all contracts
- Related to solicitations

**DODAAC/UIC – FY – Type – Counter**  
From Defense.gov Contracts for July  
27, 2020  
**SPE7LX – 20 – D - 016**

## DEFENSE LOGISTICS AGENCY

Dynalec Corp. Inc., Sodus, New York, has been awarded an estimated \$17,685,523 firm-fixed-price, indefinite-quantity contract for electronic and communication components. This was a sole-source acquisition using justification 10 U.S. Code 2304 (c)(1), as stated in Federal Acquisition Regulation 6.302-1. This is a five-year base contract with three one-year option periods. Location of performance is New York, with a July 24, 2025, performance completion date. Using military service is Navy. Type of appropriation is fiscal 2020 through 2025 defense working capital funds. The contracting activity is the Defense Logistics Agency Land and Maritime, Columbus, Ohio ([SPE7LX20D016](#)). (Awarded July 24, 2020)

7/28/2020

# USING THE PIID TO ID OPPORTUNITIES

**Contract Opportunities**

Change Filters Clear All

**Status**  
 Active Only

**Keywords**  
spe7lx x  
Clear All

**Inactive Date**  
Any Time v  
Clear Filter

**Published Date**  
Any Time v  
Clear Filter

**Updated Date**  
Any Time v  
Clear Filter

**Search Results**  
Showing 1 - 10 of 81 results  
Sort By Relevance v

**Propeller Shaft**  
...  
Awardee Prop Shaft Inc. (014950689)  
Department/Ind. Agency DEPT OF DEFENSE  
Sub-tier DEFENSE LOGISTICS AGENCY (DLA)  
Office DLA Contracting Services Office - Columbus

**Planetary Gear Carrier**  
Department/Ind. Agency DEPT OF DEFENSE  
Sub-tier DEFENSE LOGISTICS AGENCY (DLA)  
Office DLA LAND AND MARITIME

**Contract Opportunities**  
Notice ID SPE7LX-17-R-0112  
Last Updated Date Jan 30, 2018  
Last Published Date Jan 30, 2018  
Type Original Award Notice

**Contract Opportunities**  
Notice ID SPE7LX-20-R-0099  
Last Updated Date Jul 14, 2020  
Last Published Date Jul 14, 2020  
Type Original Justification

7/28/2020

# USING THE PIID TO CREATE A CUSTOMER OVERVIEW

332722	BOLT, NUT, SCREW, RIVET, AND WASHER MANUFACTURING	\$158,238.00	\$496.00	\$158,734.00	0%
335129	OTHER LIGHTING EQUIPMENT MANUFACTURING		\$123,368.18	\$123,368.18	100%
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING		\$113,278.13	\$113,278.13	100%
335312	MOTOR AND GENERATOR MANUFACTURING	\$18,983.00	\$92,027.35	\$111,010.35	83%
332919	OTHER METAL VALVE AND PIPE FITTING MANUFACTURING		\$96,766.85	\$96,766.85	100%
336411	AIRCRAFT MANUFACTURING	\$88,393.25		\$88,393.25	0%
314999	ALL OTHER MISCELLANEOUS TEXTILE PRODUCT MILLS	\$76,509.82	\$0.00	\$76,509.82	0%
326220	RUBBER AND PLASTICS HOSES AND BELTING MANUFACTURING	\$58,865.00	\$750.00	\$59,615.00	1%
336999	ALL OTHER TRANSPORTATION EQUIPMENT MANUFACTURING		\$59,440.75	\$59,440.75	100%
332913	PLUMBING FIXTURE FITTING AND TRIM MANUFACTURING		\$36,526.43	\$36,526.43	100%
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS		\$33,466.92	\$33,466.92	100%
316998	ALL OTHER LEATHER GOOD AND ALLIED PRODUCT MANUFACTURING	\$0.00	\$28,527.30	\$28,527.30	100%
334413	SEMICONDUCTOR AND RELATED DEVICE MANUFACTURING		\$18,997.44	\$18,997.44	100%
335121	RESIDENTIAL ELECTRIC LIGHTING FIXTURE MANUFACTURING		\$17,647.81	\$17,647.81	100%
332992	SMALL ARMS AMMUNITION MANUFACTURING		\$14,036.49	\$14,036.49	100%
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING		\$8,485.95	\$8,485.95	100%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$3,068.50	\$5,100.00	\$8,168.50	62%
332721	PRECISION TURNED PRODUCT MANUFACTURING		\$5,850.00	\$5,850.00	100%
325998	ALL OTHER MISCELLANEOUS CHEMICAL PRODUCT AND PREPARATION MANUFACTURING	\$0.00	\$4,559.84	\$4,559.84	100%
336370	MOTOR VEHICLE METAL STAMPING	\$647.12	\$3,717.00	\$4,364.12	85%
333611	TURBINE AND TURBINE GENERATOR SET UNITS MANUFACTURING		\$3,517.24	\$3,517.24	100%
333612	SPEED CHANGER, INDUSTRIAL HIGH-SPEED DRIVE, AND GEAR MANUFACTURING	\$2,690.00	\$214.00	\$2,904.00	7%

- Contracting Office ID = SPE7LX: FY-19
- 90 NAICS
- 49 NAICS with > 75% awards to SB
- 38 NAICS with 100% awards to SB

# USING THE PIID TO CREATE A CUSTOMER OVERVIEW



Award or IDV Type	Contracting Officers Business Size Selection	Count of Award or IDV Type	Sum of Action Obligation
DELIVERY ORDER	OTHER THAN SMALL BUSINESS	736	\$82,747,097.02
	SMALL BUSINESS	2,083	\$86,212,619.18
DELIVERY ORDER Total		2,819	\$168,959,716.20
IDC	OTHER THAN SMALL BUSINESS	284	\$0.00
	SMALL BUSINESS	295	\$0.00
IDC Total		579	\$0.00
PURCHASE ORDER	OTHER THAN SMALL BUSINESS	16	\$114,727.78
	SMALL BUSINESS	48	\$519,893.55
PURCHASE ORDER Total		64	\$634,621.33
Grand Total		3,462	\$169,594,337.53

# HOW TO PREPARE – GOVERNMENT SIDE

1. SAM Registration – insure registration is active
2. Verify access to login.gov
3. Other registrations – verify access / update credentials
  - E.g. DIBBS – new requirements
    - Must log into DIBBS account within 35 days
    - Log in > 60 days – account may be terminated
    - Suggestion – log into DIBBS every 30 days
4. Familiarity with password requirements
5. Certificates

# HOW TO PREPARE – COVID

- Don't assume – what was normal and routine last year may not be so this year
- Sub to primes –
  - Connect with prime – check in, be available
  - Verify POC is still in place
  - Verify vendor status
  - Ask about any changes to procedures / processes / requirements
  - Inquire about any new cyber requirements
  - Terms and Conditions
  - Delay + other

# PREPARATIONS - COMMERCIAL

- Check in with suppliers
  - Determine operating status
  - Limitations
  - Delays
  - Ability to support/respond
- Loans – finances
- Terms – Regulations
  - FOB | Inspection | Acceptance

# COMPANY - INTERNAL

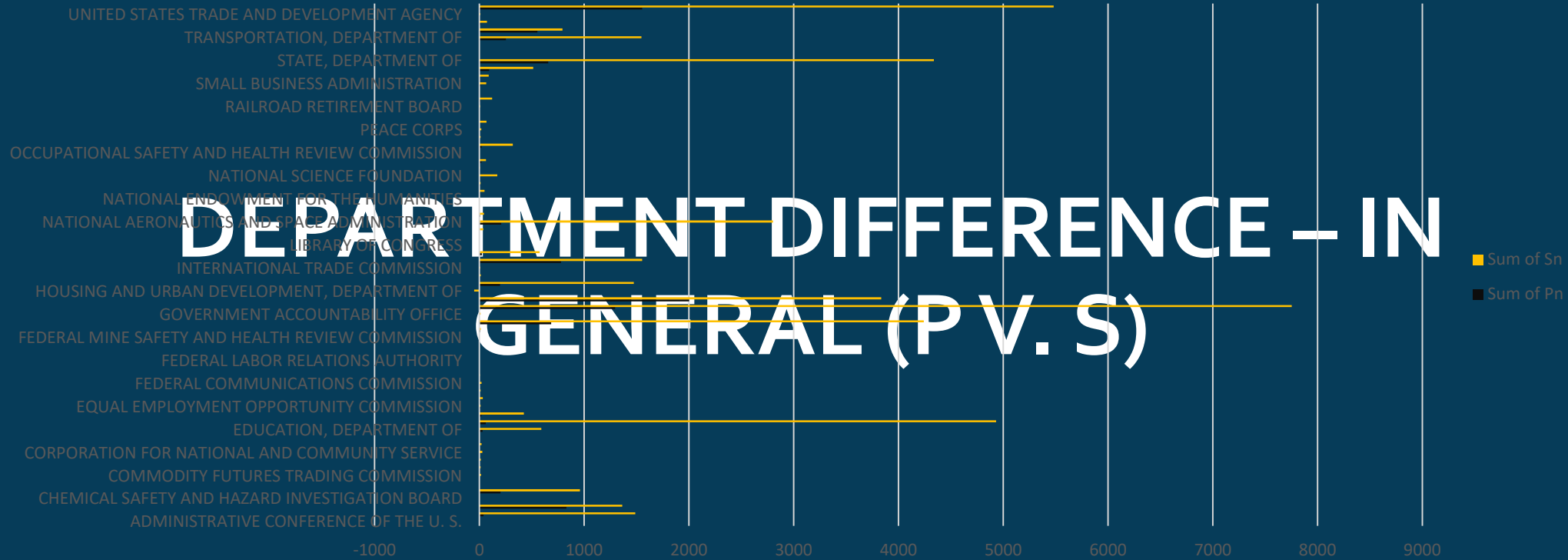
- Subcontracts |P.O.'s – language, consideration
- Insurance
- Business Continuity
- Information management
- Project management
- Managing terms and conditions
- Key areas –
  - Cyber – especially for DoD/DFARS 252.204-7012 (NIST 800-171)
  - Limitation on Subcontracting/Non-manufacturer Rule

# GENERAL ENVIRONMENT – CURRENT TO EOY

33

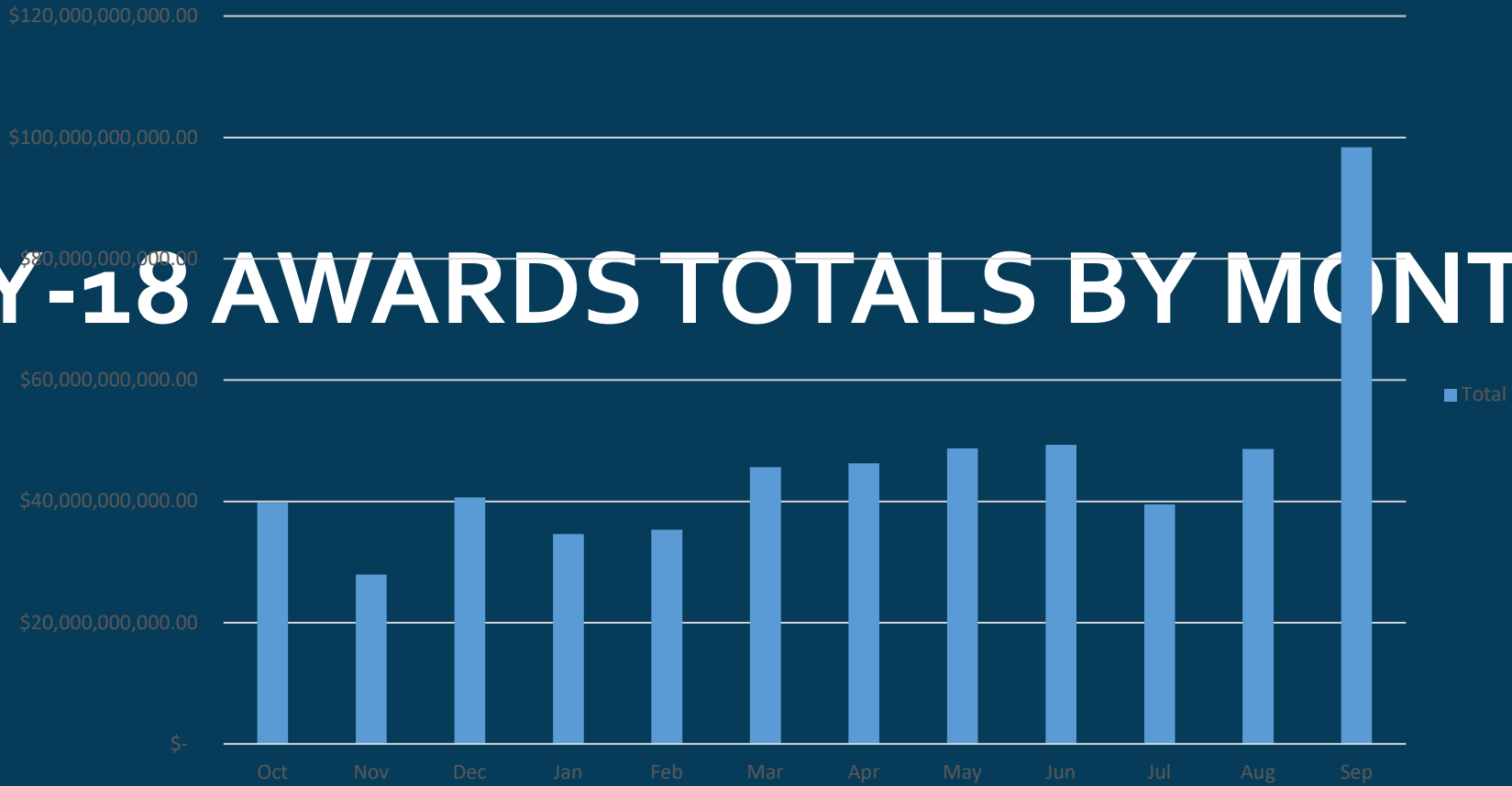
- Fast paced
- Need paced
- High volume
- Outcome based
- Too much work – not enough time
- Want sources that can perform
- Results oriented

# DEPARTMENT DIFFERENCE – IN GENERAL (P V. S)

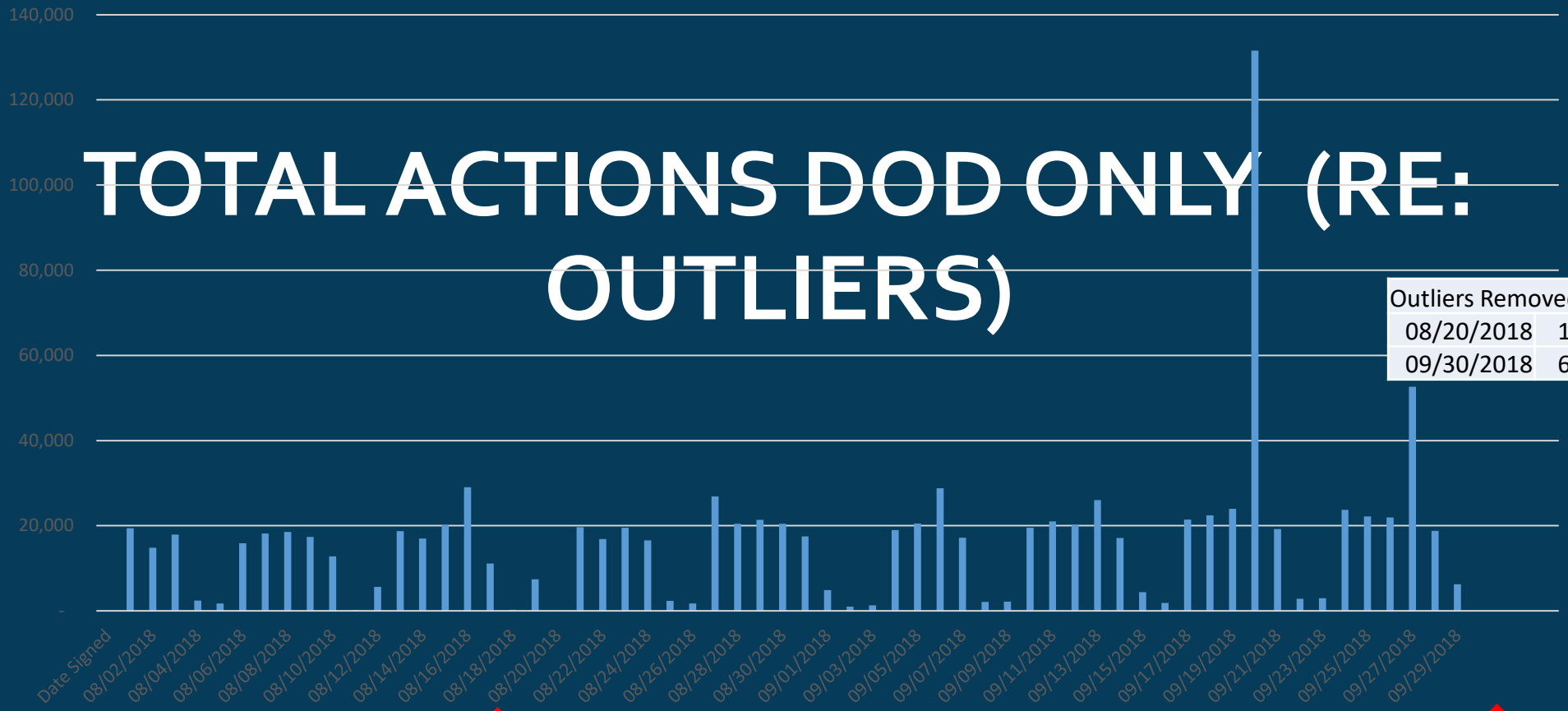


FY-18 data | Aug/Sep | DoD data removed to avoid skewing – values in Millions

# FY-18 AWARDS TOTALS BY MONTH



# TOTAL ACTIONS DOD ONLY (RE: OUTLIERS)



Outliers Removed	
08/20/2018	1,608,030
09/30/2018	6,357,023



7/28/2020

DoD - data all days



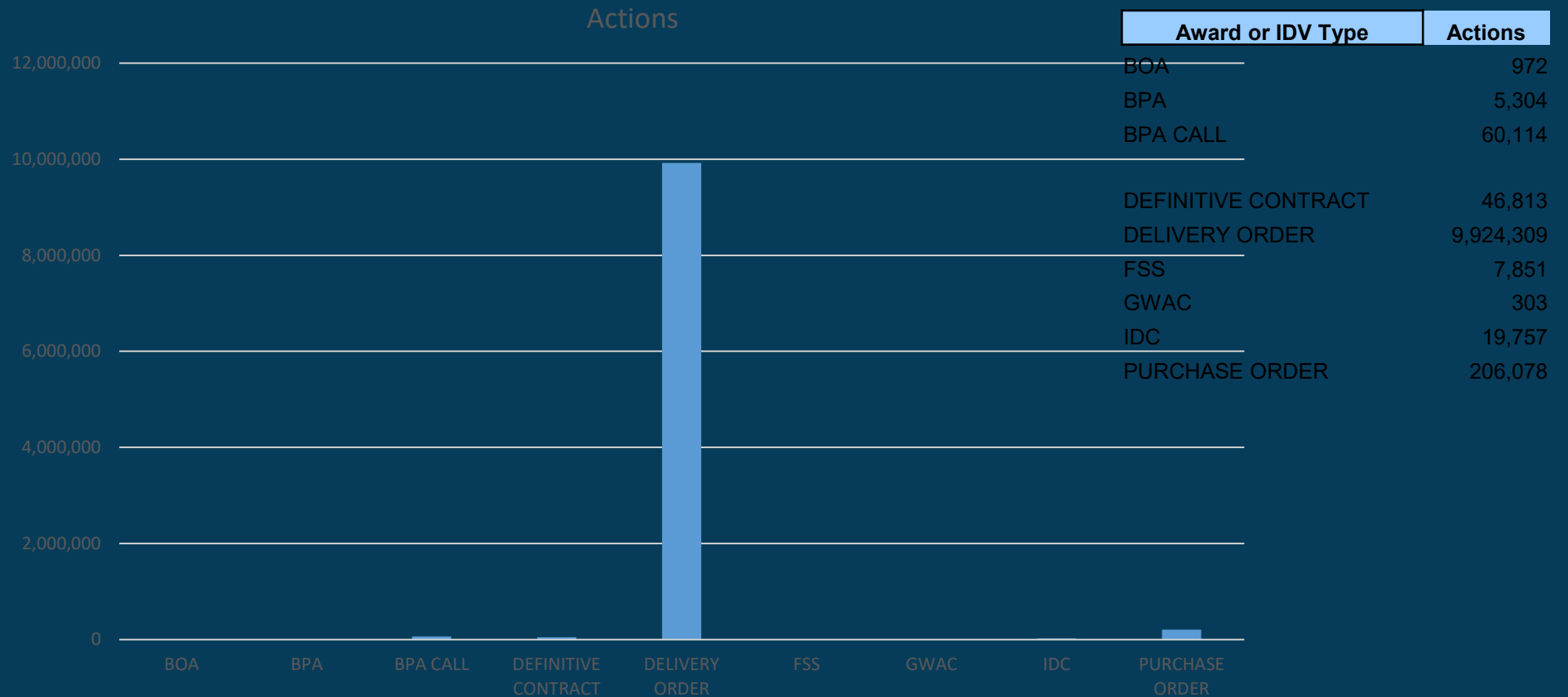
# THE EFFECT OF OUTLIERS

Awards: July - August - September 2019

# THE RACE TO THE END OF THE YEAR



# ACQUISITION VEHICLE (ACTIONS) – LAST TWO MONTHS (FY-18) <sup>39</sup>

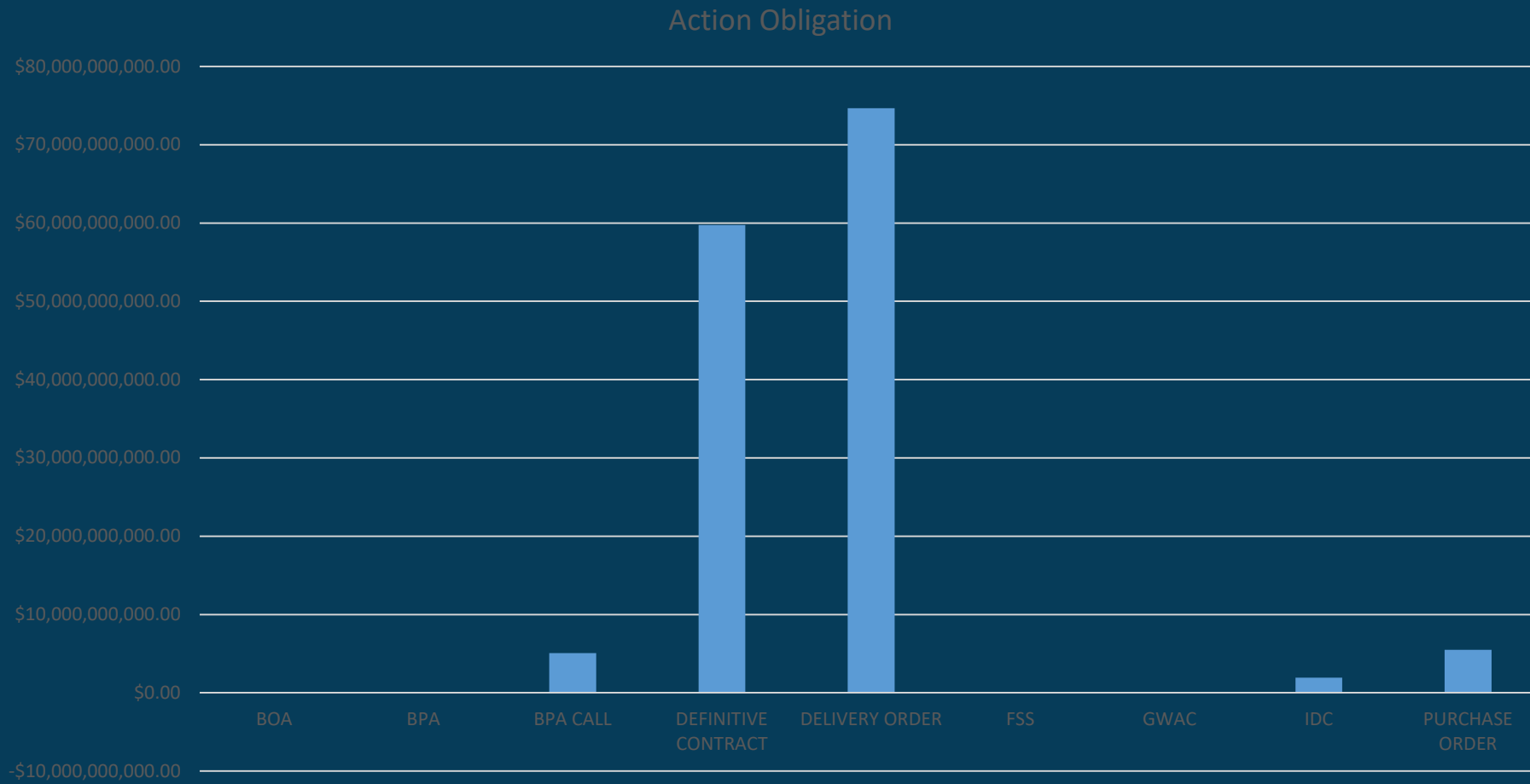


# ACQUISITION VEHICLE (AVG AWD) – LAST TWO MONTHS (FY-18)

Award or IDV Type	Average Award
BOA	\$129,681.45
BPA	\$1,195.96
BPA CALL	\$84,215.45
DEFINITIVE CONTRACT	\$1,276,001.91
DELIVERY ORDER	\$7,522.60
FSS	\$0.00
GWAC	-\$20.63
IDC	\$98,467.47
PURCHASE ORDER	\$26,684.58

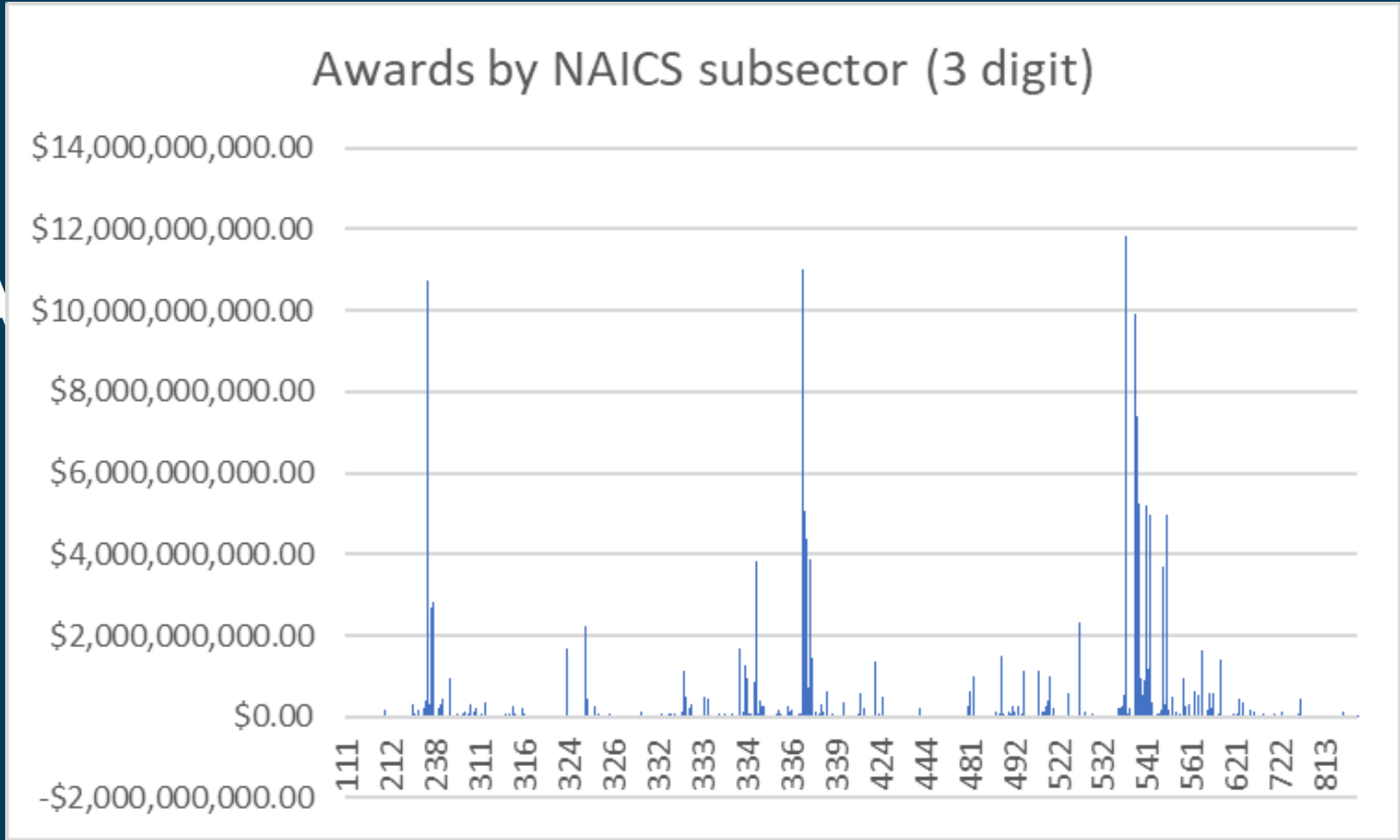


# ACQUISITION VEHICLE – LAST TWO MONTHS (FY-18)



A

R



# NAICS SELECTION CRITERIA

- The contracting officer shall select the NAICS code which best describes the principal purpose of the product or service being acquired.
- Primary consideration is given to the industry descriptions in the U.S. NAICS Manual, the product or service description in the solicitation and any attachments to it, the relative value and importance of the components of the procurement making up the end item being procured, and the function of the goods or services being purchased.
- A procurement is usually classified according to the component which accounts for the greatest percentage of contract value.

# NAICS SELECTION CRITERIA

- A concern that submits an offer or quote for a contract where the NAICS code assigned to the contract is one for supplies, and furnishes a product it did not itself manufacture or produce, **is categorized as a nonmanufacturer and deemed small if it meets the requirements of 19.102(f).**
- As a result, some NAICS are not to be used to classify procurements. Identified on the next slide.
- The nonmanufacturer rule allows for SB performance (extends & ease) which would not be possible if adherence to Limitations on Subcontracting was required.

## Sector – 42 Wholesale Trade

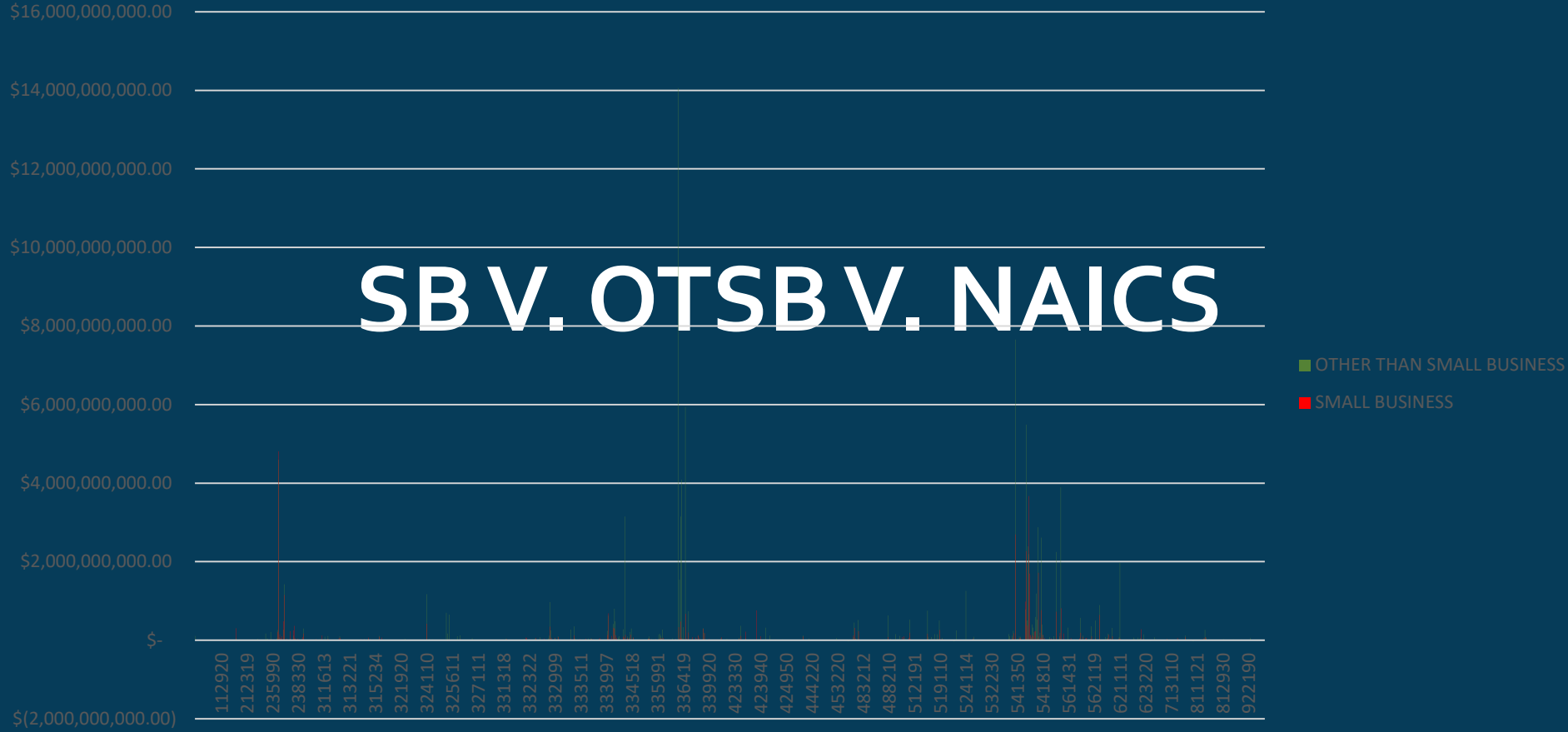
## Sectors 44-45 Retail Trade

# NAICS SELECTION REMINDER

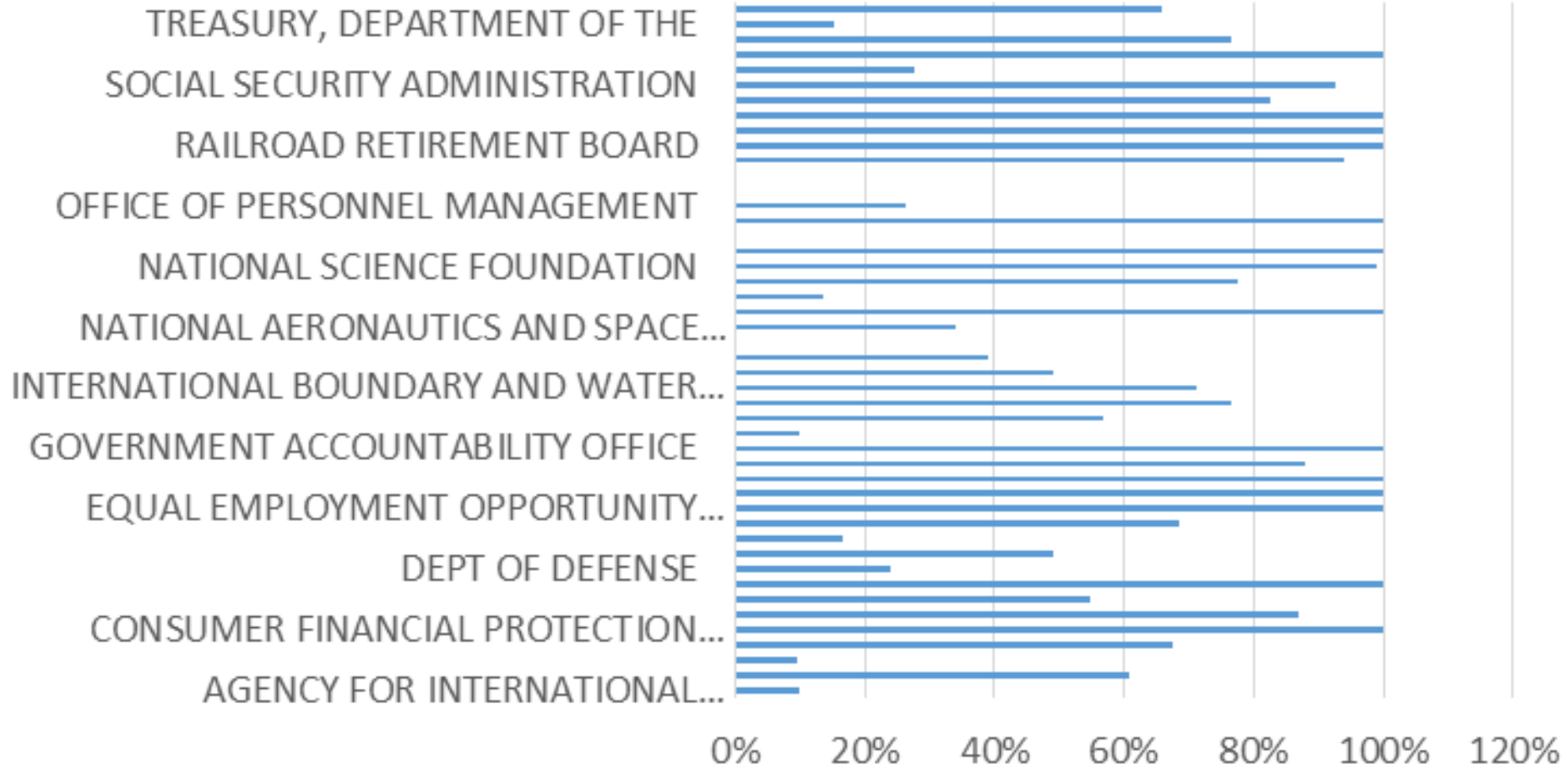
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

Source: SBA Table of Size Standards: <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards/table-small-business-size-standards>



## % SB Awards (NAICS: 314121 -- 33240)



# BIG SPENDERS - GOOD SB CUSTOMER?

Row Labels	OTSB	SMALL		Grand Total	% awds SB
			BUSINESS		
CDC OFFICE OF ACQUISITION SERVICES	\$715,240,035	\$87,229,131	\$802,469,166	11%	
W4MM USA JOINT MUNITIONS CMD	\$540,673,365	\$30,739,257	\$571,412,622	5%	←
NATIONAL CMOP OFFICE (NCO)(00770)	\$557,526,253	\$7,451,441	\$564,977,694	1%	←
W6QK ACC-PICA	\$263,035,618	\$88,476,298	\$351,511,916	25%	
US MINT HEADQUARTERS	\$119,499,645	\$121,235,507	\$240,735,152	50%	
DLA TROOP SUPPORT	\$111,239,030	\$109,349,973	\$220,589,003	50%	
FA8672 FLCMC EBMK	\$194,023,993		\$194,023,993	0%	←
OFFICE OF ACQ MGMT POLICY	\$136,782,596	\$28,902,056	\$165,684,652	17%	
DLA LAND AND MARITIME	\$57,374,308	\$74,621,200	\$131,995,508	57%	
NAVSEA HQ	\$117,400,288		\$117,400,288	0%	←
W6QK ACC-APG	\$100,478,995	\$6,875,822	\$107,354,816	6%	
NSWC INDIAN HEAD EOD TECH DIV	\$93,675,654	\$4,199,270	\$97,874,924	4%	
NAVSUP WEAPON SYSTEMS SUPPORT MECH	\$49,989,501	\$12,794,137	\$62,783,638	20%	
248-NETWORK CONTRACT OFC 8(00248)	\$61,123,799	\$1,372,655	\$62,496,454	2%	←
250-NETWORK CONTRACT OFC 10(00250)	\$54,741,130	\$409,821	\$55,150,951	1%	←
DLA AVIATION	\$28,352,877	\$25,875,699	\$54,228,575	48%	

# TOP SB CONTRACTING OFFICES - % OF TOTAL AWDS

US MINT HEADQUARTERS	50%	\$121,235,507
DLA TROOP SUPPORT	50%	\$109,349,973
W6QK ACC-PICA	25%	\$88,476,298
CDC OFFICE OF ACQUISITION SERVICES	11%	\$87,229,131
DLA LAND AND MARITIME	57%	\$74,621,200
W4MM USA JOINT MUNITIONS CMD	5%	\$30,739,257
OFFICE OF ACQ MGMT POLICY	17%	\$28,902,056
DLA AVIATION	48%	\$25,875,699
ACQUISITIONS - AQMMA	44%	\$20,565,232
W4GG HQ US ARMY TACOM	39%	\$17,156,419
NSWC CRANE	36%	\$15,008,048
USSOCOM REGIONAL CONTRACTING OFFICE	100%	\$13,228,479
NAVSUP WEAPON SYSTEMS SUPPORT MECH	20%	\$12,794,137
DLA LAND WARREN	34%	\$10,846,492
MISSION SUPPORT CTR DIV	97%	\$10,293,337
W07V ENDIST ROCK ISLAND	100%	\$9,147,707
W071 ENDIST WALLA WALLA	100%	\$7,896,681

## Details for:

W07V ENDIST ROCK ISLAND  
W071 ENDIST WALLA WALLA

Product PSC	Service PSC	Grand Total
21	1	22
12		12
<b>33</b>	<b>1</b>	<b>34</b>

Contracting Office Name (Multiple Items)	Sum of Action Obligation	Column Label	OTSB	SMALL BUSINESS	Grand Total
325613				\$9,325	\$9,325
326122				\$9,455	\$9,455
326211				\$15,556	\$15,556
326291				\$66,910	\$66,910
327331				\$10,780	\$10,780
327390				\$22,229	\$22,229
331110			\$17,062		\$17,062
331221				\$7,555	\$7,555
332312				\$15,203,642	\$15,203,642
332313				\$9,919	\$9,919
332420				\$0	\$0
332618				\$353,060	\$353,060
332710				\$658,520	\$658,520
332722				\$52,090	\$52,090
332911				\$57,159	\$57,159
332913				\$20,264	\$20,264
332996				\$342,975	\$342,975
332999				\$16,463	\$16,463
333111				\$6,997	\$6,997
333112				\$7,645	\$7,645
333120				\$164,473	\$164,473
333243				\$9,373	\$9,373
<b>Grand Total</b>			<b>\$17,062</b>	<b>\$17,044,388</b>	<b>\$17,061,450</b>

7/28/2020

FY – 16 data

Count of Product or Service Desc		
Contracting Office Name	Product or Service Description	Total
W071 ENDIST WALLA WALLA	BARS AND RODS, NONFERROUS BASE METAL	1
	BEARINGS, ANTIFRICTION, UNMOUNTED	2
	CHAIN AND WIRE ROPE	3
	COMPRESSORS AND VACUUM PUMPS	1
	DRAPERIES, AWNINGS, AND SHADES	1
	HAZARDOUS MATERIAL SPILL CONTAINMENT AND CLEAN-UP EQUIPMENT AND MATERIAL	1
	MAINT/REPAIR/REBUILD OF EQUIPMENT- MISCELLANEOUS	1
	NUTS AND WASHERS	4
	PIPE, TUBE AND RIGID TUBING	4
	PLUMBING FIXTURES AND ACCESSORIES	2
	POWER AND HAND PUMPS	1
	RUBBER FABRICATED MATERIALS	3
	SCAFFOLDING EQUIPMENT AND CONCRETE FORMS	1
	SOIL PREPARATION EQUIPMENT	1
	STORAGE TANKS	2
	TIRES AND TUBES, PNEUMATIC, AIRCRAFT	1
	TRACTORS, WHEELED	1
	VALVES, POWERED	1
	WATER TURBINES AND WATER WHEELS; AND COMPONENTS	1
	WINCHES, HOISTS, CRANES, AND DERRICKS	1
<b>W071 ENDIST WALLA WALLA Total</b>		<b>33</b>
W07V ENDIST ROCK ISLAND	BARS AND RODS	1
	FANS, AIR CIRCULATORS, AND BLOWER EQUIPMENT	1
	IRON AND STEEL PRIMARY AND SEMIFINISHED PRODUCTS	7
	LATHES	1
	MISCELLANEOUS SPECIAL INDUSTRY MACHINERY	2
	ROAD CLEARING, CLEANING, AND MARKING EQUIPMENT	1
	STRUCTURAL SHAPES	6
	TEXTILE FABRICS	2
	TILE, BRICK AND BLOCK	1
	TRACTORS, WHEELED	1
	VALVES, NONPOWERED	1
<b>W07V ENDIST ROCK ISLAND Total</b>		<b>24</b>
<b>Grand Total</b>		<b>57</b>

		Data	
Contracting Office Name	Award or IDV Type	Count of Award or IDV Type	Sum of Action Obligation
W071 ENDIST WALLA WALLA	BPA	1	\$ -
	BPA CALL	10	\$ 79,908.12
	DEFINITIVE CONTRACT	1	\$ 6,779,500.00
	DELIVERY ORDER	8	\$ 694,470.50
	IDC	1	\$ -
	PURCHASE ORDER	12	\$ 342,802.55
W071 ENDIST WALLA WALLA Total		33	\$ 7,896,681.17
W07V ENDIST ROCK ISLAND	DEFINITIVE CONTRACT	13	\$ 8,744,987.32
	DELIVERY ORDER	3	\$ 278,742.33
	IDC	1	\$ -
	PURCHASE ORDER	7	\$ 123,977.61
W07V ENDIST ROCK ISLAND Total		24	\$ 9,147,707.26
Grand Total		57	\$ 17,044,388.43

FY – 16 data

# OTHER CONSIDERATIONS

- Actions below the micro-purchase threshold\* are exempt from TAA and BAA.
- Changes (waivers) to the micro-purchase threshold, may impact data entries moving forward due to the raised limit.
- In many cases, during this time of year response time is essential.
  - Being able to source and provide either TAA or BAA compliant items
  - Planning and identification of sources may be beneficial
- Awards identify potential customers; RFPs/RFQs will occur prior to the award date.
- IDV's will require more research and timing

# COMMERCIAL ITEM RESPONSE TIME

- The contracting officer must **establish** a solicitation **response time** that **will afford potential offerors a reasonable opportunity to respond** to each proposed contract action, (including actions where the notice of proposed contract action and solicitation information is accessible through the GPE), in an amount estimated to be greater than \$25,000, but not greater than the simplified acquisition threshold; or each contract action for the acquisition of commercial items in an amount estimated to be greater than \$25,000.
- May be a couple of days.
- Opportunity may be directly related to the ability to respond with the required information within the time frame established.

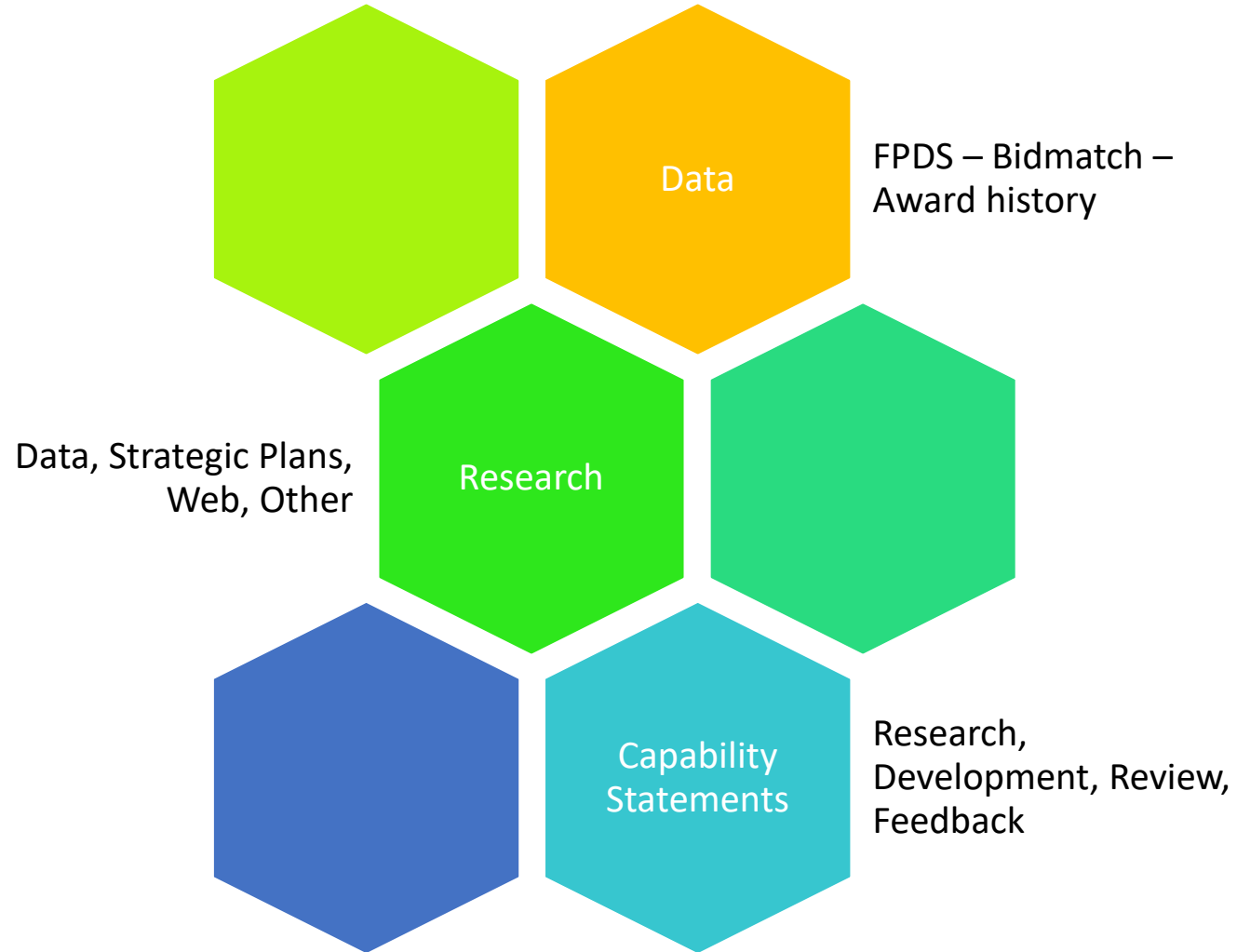
# BETA.SAM.GOV NOTICES

- Sources Sought notices
  - Typically are numbered independently of RFQ's and/or RFP's
  - Input is market research and documentation
  - Responding does not imply any further contact or notification
  - Watch this opportunity – will not link to a separately numbered RFQ/RFP notice even though the items/services are the same
  - The next information may be unfortunately viewing an Award notice of a missed opportunity

# DOCUMENTS

- System for Award Management (SAM)
- Dynamic Small Business Search
- Capabilities Statement – tailored
- WPI – bidmatch profile
  - Review
  - Update
- GSA schedule holders; determine if Sale/Sale pricing is justified

# CONNECT WITH WPI



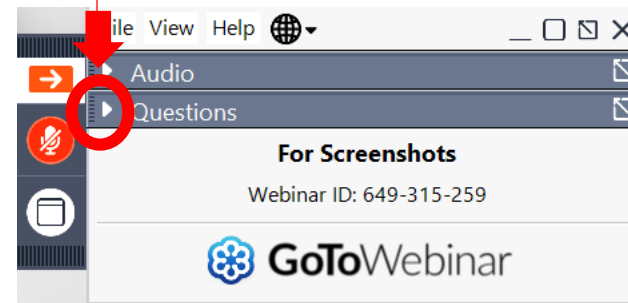
7/28/2020

# QUESTIONS?



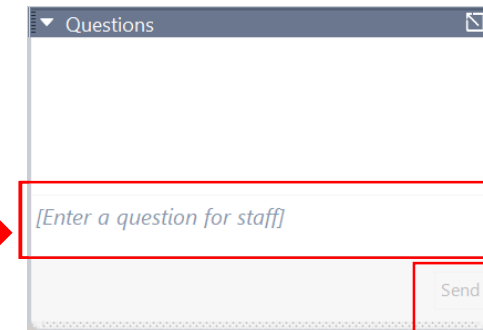
## OPENING THE QUESTIONS BOX

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 WEBINAR SERIES

- August 14, 2020

## **Introduction to CMMC Level 1**

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

- August 18, 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)

- August 26, 2020

## **The Path to CMMC Level 3**

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

# CYBER FRIDAY LIVE WEBINAR SERIES

- |                      |  |                     |   |
|----------------------|--|---------------------|---|
| <b>Sept 11, 2020</b> | A Deep Dive into DFARS 252.204-7012 - Looking beyond NIST 800-171 r1               | <b>Dec 4, 2020</b>  | Securing the Supply Chain - "No man is an island"   |
| <b>Sept 25, 2020</b> | Information Security - An overview of programs, general requirements and resources | <b>Dec 18, 2020</b> | Developing and implementing practices, policies and procedures using CMMC reference documents |
| <b>Oct 9, 2020</b>   | Economic Espionage - You have what they want.                                      | <b>Jan 8, 2021</b>  | The other side of CMMC  |
| <b>Oct 23, 2020</b>  | Guarding and Securing Intangibles - Protecting what you cannot see and touch       | <b>Jan 22, 2021</b> | Overview of CMMC Level 1  |
| <b>Nov 6, 2020</b>   | Tools, practices and resources for your cyber-security toolbox                     | <b>Feb 5, 2021</b>  | Embarking on the path to CMMC Level 3   |
| <b>Nov 20, 2020</b>  | An overview of cyber-threats - What you can't see - can put you out of business!   | <b>Feb 19, 2021</b> | Preparing for a CMMC Certification assessment   |
|                      |  | <b>Mar 5, 2021</b>  | CMMC Level 3 - Completing the steps needed to protect Controlled Unclassified Information.    |

## PRESENTED BY



# - SAVE THE DATE -



## 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)



*In partnership with Volk Field ANGB 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/>



# 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)



*In partnership with Volk Field ANG and Fort McCoy*

## HOSTS





# 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)



*In partnership with Volk Field ANG and Fort McCoy*

## PARTNERS



# A CRITICAL NOTICE FROM WPI

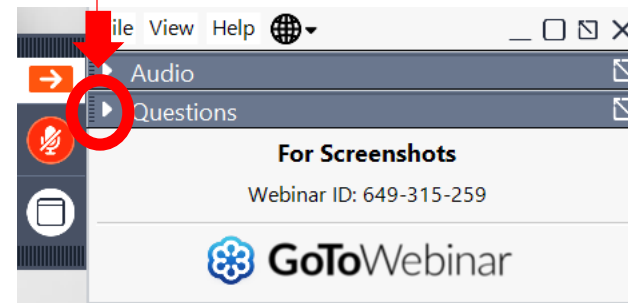
- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
  - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
  - 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](mailto:marcv@wispro.org) or 920-456-9990*

# QUESTIONS?



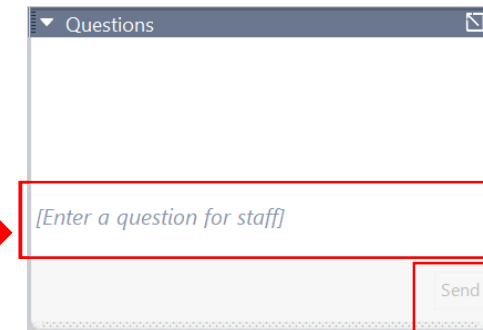
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# SURVEY



# CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

**Benjamin Blanc**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

# PRESENTED BY

**Wisconsin Procurement Institute (WPI)**

[www.wispro.org](http://www.wispro.org)

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[marcv@wispro.org](mailto:marcv@wispro.org) | 920-456-9990

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