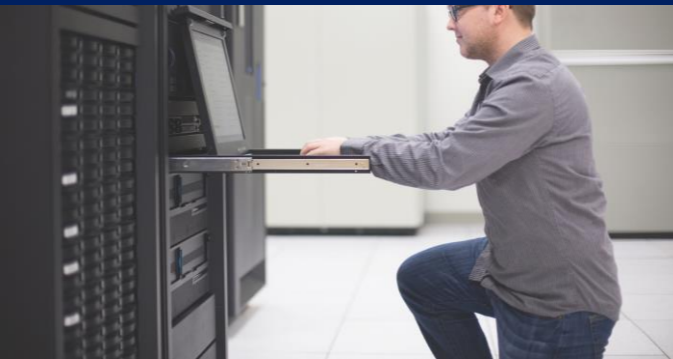




A Procurement Technical Assistance Center (PTAC)

WHAT'S AVAILABLE NOW IN GOVERNMENT CONTRACTING FOR NORTHWEST WISCONSIN

July 8, 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 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

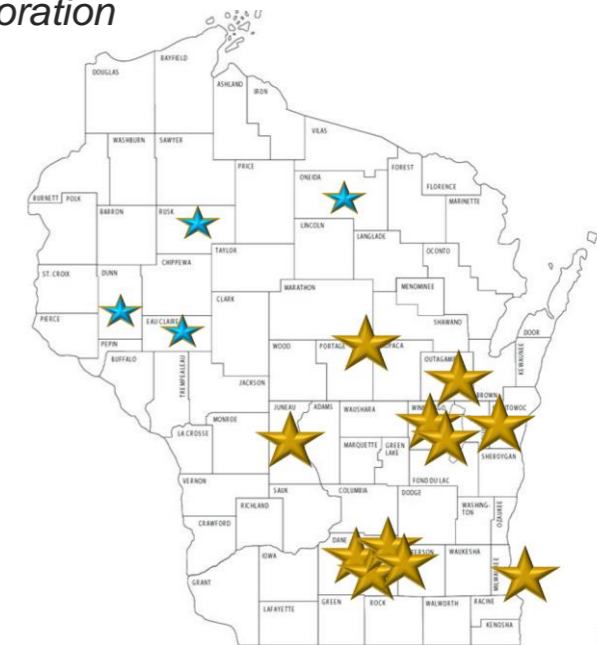
- *Indianhead Community Action Agency*

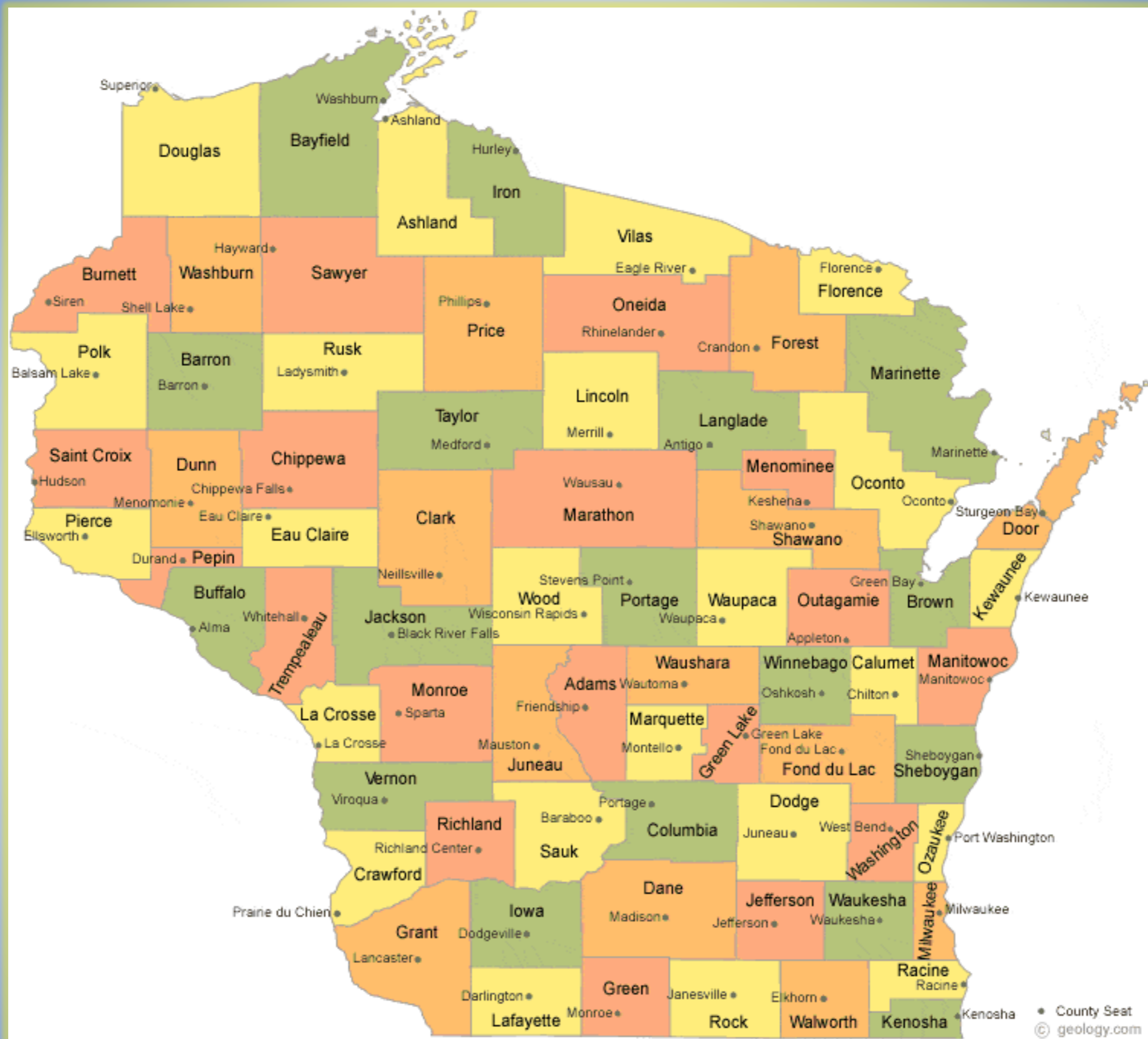
▪ RHINELANDER

- *Nicolet Area Technical College*

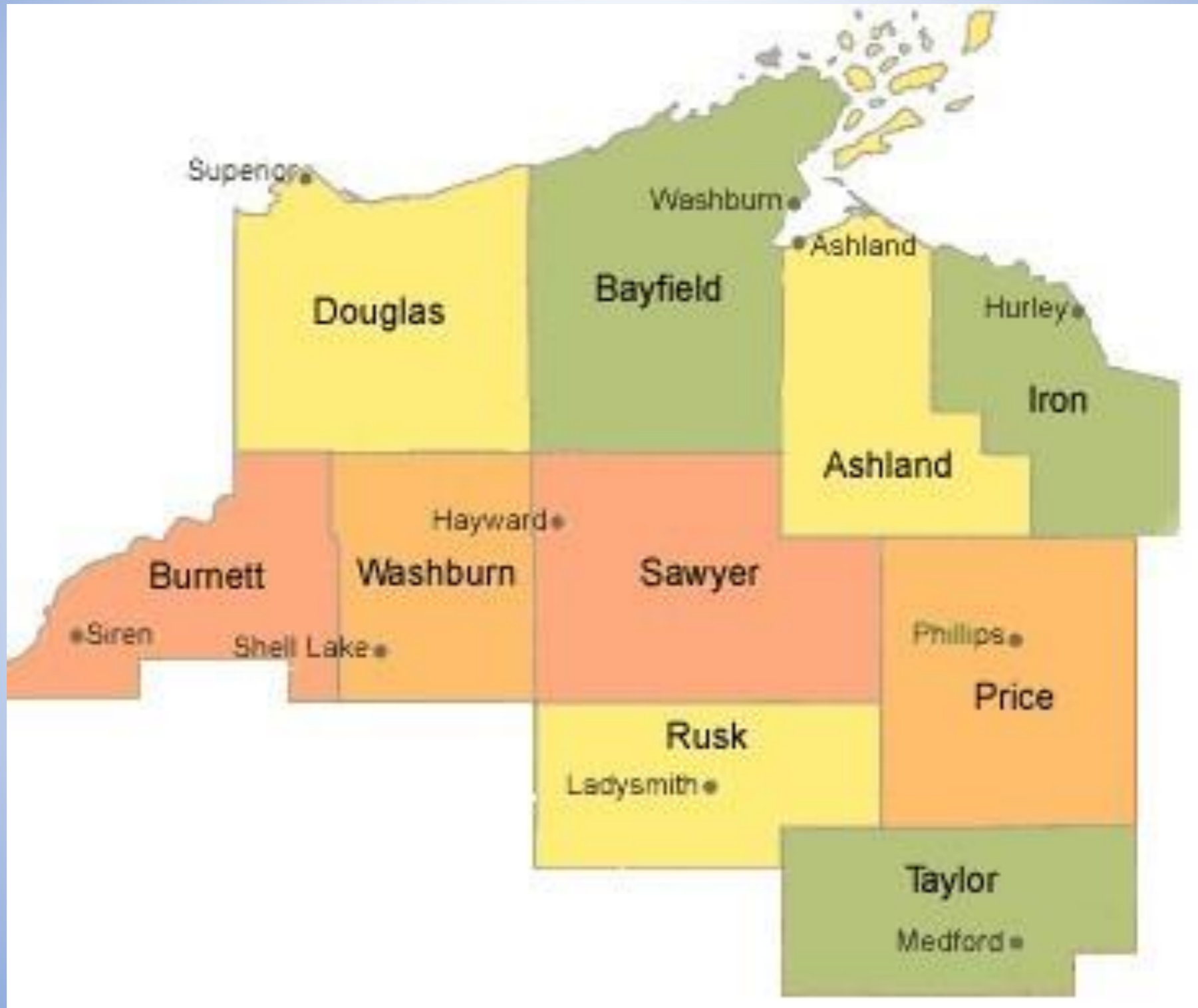
▪ GREEN BAY

- *Advance Business & Manufacturing Center*





NORTHWESTERN WISCONSIN



NORTHWESTERN WISCONSIN

COUNTIES:

Ashland
Bayfield
Burnett
Douglas
Iron
Price
Rusk
Sawyer
Taylor
Washburn

TRIBAL NATIONS:

Bad River
Red Cliff
Lac du Flambeau
Lac Courte Oreilles
St. Croix

COMMUNITIES:

Ashland
Bayfield
Hayward
Hurley
Ladysmith
Washburn
Phillips
Medford

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/civilrights/dbe/default.aspx>



Northwest Region - Ashland, Barron, Bayfield, Buffalo, Burnett, Chippewa, Clark, Douglas, Dunn, Eau Claire, Jackson, Pepin, Pierce, Polk, Rusk, St. Croix, Sawyer, Taylor, Trempealeau and Washburn

- [Northwest Region program summary](#)
- [Northwest Region project listing](#)
- [Northwest Region project map 2020-2025](#)

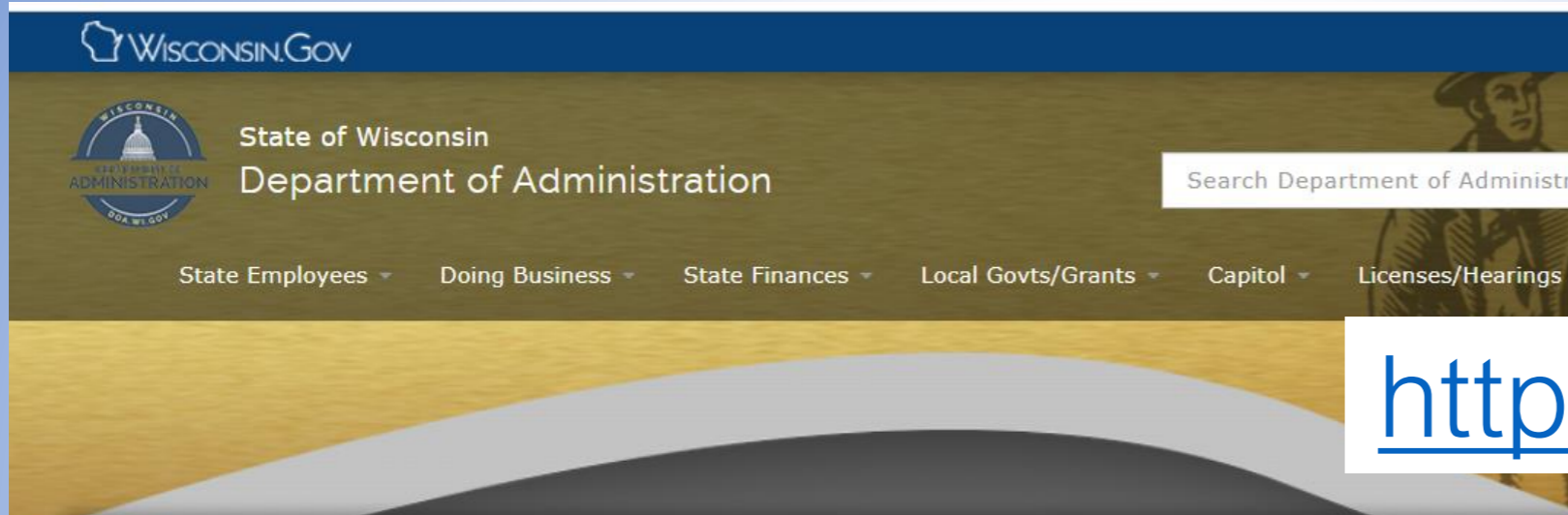
For questions about individual Northwest Region projects, contact:

Christena O'Brien, WisDOT Northwest Regional
Communications Manager

(715) 833-9814

christena.obrien@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 |
|--------------------------|-------|--------|----------------|------------|------------------------|
|--------------------------|-------|--------|----------------|------------|------------------------|

| | | | | | |
|----------------|--|---------------------|-----------|----------------------|--------------------------|
| 8961-0-2020-BP | Shelving for Nakoosa Trail Facility | City of Madison | 7/2/2020 | 7/17/2020 2:00:00 PM | <input type="checkbox"/> |
| n/a | City of Fond du Lac Feasibility Study Consultant for Lakeside Park Multi-purpose building and amphitheater | City of Fond du Lac | 6/25/2020 | 7/17/2020 8:00:00 AM | <input type="checkbox"/> |
| 21-5877 | CHROMOGENIC AND FLUOROGENIC ENZYME SUBSTRATE(UW-MAD)[21-5877] | UW MADISON | 7/2/2020 | 7/16/2020 2:00:00 PM | <input type="checkbox"/> |
| 21-5063 | Credentials for UW-Madison Athletic Events(UW-MAD)[21-5063] | UW MADISON | 6/26/2020 | 7/16/2020 2:00:00 PM | <input type="checkbox"/> |
| C21--007-M | Stoelting Digital Dual Mouse Stereotaxic Instrument and Accessories | UW MILWAUKEE | 7/7/2020 | 7/16/2020 9:00:00 AM | <input type="checkbox"/> |
| 20-5008 | ENTERPRISE ACCESS CONTROL SOLUTION(UW-MAD)[20-5008] | UW MADISON | 3/3/2020 | 7/15/2020 2:00:00 PM | <input type="checkbox"/> |
| 8959-0-2020-BP | Radio Shop Tower | City of Madison | 6/29/2020 | 7/14/2020 2:00:00 PM | <input type="checkbox"/> |
| 2020-19 | Clinical Drug and Alcohol Testing | Portage County | 6/17/2020 | 7/14/2020 2:00:00 PM | <input type="checkbox"/> |
| C21-006-M | TecQuipment Model H410 Viscosity and Particle Drag Apparatus | UW MILWAUKEE | 7/7/2020 | 7/14/2020 9:00:00 AM | <input type="checkbox"/> |

[View Simplified Bid](#)

[Back to Bids](#)

Solicitation Reference #: n/a

Title: City of Fond du Lac Feasibility Study Consultant for Lakeside Park Multi-purpose building and amphitheater

Available Date: 6/25/2020

Due Date: 7/17/2020 8:00:00 AM

Are faxed Bids acceptable? No

Are e-mailed bids acceptable? No

Bid Synopsis: The City of Fond du Lac is seeking proposals for a consultant to provide a feasibility study of 2 potential developments in Lakeside Park.

Agency Contact: [Josh Musack](#), Phone: 920-322-3453 Fax: 920-322-3402

Documents: [RFP 6/25/2020](#)
[Scoring Blank 6/25/2020](#)

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

McGregor Lake Habitat Rehab & Enhancement Project

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Interested Vendors List

What you think matters!

[Provide Feedback](#)

ACTIVE

Contract Opportunity

Notice ID

W912ES20B0019

Related Notice

W912ES20B0019

Department/Ind. Agency

DEPT OF DEFENSE

Sub-tier

DEPT OF THE ARMY

Major Command

USACE

Sub Command

MVD

Office

W07V ENDIST ST PAUL

General Information

Contract Opportunity Type: Solicitation (Original)

All Dates/Times are: (UTC-05:00) CENTRAL STANDARD TIME, CHICAGO, USA

Original Published Date: Jul 01, 2020 02:52 pm CDT

Original Date Offers Due: Jul 31, 2020 02:00 pm CDT

Inactive Policy: 15 days after date offers due

Original Inactive Date: Aug 15, 2020



Follow

Supervisory Control and Data Acquisition (SCADA) System Maintenance for Water and Wastewater Facilities at Fort McCoy, Wisconsin

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Interested Vendors List

What you think matters!

[Provide Feedback](#)

ACTIVE

Contract Opportunity

Notice ID

W911SA-20-Q-3085

Related Notice

Department/Ind. Agency

DEPT OF DEFENSE

Sub-tier



Follow

Waste Water Treatment Plant Renovations, Ft. McCoy, WI

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Interested Vendors List

What you think matters!

[Provide Feedback](#)

● ACTIVE

Contract Opportunity

Notice ID
W9128F-20-R-0082

Related Notice
W9128F-20-R-0082

Department/Ind. Agency
DEPT OF DEFENSE
Sub-tier
DEPT OF THE ARMY
Major Command
USACE
Sub Command
NWD
Office
W071 ENDIST OMAHA

General Information

Contract Opportunity Type: Solicitation (Original)

All Dates/Times are: (UTC-06:00) MOUNTAIN STANDARD TIME, DENVER, USA



Follow

Forest Inventory and Analysis BPA Suite

Contract Opportunity

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

● ACTIVE

Contract Opportunity

Notice ID
12-5680-20-R-0001

Related Notice

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

General Information

Contract Opportunity Type: Sources Sought (Original)
All Dates/Times are: (UTC-05:00) CENTRAL STANDARD TIME, CHICAGO, USA
Original Published Date: Jan 09, 2020 08:00 am CST
Original Response Date: Dec 31, 2020 11:59 pm CST
Inactive Policy: 15 days after response date
Original Inactive Date: Jan 15, 2021

What you think matters!

[Provide Feedback](#)



115 Fighter Wing Main Gate Barrier Upgrade

Contract Opportunity

● ACTIVE

Notice ID
W50S9F-20-R-0008

Related Notice

Department/Ind. Agency
DEPT OF DEFENSE
Sub-tier
DEPT OF THE ARMY
Major Command
NGB
Office
W7N8 USPFO ACTIVITY WIANG 115

Contract Opportunity

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

Interested Vendors List

💬 What you think matters!

[Provide Feedback](#)

General Information

Contract Opportunity Type: Sources Sought (Original)
All Dates/Times are: (UTC-05:00) CENTRAL STANDARD TIME, CHICAGO, USA
Original Published Date: Jun 23, 2020 01:25 pm CDT
Original Response Date: Jul 15, 2020 03:00 pm CDT
Inactive Policy: 15 days after response date
Original Inactive Date: Jul 30, 2020
Initiative:

- None



 Follow

Contract Opportunity

General Information


Classification

Description

Attachments/Links


Contact Information

History

 What you think matters!

[Provide Feedback](#)

Ash River Insulation Project

 ACTIVE

Contract Opportunity

Notice ID

140P6420R0022

Related Notice

Department/Ind. Agency

INTERIOR, DEPARTMENT OF THE

Sub-tier

NATIONAL PARK SERVICE

Office

MWR OHIO(64000)

General Information

Contract Opportunity Type: Solicitation (Original)

All Dates/Times are: (UTC-04:00) EASTERN STANDARD TIME, NEW YORK, USA

Original Published Date: Jun 10, 2020 03:23 pm EDT

Original Date Offers Due: Jul 10, 2020

Inactive Policy: Manual

Original Inactive Date: Sep 30, 2020

Initiative:

- None



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

SAMSM
SYSTEM FOR AWARD MANAGEMENT

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

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

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

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

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

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

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

<https://sam.gov>

Getting Started

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

GSA

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

4. DEVELOP A STRONG PROFILE IN DSBS

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

Welcome to the D

<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
 Co
 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 a |
| 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

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

- Top 10: Department Full Name**
- > DEPT OF DEFENSE (435173)
 - > GENERAL SERVICES ADMINISTRATION (352295)
 - > VETERANS AFFAIRS, DEPARTMENT OF (129358)
 - > JUSTICE, DEPARTMENT OF (124108)
 - > AGRICULTURE, DEPARTMENT OF (28006)
 - > INTERIOR, DEPARTMENT OF THE (18217)
 - > HEALTH AND HUMAN SERVICES, DEPARTMENT OF (14289)
 - > HOMELAND SECURITY, DEPARTMENT OF (13294)
 - > NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (5177)
 - > TRANSPORTATION, DEPARTMENT OF (4961)

- Top 10: Contracting Agency Name**
- > FEDERAL ACQUISITION SERVICE (329428)
 - > DEFENSE LOGISTICS AGENCY (251692)
 - > VETERANS AFFAIRS, DEPARTMENT OF (127497)
 - > FEDERAL PRISON SYSTEM (109986)
 - > DEPT OF THE ARMY (87872)
 - > DEPT OF THE NAVY (45811)
 - > PUBLIC BUILDINGS SERVICE (21570)
 - > DEPT OF THE AIR FORCE (19884)
 - > FOREST SERVICE (8311)
 - > U.S. COAST GUARD (8298)

- Top 10: Vendor Full Name**
- > ED LIABILITY COMPANY (173091)
 - > IONAL INC (67143)
 - > IONAL INC (67143)
 - > IONAL INC (67143)
 - > IONAL INC (67143)
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- Top 10: Treasury Account Symbol**
- > 974930 (215436)
 - > 360160 (24344)
 - > 171804 (21382)

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

| | | | |
|----------------------------|---|----------------------------|--------------|
| Award ID (Mod#): | 1256A219P0032 (P00001) (View) | Award Type: | PURCHASE |
| Vendor Name: | COMPASS POINT LLC | Contracting Agency: | FOREST SERV |
| Date Signed: | April 19, 2019 | Action Obligation: | \$0 |
| Referenced IDV: | | Contracting Office: | USDA FORES |
| NAICS (Code): | TIMBER TRACT OPERATIONS (113110) | PSC (Code): | NATURAL RE |
| Vendor City: | JANESVILLE | Vendor DUNS: | 826308277 |
| Vendor State: | WI | Vendor ZIP: | 535450378 |
| Global Vendor Name: | COMPASS POINT LLC | Global DUNS Number: | 826308277 |
| Award ID (Mod#): | 140D0418C0009 (P00003) (View) | Award Type: | DEFINITIVE C |
| Vendor Name: | INDUSTRIES FOR THE BLIND, INC. | Contracting Agency: | DEPARTMENT |
| Date Signed: | April 19, 2019 | Action Obligation: | \$0 |
| Referenced IDV: | | Contracting Office: | IBC ACQ SVCS |
| NAICS (Code): | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (236220) | PSC (Code): | ARCHITECT |
| Vendor City: | MILWAUKEE | Vendor DUNS: | 006096200 |
| Vendor State: | WI | Vendor ZIP: | 532141016 |
| Global Vendor Name: | INDUSTRIES FOR THE BLIND, INC. | Global DUNS Number: | 006096200 |
| Award ID (Mod#): | 205AE919P00116 (0) (View) | Award Type: | PURCHASE |
| Vendor Name: | BELLMAN, HOWARD S. MEDIATION & ARBITRATION | Contracting Agency: | INTERNAL RE |
| Date Signed: | April 19, 2019 | Action Obligation: | \$5,444.29 |
| Referenced IDV: | | Contracting Office: | MIDWEST REC |
| NAICS (Code): | ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES (541990) | PSC (Code): | SUPPORT-P |
| Vendor City: | MADISON | Vendor DUNS: | 195389549 |
| Vendor State: | WI | Vendor ZIP: | 537171510 |

<https://www.fpds.gov>



A Procurement Technical Assistance Center

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

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

Center Gateway
an extension of www.wisconsin.gov

Home
Report Awards
Bid Search
Contact Information
Surveys
Events
Links

Bid Search **Wisconsin Awards - Aina**

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.

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


Archive Search Company Profile Supply Codes Detailed Supply Codes NAICS Search

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

WPI Bid Matching – contact WPI

6. Identify current and future opportunities


An official website of the United States government [Here's how you know](#) Authoritative site for Assistance Listings and Wage Determinations

 ☰ 🔍 📄 🔔

All Award Data ▾ I'm looking for..


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

Shop by
Category ▾

Search

Products ▾

Go

Advanced Search

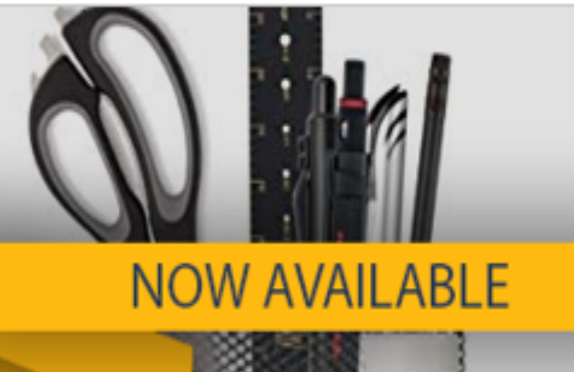


Products

- Building & Industrial
- Electronics & Technology
- Facilities & Supplies
- Furniture & Furnishings
- Janitorial & Sanitation Supplies FSSI (BIC)
- Law Enforcement, Fire & Security
- Maintenance, Repair & Operations FSSI (BIC)
- Office Equipment
- Office Supplies
- Office Supplies & Equipment FSSI (BIC)
- Scientific & Medical
- Tools, Paint & Recreational
- Vehicles & Equipment

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

About Buying Services ▶



NOW AVAILABLE

Federal Strategic Sourcing Initiative (FSSI)

Office Supplies 4th Generation (OS4)

[Learn More](#)

1 2 3 4 5 6

Special Programs



Environmental Products



Laptop and Desktop Computers



Disaster Relief



Security Related Products

Strategic Sourcing

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

Products ▾

Services ▾

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

ACQUISITION.GOV

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

Home >> Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

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

Procurement Forecast

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

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

**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.

GSA

Small Business Event- Construction Contract Industry Day
Solicitation Number: GS08-SmallBusinessEvent-April-2019
Agency: General Services Administration
Office: Office of Small Business Utilization
Location: Customer & Stakeholder Engagement (CASE) Division

Notice Details Packages

U.S. ARMY

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

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

7. DEVELOP A TARGETED CAPABILITIES STATEMENT



DUNS# 143133754
CAGE# 4TZWS

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

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

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

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

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

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

703.221.7131 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

CAPABILITIES STATEMENT

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:

PROJECTS

FEDERAL CLIENTS

- Walter Reed Medical Center
- VA Healthcare, VA Cemetery
- DHS, St. Elizabeth's
- ICC-B
- Ft. Belvoir Community Hospital
- Pax River
- VA Audie Murphy
- POF Federal Building
- Canon House Office Building
- Camp Pendleton Naval Hospital
- WWII Memorial
- National Museum of the Marine Corps

PRIVATE CLIENTS

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



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



www.customfabricate.com



Capability Statement

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

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. |



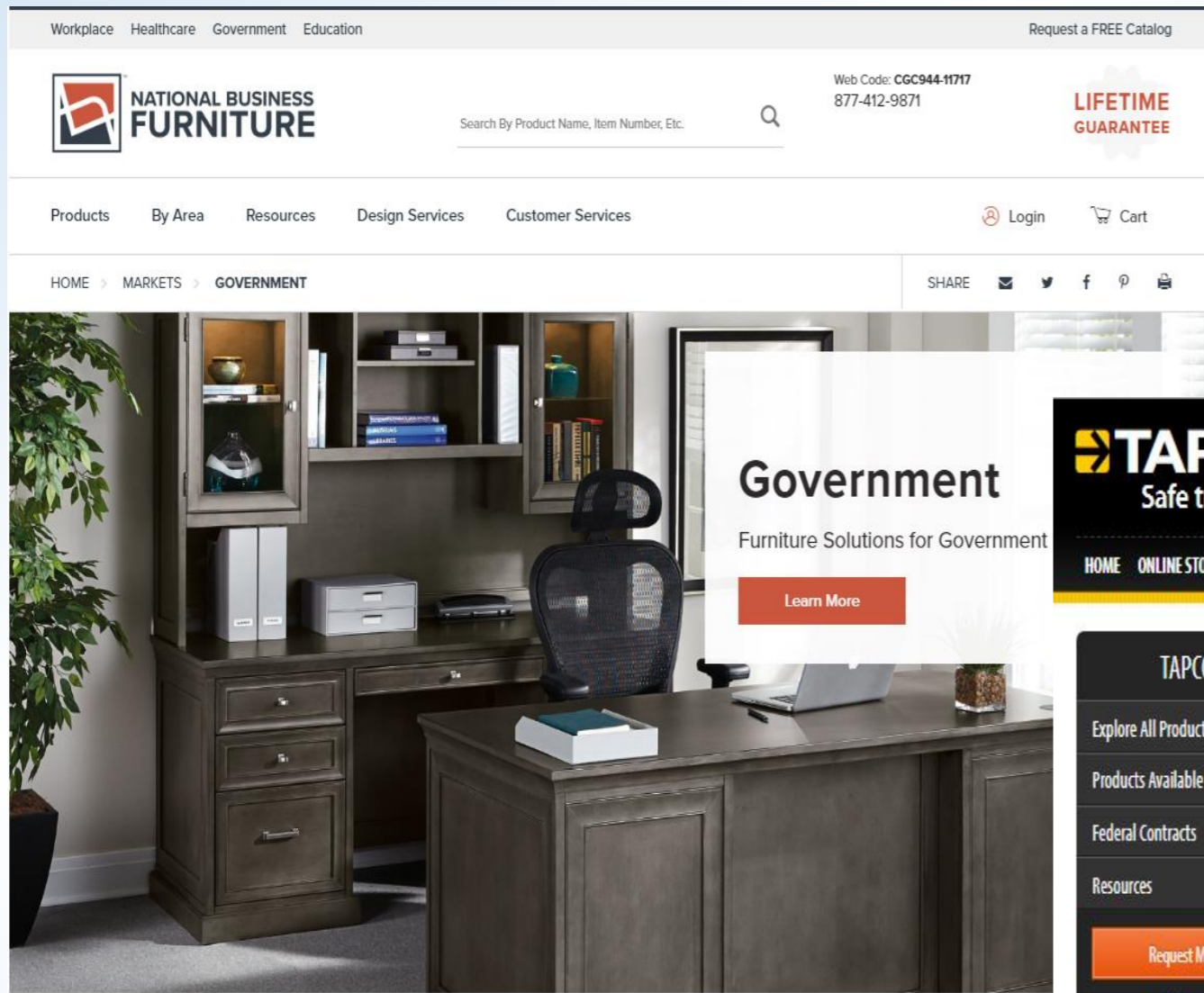
Quality Policy

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, divided into two main sections: the front and the back.

FRONT

- Business Name**
- Tagline/Clear statement of what business does*
- First and last name, Job title
- Complete Contact Information**
- Street Address
- Telephone
- Email*
- Website*
- Quality level, ITAR, other professional/technical certifications
- All Small Business Designations (Small, HUBZone, SDVOSB, MBE...)

BACK

- DUNS Number**
- CAGE Code**
- Experience you have supplying to government agencies
- NAICS codes, NIPG codes
- Memberships, Recognition, Awards*

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

« 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

Date:
June 24
Event Categories:
Conference, WPI Events

Organizer

Hilary DeBlois
Phone:
(414) 688-3882
Email:
hilaryd@wispro.org

Additional Information

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.

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

The screenshot shows the NDIA website homepage. At the top left is the NDIA logo. The navigation menu includes: Meetings & Events, Policy, Membership, Divisions, Education, Chapters, and a blue 'Join' button with a search icon. A red banner below the navigation contains the text: '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 reads: '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 bottom of the screenshot shows a Windows taskbar with various application icons and system tray icons including a 100% battery indicator and the time 11:31 AM.



GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

October 23-24, 2019

MARKETPLACE WISCONSIN

Governor's Conference on Diverse Business Development

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



REGISTER FOR MARKETPLACE



BECOME A SPONSOR



BUYER MEETINGS



CONTRACTING ACADEMY RE

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

10. BID – WIN - PERFORM

• BID to WIN

- Read the Solicitation and associated Requirements
- Understand the bid process and your obligations
- Respond as detailed in the requirement
- Ask if you do not understand
- Consider Partnering, 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



The RLF Program: Moving the NW WI Advantage *Forward*





**Using Loan Funds to
Capitalize Government
Contracting
Opportunities**

Objectives

- Is your Primary Financial Institution a True Partner?
- Regional Planning/Gap Finance
- Lending Basics
- Are you Govn't Contractor Ready w/Financing?
- Can you carry the Risk (30+day repayment)



Moving the NW WI Advantage: *Forward*

*Community and Regional Banks as Business
and Industry Partners*

The background of the slide features a faded American flag with its characteristic stars and stripes. Overlaid on the flag is a grayscale image of a group of people, possibly a community or a team, engaged in a discussion or meeting. The overall theme is community and local economic development.

Community/Regional Banks or Credit Unions

- Exist to build local and community economy
- The right banking mix is an asset for small businesses
- Local decision making, efficient practices
- Local deposits result in local fundraising efforts



Community/Regional Banks or Credit Unions

- Regulatory pressure is forcing many into acquisition
- What is your bank's strength?
- Are they a partner or a hindrance to your business growth?
- Will they help you get the job done when needed?

Moving the NW WI Advantage: *Forward*

*Revolving Loan Funds of Northwest Regional
Planning Commission*



NWRPC
Revolving Loan Fund
Programs

*Making Good Deals Better
for Northwest Wisconsin*

Eligible Uses of Funds

- Acquisition of land and buildings
- Completion of site preparation
- Refinance of high factoring interest debt
- Business Façade reconstruction.
- Acquisition and installation of fixed machinery and equipment
- Business acquisitions
- Operating costs and working capital.

Eligible Applicants

Businesses located in the ten counties of the Northwest Wisconsin region including:

Ashland, Bayfield, Burnett, Douglas, Iron, Price, Rusk, Sawyer, Taylor and Washburn are eligible to apply.

SBA Program allows Barron and Polk

Each loan fund has slightly varying requirements

Other regions have their own, specialized RLFs that meet the market's need

Moving the NW WI Advantage: *Forward*

Traditional Lending and Gap Finance:

Lending 101



What are the Keys to Landing a Loan?

Traditional Underwriting:

- Character
- Credit
- Collateral
- Capacity
- Conditions
- Contingencies

What are the Keys to Landing a Loan?

Creative Underwriting:

- Economic/Community Impact—Mission, vision, values
- Jobs Created/Retained
- Market/Portfolio Mix
- Business as usual or profitable niche
- Idea or Business Model
- What is the revenue source backing loan/project?
- What is the lender's subject matter expertise in?



What are the Keys to Landing a Loan?

Finding the Product Fit—Private Loans

- HELOC
- LOC
- Short term Payable Note (30, 60, 90, 180)
- Term Loan



What are the Keys to Landing a Loan?

Finding the Product Fit—Public/Private Loans

- SBA 504, 7(a), MicroLoan
- USDA Business and Development Loans
- WHEDA Business Development Loans
- Other Public Entities

Moving the NW WI Advantage: *Forward*

*Are you Government Contracting Ready...
and your lending partners*

Are you Contractor Ready?

Lending Partner Readiness

- Does your Lending Partner understand what you are trying to accomplish?
- Are they comfortable with government contracting and the process?
- Will you jeopardize your balance sheet by taking on new short-term debt?
- Will you jeopardize the lender's security interest with a new loan?

Moving the NW WI Advantage: *Forward*

*Are you Government Contracting Ready...
and your internal finances/processes*

Are you Contractor Ready?

Your internal capacity*

- Can you carry the A/R obligation on your balance sheet?
- Do you have the cash capacity to pay for the inventory and wait for payment?*
- What if there is a delay (the government will pay, only if the product is quality and the reporting is perfect)
- Do you have the right processes and people to take on the new contract and complete on time?*
- Do you have accurate records/personnel to track finances?

**Hence the reason for the loan need itself*

Are you Contractor Ready?

Your internal capacity*

- Is the contract going to have a good ROI (is it worth your time?)
- Did you account for all the expenses and profitability when answering the RFP?

Case Study—

Answer an RFP with a bid of \$1,000,000 for Uncle Sam Widgets

Completion date is Sixty days from award approval

Need a \$500,000 Ninety-day payable note at 5% to cover inventory

Production markup (labor)= \$500,000

Interest on the Ninety-day note= \$12,465.75

Loan Fees = \$15,825 (estimated)

Bonding, Shipping, Insurance on project= \$150,000

Other accrued expenses/reporting and project follow up
for three months= \$25,000

Moving the NW WI Advantage: *Forward*

*Can you Carry the Thirty-Plus Day
Payment Risk?*

Are you Contractor Ready?

Your internal capacity*

- *Is the contract going to have a good ROI (is it worth your time?)*
- *Did you account for all the expenses and profitability when answering the RFP?*

Case Study—

Answer an RFP with a bid of \$1,000,000 for Uncle Sam Widgets

Sixty day completion timeframe

Need a \$500,000 Ninety-day payable note at 5% to cover inventory

Total Project cost = \$1,203,290.75

Your business just lost \$203,290.75 on this project due to inaccurate bidding

- This is if everything goes perfectly and you get paid on time!

Are you Contractor Ready?

Your internal capacity*

- Case study was a worst case scenario
- Paints the picture of being prepared
- Do you have the additional operating cash to float expenses, even if the first project is a loss? *It may still be worth the risk*
- Do you have your PnL, Balance Sheet, Cash Flow, pro-forma budget, tax returns, partner filings, other financial statements?
- Is your capabilities statement accurate on first contact with contracting?

Measures—Know you know...

- Your Primary Financial Institution is a True Partner
- Regional Planning/Gap Finance Options
- Lending Basics
- You are Govn't Contractor Ready w/Financing
- You can you carry the Risk (30+ day repayment)



Ken Pearson

NWRPC, Loan Fund Mngr

kpearson@nwrpc.com



UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINARS SERIES

▪ July 14, 2020

The SBA 8(a) Certification Program

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

▪ July 15, 2020

2020 Technology Trends

[CLICK HERE](#) for additional information

Presented by Merri Beckfield, MARS Solutions Group

▪ July 15, 2020

Responding to Sources Sought and Capabilities Statements

[CLICK HERE](#) for additional information

Presented by Mark Dennis, Wisconsin Procurement Institute (WPI)

▪ July 21, 2020

OFCCP Compliance 101

[CLICK HERE](#) for additional information

Presented by Roselle Rogers & Tim Muma, LocalJobNetwork

7/8/20

ACQUISITION HOUR LIVE WEBINARS SERIES

▪ July 22, 2020

The HUBZone Certification Program

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

▪ July 28, 2020

The Spend to the End

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

▪ July 30, 2020

Locating Opportunities with the Federal, State and Local Governments

[CLICK HERE](#) for additional information

Presented by Ken Kotloski, 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)

...More at wispro.org/events

7/8/20

- 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

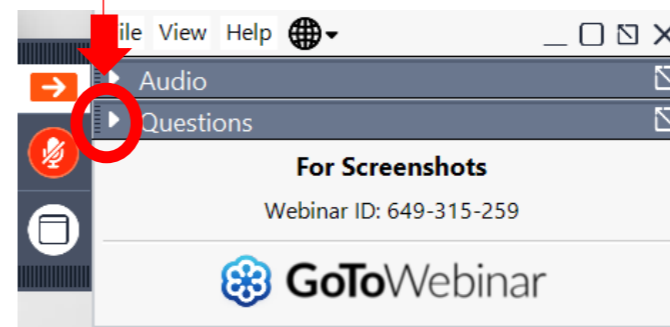
- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
 - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
 - 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*

QUESTIONS?



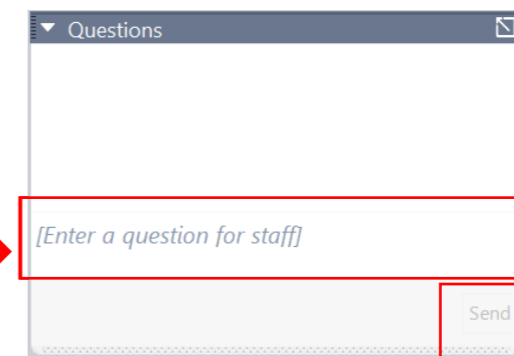
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



USING THE QUESTIONS BOX

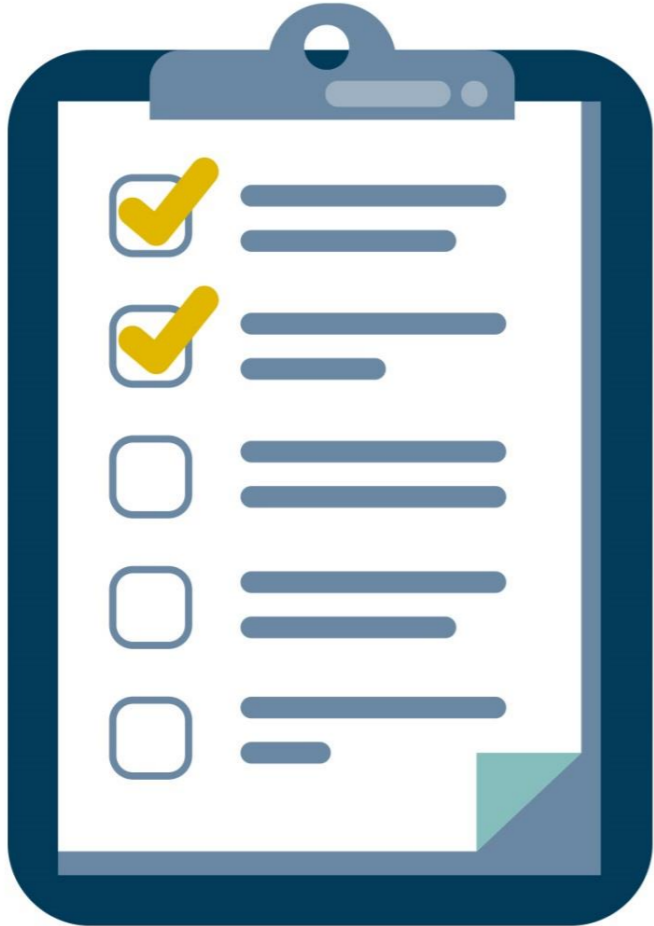
Type questions
here at any time
during a
presentation



Click Send when ready to submit a question



SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

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