

LOCATING OPPORTUNITIES WITH FEDERAL, STATE AND LOCAL GOVERNMENTS

July 30, 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.



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](#)

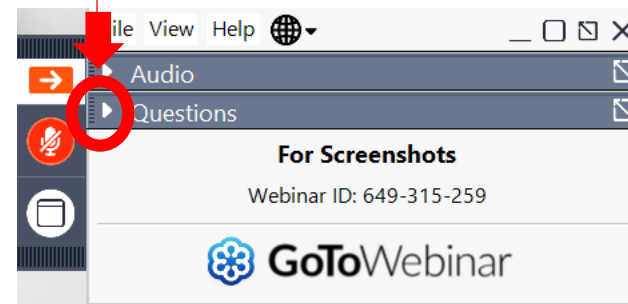


QUESTIONS?



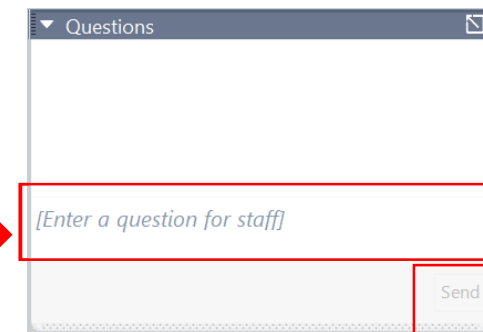
OPENING THE QUESTIONS BOX

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

LOCATING OPPORTUNITIES WITH FEDERAL, STATE AND LOCAL GOVERNMENTS

“LET’S TALK BUSINESS”



AGENDA

- Where is your specific opportunity in the Government?
- How to get started – registrations and certifications
- Benefits of being small
- How to locate and bid on opportunities
- Requirements and obligations as a Government contractor

Today's Speakers:

- Peter A. Wills, Executive Director, Progress Lakeshore
- Nick Weissenborn, Vice President, AeroForce Logistics, LLC
- Ken Kotloski, Government Contract Specialist, Wisconsin Procurement Institute
- Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

FEDERAL GOVERNMENT AND PRIMES

- **Federal**

- Very Large market
- Worldwide
- Complex
- Small Business Set-Aside Goals
- Manufacturing, construction, services, R&D..... – anything / everything

- **Federal Prime Contractors**

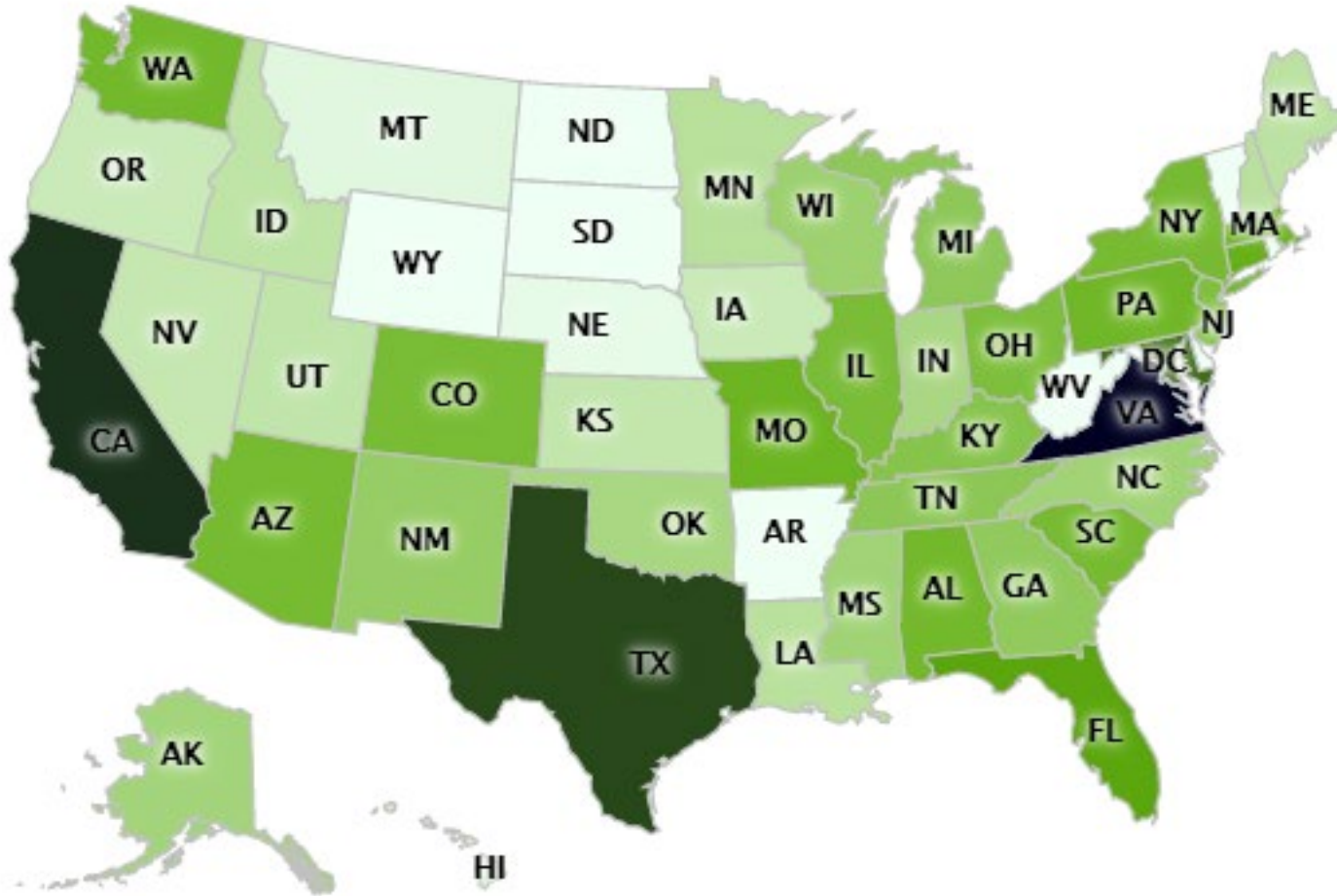
- Large market
- Worldwide
- Complex
- Small Business Set-Aside Goals (SBLO)
- Diverse products and services

LAST YEAR THE FEDERAL GOVERNMENT PURCHASED:

- **\$500 billion in good and services**
- **\$3.58 billion from Wisconsin businesses**
- **\$608 million from Wisconsin Small Businesses**
 - \$37 million from Woman Owned Businesses
 - \$2.5 million from Small Disadvantaged Businesses
 - \$17.5 million from HUBZone Certified Businesses
 - \$93 million from Service Disabled Veteran Owned Businesses

Spending by State (Company Headquarters)

Fiscal year - 2019



Illinois - \$12.47 bill – **RANK 16**

Indiana - \$4.51 bill – **RANK 30**

Iowa - \$2.24 bill – **RANK 39**

Michigan - \$7.98 bill – **RANK 22**

Minnesota - \$3.32 bill **RANK 31**

Wisconsin - \$5.87 bill **RANK 25**

LARGEST PRIME CONTRACTORS IN SURROUNDING STATES

- **Illinois - \$12.47 bill** – CDW Government, U of Chicago Argonne, Northrup Grumman (about same as previous year)
- **Indiana - \$4.51 bill** – Rolls-Royce, AM General, National Government Services (up from previous year)
- **Iowa - \$2.24 bill** – Rockwell Collins, Data Link Solutions, American Ordnance (about same as previous year)
- **Michigan - \$7.98 bill** – General Dynamics, BAE Systems, Ford Motor (up from previous year)
- **Minnesota - \$3.32 bill** – Alliant Tech, BAE Systems, Ceres Environmental (down from previous year)
- **Wisconsin - \$5.87 bill** – Oshkosh Defense, Logistics Health, General Electric (up significantly from \$4.4 bill in previous year)

LARGEST WISCONSIN PRIME CONTRACTORS

Rank	Company Name	# Emp	Total Dollars	%	NAICS	PSC
1	OSHKOSH DEFENSE, LLC	13,300	\$2,720,786,114.09	46.34	334419,	6150,
2	LOGISTICS HEALTH, INC.	166,000	\$427,182,123.73	7.28	621111,	Q403,
3	GENERAL ELECTRIC COMPANY	300,000	\$168,552,758.58	2.87	621512,	L065,
4	KRUEGER INTERNATIONAL, INC.	2,868	\$152,190,224.03	2.59	337214,	7110,
5	GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	966	\$136,414,815.05	2.32	522390,	R710,
6	JOHNSON CONTROLS GOVERNMENT SYSTEMS LIM	43	\$112,271,638.81	1.91	541330,	AG83,
7	WISCONSIN PHYSICIANS SERVICE INSURANCE COF	3,701	\$109,496,484.14	1.86	524114,	G007,
8	KONECRANES NUCLEAR EQUIPMENT & SERVICES,	11,982	\$97,856,262.37	1.67	333923,	3950,
9	GOODWILL INDUSTRIES OF SOUTHEASTERN WISC	6,000	\$96,174,722.46	1.64	812332,	S209,
10	IDSC HOLDINGS LLC	12,000	\$81,093,892.23	1.38	332216,	5180,
11	OSHKOSH AIRPORT PRODUCTS, LLC	4,000	\$74,723,783.65	1.27	333318,	4210,
12	LAKESIDE FOODS, INC.	1,224	\$72,352,060.52	1.23	311611,	8905,
13	PIERCE MANUFACTURING, INC.	13,558	\$64,633,008.63	1.1	336120,	4210,
14	INDUSTRIES FOR THE BLIND, INC	147	\$57,010,172.24	0.97	322121,	7510,
15	TRANE U.S. INC.	4,072	\$53,898,057.54	0.92	238220,	J046,

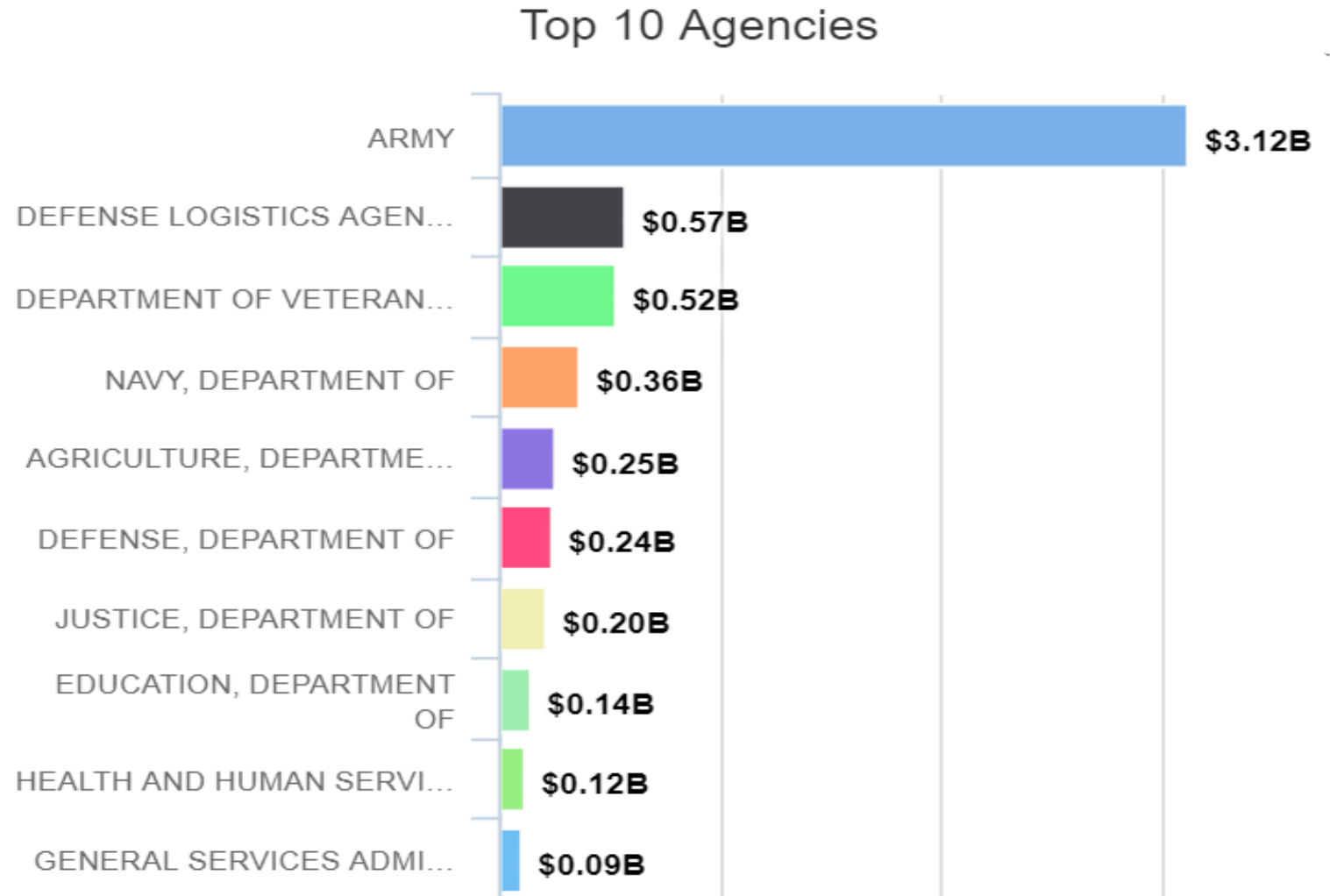
PRIME CONTRACTORS – WISCONSIN COUNTY RANKING

Rank	County	2019		2018		2017	
Rank Based on 2019		Amount	No Of Companies	Amount	No Of Companies	Amount	No Of Companies
1	139 - Winnebago	\$2.80B	29	\$1.58B	29	\$1.51B	40
2	079 - Milwaukee	\$633.40M	258	\$572.65M	281	\$433.92M	317
3	025 - Dane	\$523.78M	273	\$663.79M	294	\$581.89M	330
4	063 - La Crosse	\$510.27M	59	\$482.62M	64	\$132.99M	75
5	133 - Waukesha	\$362.93M	162	\$357.40M	183	\$241.12M	218
6	009 - Brown	\$227.39M	59	\$95.57M	71	\$95.45M	78
7	087 - Outagamie	\$112.70M	33	\$77.70M	40	\$77.99M	44
8	105 - Rock	\$100.04M	27	\$207.07M	32	\$107.24M	41
9	059 - Kenosha	\$99.66M	19	\$87.75M	24	\$64.29M	24
10	071 - Manitowoc	\$74.54M	19	\$28.14M	14	\$14.75M	17

FEDERAL TOP 10 AGENCIES

- Number of Wisconsin Federal Prime Contractors

- FY2017 – 1,986
- FY2018 – 1,732
- FY2019 – 1,544



FEDERAL SBA SMALL BUSINESS PROGRAMS

Federal Goals [applied to Federal agencies AND their large prime contractors:

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#);
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;
- 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses [VA also has both a veteran and service disabled veteran business preference with a higher goal].

LARGEST WI SMALL BUSINESS PRIME CONTRACTORS

	COMPANY	Dollars	NAICS CODE	
1	STATZ CORPORATION	\$50,269,584.98	332994,	Middleton (SDVOSB)
2	AMTEC CORPORATION	\$46,768,479.40	332993,	Janesville
3	DIDION, INC	\$41,981,144.99	311211,	Johnson Creek
4	BUSHMANS' INCORP.	\$37,652,232.51	311991,	Rosholt
5	TRUCK COUNTRY OF WISCONSIN, INC	\$33,903,876.53	336120,	De Forest
6	COMPLETE MOBILE DENTISTRY, INC.	\$30,333,529.76	621210,	Windsor
7	1PROSPECT TECHNOLOGIES, LLC	\$30,284,049.40	518210,	Milwaukee (Tribal Potawatomi)
8	ADVANCIA TECHNOLOGIES, LLC	\$27,488,411.81	611710,	Milwaukee (Tribal Potawatomi)
9	ADVANCIA AERONAUTICS, LLC	\$20,800,725.01	621399,	Milwaukee (Tribal Potawatomi)
10	SUSTAINMENT AND RESTORATION SE	\$19,809,215.46	562910,	Milwaukee (Tribal Oneida)
11	TOWER INDUSTRIES, INC.	\$18,473,434.00	332993,	Greenville
12	S3 INTERNATIONAL, LLC	\$18,277,455.87	336411,	Milwaukee
13	APPLETON MARINE, INC.	\$18,253,461.80	811310,	Appleton
14	MAINSTAY DISTRIBUTING, LLC	\$16,281,214.80	311611,	Norwalk
15	FLEXION INC.	\$13,776,330.60	541511,	Sun Prairie

FEDMALL

A SERVICE OF DEFENSE LOGISTICS AGENCY

- Register as a FedMall Supplier and in SAM (System for Award Management)
- FedMall Information Page: www.dla.mil/info/fedmall
- FedMall <https://www.suppliers.fedmall.mil/>
- Items eligible for sale are commercially supplied Non-Medical PPE:
 - *Non-Medical Face Masks and Face Shields*
 - *Non-Medical Gloves*
 - *Hand Sanitizer*
 - *Disinfecting Wipes and other cleaning materials*
 - *Safety Signage*

REGISTER IN SAM (SYSTEM FOR AWARD MANAGEMENT)

- What you will need:
 - DUNS Number
 - IRS Business registration with State (LLC, S-Corp, etc.)
 - NAICS Codes (North American Industry Classification System)
 - Business banking information (Direct deposit - to get paid!)
 - Decisions on your company points of contact
 - Notarized letter mailed after registration

- www.SAM.gov

CAPABILITIES STATEMENT

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

It should include:

- Company Data
- Core Competencies
- Contact Information
- Differentiators
- Past Performance

A GOOD (GREAT) CAPABILITIES STATEMENT IS CRITICAL

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

A BAD CAPABILITIES STATEMENT

CAN QUICKLY CLOSE DOORS

STATE GOVERNMENT - WISCONSIN

- VendorNet.wi.gov
 - Access general procurement information
 - Download required forms
 - Look up your company NIGP Codes
 - Search bids and existing contracts

STATE GOVERNMENT - WISCONSIN

[VendorNet](#) [Registration](#) [Bids](#) [Contracts](#) [NIGP Codes](#) [Forms](#) [General Procurement](#) [FAQ](#) [Contact Us](#) [Login](#)

Welcome to VendorNet

VendorNet provides easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the state as well as state agencies and municipalities. Bidding and the time required to identify new vendors is minimized while vendors are automatically notified of opportunities in their area of interest.

General information on how to do business with the state, names, addresses and telephone numbers of state agency procurement staff, and a summary of what the state buys.

Please note, **VendorNet does not provide information on highway or construction projects**; VendorNet is related to purchases of goods and services only. Please see the [Department of Administration, Division of Facilities Development](#) Web site for information on construction projects and the [Department of Transportation](#) for road and airport construction projects.

Vendors and Businesses

[Lookup Agency Acronyms](#)
[Vendor's Guide](#)
[VendorNet 2.0 Guide for Public Use](#)

VendorNet Information Center
Hours: 8:00 a.m. - 4:30 p.m. M-F

Local (608) 264-7897
Toll Free (800) 482-7812
Fax: (608) 264-7897

Tips on Doing Business with the State of Wisconsin

- Read the solicitation documents thoroughly and follow all instructions and conditions. Failure to do so could result in the rejection of your submittal.
- Make sure your solicitation is submitted before the specified due date.
- Follow up on your submittal, search the archived solicitations to find who won the award.
- Get to know the purchasing needs of various state agencies. Much of this information can be obtained by reviewing the solicitations and contracts on VendorNet.
- Maintain a good reputation for service and reliability.
- Ask questions; depending on the situation, you can contact the individual that has conducted the solicitation or the State Bureau of Procurement.

<http://vendornet.state.wi.us/vendornet/default.asp>

STATE GOVERNMENT - WISCONSIN

- The Wisconsin [eSupplier Portal for Bidders](#) is the registration system for potential bidders (goods/services only) for opportunities in both eSupplier and VendorNet
 - Free of charge
 - Need valid email
 - Register for specific NIGP codes and accurate contact information for your company
 - List used by agencies to create potential bidders list for best judgment, simplified bid opportunities as well as official solicitations

REGISTER IN WISCONSIN'S VENDORNET AND ESUPPLIER

- Necessary to be able to bid on a state proposal
- Look up your NIGP codes in VendorNet
- Experiment with search terms and keywords for your products and services
- <https://www.vendornet.wi.gov>
- <https://www.esupplier.wi.gov>

**“This
Week
In
VendorNet”**

Solicitation Reference #	Title	Agency	Available Date	Due Date	Available in eSupplier
21-0006	ARTIFICIAL INTELLIGENCE COMPUTER(UW-MAD)[21-0006]	UW MADISON	7/28/2020	8/19/2020 2:00:00 PM	<input type="checkbox"/>
ILA0014	Secure and Automated IVR and Web Based Voting System	WORKFORCE DEVELOPMENT	7/27/2020	8/18/2020 2:00:00 PM	<input checked="" type="checkbox"/>
8958-0-2020-BP	Electronics Recycling	City of Madison	7/27/2020	8/24/2020 2:00:00 PM	<input type="checkbox"/>
RFP 8962-0-2020-AH	Blight Study for Community Development Authority.	City of Madison	7/24/2020	9/25/2020 2:00:00 PM	<input type="checkbox"/>
20-BD8143-R2	12,000 Pound Ice Bank and Associated Components	UW RIVER FALLS	7/23/2020	8/6/2020 2:00:00 PM	<input type="checkbox"/>
JJJ-7997	Half Pint Dairy Cartons	CORRECTIONS, DEPT OF	7/22/2020	8/27/2020 3:00:00 PM	<input checked="" type="checkbox"/>
SIMPCWCASPHALT	CWC KATHERINE WELLS ASPHALT OVERLAY OF WALKWAYS	HEALTH SERVICES, DEPT OF	7/22/2020	8/6/2020 2:00:00 PM	<input checked="" type="checkbox"/>
437003-G21-0001608	Brighter Futures Initiative	CHILDREN & FAMILIES, DEPT OF	7/22/2020	8/27/2020 2:00:00 PM	<input checked="" type="checkbox"/>
21-6013	WIDA Test Administration, Delivery, Scoring, and Reporting Solutions(UW-	UW MADISON	7/22/2020	10/2/2020 5:00:00 PM	<input type="checkbox"/>

WISCONSIN DEPT OF TRANSPORTATION

The screenshot shows the homepage of the Wisconsin Department of Transportation website. At the top left is the 'WISCONSIN.GOV' logo. At the top right are links for 'Agency Directory' and 'Online Services'. The main header features an aerial view of a DOT building with the text 'State of Wisconsin Department of Transportation' and social media icons for Facebook, Twitter, YouTube, and RSS. Below this is a dark blue navigation bar with the following menu items: 'DMV ONLINE SERVICES', 'DMV' (highlighted with a red arrow), 'DOING BUSINESS', 'TRAVEL', 'SAFETY', 'PROJECTS AND STUDIES', and 'ABOUT WISDOT'. A search bar with the placeholder text 'Search Wisconsin DOT' and a magnifying glass icon is positioned below the navigation bar. The background of the page is an aerial view of a waterfront area with a bridge and boats. At the bottom, the text 'News at WisDOT' is partially visible.

WISCONSIN DEPT OF TRANSPORTATION

The screenshot shows the Wisconsin DOT website navigation menu. The 'DOING BUSINESS' dropdown menu is open, displaying the following options:

- Engineers and consultants ▾
- Contractors ▾
- Civil rights and compliance
- Purchasing ▾
- Local government ▾
- Aeronautics ▾**
- Real estate / Right of way use ▾
- Freight / Economic Dev ▾

The 'Aeronautics' dropdown menu is also open, showing the following sub-menu items:

- Aeronautics overview
- Construction and engineering
- Aircraft registration
- Airport resources
- Aviation education
- Aviation training and events

Other visible elements on the page include a search bar with the text 'Search Wisconsin DOT', a search icon, and a news section titled 'News at WisDOT' with a list of articles. One article snippet reads: 'Communities along state highways may benefit from "tempo parklets" to expand the footprint for customer social distancing provides more opportunities for activities such as outdoor dining'. Another snippet reads: 'Most driver licenses can be renewed online - See if you qualify for a Waiver is available for 16- and 17-year-olds - Check if you qualify'.

WISCONSIN DEPT OF TRANSPORTATION

The image shows a screenshot of the Wisconsin Department of Transportation website. The top navigation bar is dark blue with white text and dropdown arrows. The 'PROJECTS AND STUDIES' menu is open, displaying a list of options. Below the navigation bar is a search bar with the placeholder text 'Search Wisconsin DOT'. The main content area features a large image of a highway with the text 'Highway maintenance' overlaid. A white box highlights the 'Highway maintenance' and 'Highway maintenance manual (HMM)' links. At the bottom of the screenshot, a URL is visible: [/wisconsindot.gov/Pages/doing-bus/local-gov/hwy-mnt/default.aspx#](https://wisconsindot.gov/Pages/doing-bus/local-gov/hwy-mnt/default.aspx#)

DMV ONLINE SERVICES ▾ DMV INFO ▾ DOING BUSINESS ▾ TRAVEL ▾ SAFETY ▾ **PROJECTS AND STUDIES ▾** ABOUT WISDOT ▾

Search Wisconsin DOT

Highway maintenance

Highway maintenance manual (HMM)

Highway projects and studies
Projects and studies by mode ▾
Data and planning resources ▾
Environmental information
In This Together
Life of a highway project
Six Year Highway Program ▾
Statewide plans ▾
Solvency

[/wisconsindot.gov/Pages/doing-bus/local-gov/hwy-mnt/default.aspx#](https://wisconsindot.gov/Pages/doing-bus/local-gov/hwy-mnt/default.aspx#)

LOCAL GOVERNMENT

Vendor's Guide to Doing Business with the City of Madison

<https://www.cityofmadison.com/finance/documents/VendorsGuide.pdf>

- **Dane County Purchasing Division**
City-County Building, Room 425
210 Martin Luther King Jr. Blvd. Madison, WI 53703
Phone: 608-266-4131
Email: purchasing@countyofdane.com

OPPORTUNITY: MADISON

Solicitation Reference #: MMSD, 2020, Reliability Centered Maintenance Implementation Plan and Support

Title: MMSD, 2020, Reliability Centered Maintenance Implementation Plan and Support

Available Date: 7/20/2020

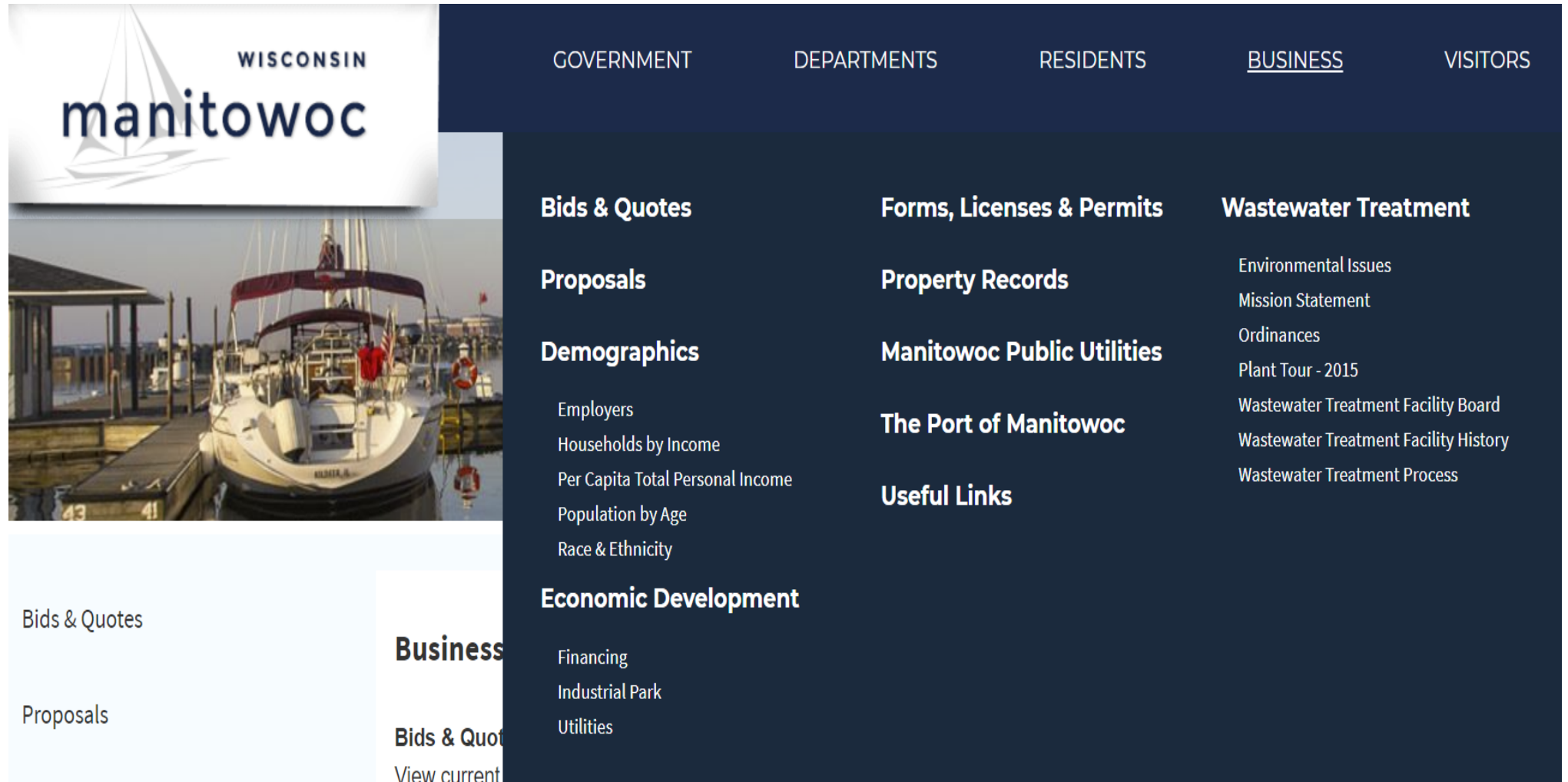
Due Date: 8/3/2020 5:00:00 PM

Are faxed Bids acceptable? No

Are e-mailed bids acceptable? Yes

Bid Synopsis: The Madison Metropolitan Sewerage District requests proposals for *Reliability Centered Maintenance Implementation Plan and Support*. Specifications are available by visiting the district website at: <https://www.madsewer.org/Projects/Professional-Services>. Proposals will be accepted until 5:00 PM Monday, August 3rd, 2020. All proposals and any questions should be directed to Seth McClure at sethm@madsewer.org. Proposals shall be addressed to the Madison Metropolitan Sewerage District, Attn., Seth McClure, Asset Investment Program Manager, and should be clearly marked "Reliability Centered Maintenance Implementation Plan and Support."

LOCAL GOVERNMENT: MANITOWOC



The screenshot displays the website for the City of Manitowoc, Wisconsin. The header features the city logo with a sailboat and the text "WISCONSIN manitowoc". A dark blue navigation bar contains the following menu items: GOVERNMENT, DEPARTMENTS, RESIDENTS, BUSINESS (underlined), and VISITORS. Below the navigation bar, the main content area is organized into three columns. The left column includes "Bids & Quotes", "Proposals", and "Demographics" (with sub-links: Employers, Households by Income, Per Capita Total Personal Income, Population by Age, Race & Ethnicity). The middle column includes "Forms, Licenses & Permits", "Property Records", "Manitowoc Public Utilities", "The Port of Manitowoc", and "Useful Links". The right column includes "Wastewater Treatment" (with sub-links: Environmental Issues, Mission Statement, Ordinances, Plant Tour - 2015, Wastewater Treatment Facility Board, Wastewater Treatment Facility History, Wastewater Treatment Process). A light blue sidebar on the left contains "Bids & Quotes" and "Proposals". A "Business" section is partially visible at the bottom, with sub-links for "Bids & Quotes" and "View current".

LOCAL GOVERNMENT: MANITOWOC

VIEW PROJECTS FOR CITY OF MANITOWOC

BIDS

QUOTES

QUEST #	PROJECT NAME	BID DATE	BID TAB
#6892350	#WS-20-1 CONCRETE PAVING I	03/25/2020	BID TAB
#6674860	#WS-20-2 CONCRETE PAVING II	02/05/2020	BID TAB
#6720393	#WS-20-3 REMOVE & REPLACE EXISTING SIDEWALKS I	02/19/2020	BID TAB
#6837003	#WS-20-4 ASPHALTIC CONCRETE PAVING	03/04/2020	BID TAB
#6674887	#WU-20-5 TELEVISIONING MISC SEWERS I	02/05/2020	BID TAB
#6892376	#WS-20-6 SEAL COATING PROGRAM	03/25/2020	BID TAB
#6923133	#WS-20-7 CONCRETE PAVING III	04/08/2020	BID

QUEST #: [#6639056](#)

:

QUOTE

NAME: QE-20-2 SE

BID DATE: 01/08/2020

BID TAB:

FEDERAL PROCUREMENT OPPORTUNITIES WEBSITES:

Most Federal Solicitations: <https://beta.sam.gov/>

Navy Electronic Commerce Online: <https://www.neco.navy.mil/>

Naval Sea Systems Command Contracts: <https://www.seaport.navy.mil/>

GSA Advantage! Purchase Order Portal: <https://www.poportal.gsa.gov/poportal/welcome.do>

Defense Logistics Agency: <https://www.dibbs.bsm.dla.mil/>

United States Army Contracting: https://acc.army.mil/contractingcenters/acc_ri/

U.S. Army Corps of Engineers: <https://www.mvr.usace.army.mil/Business-With-Us/Small-Business/>

U.S. SBA Subcontracting Network (SubNet): https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

Other Federal Agency Websites FEMA, DOT, USDA, FTA, DHS, etc.

Source: Small Business Administration

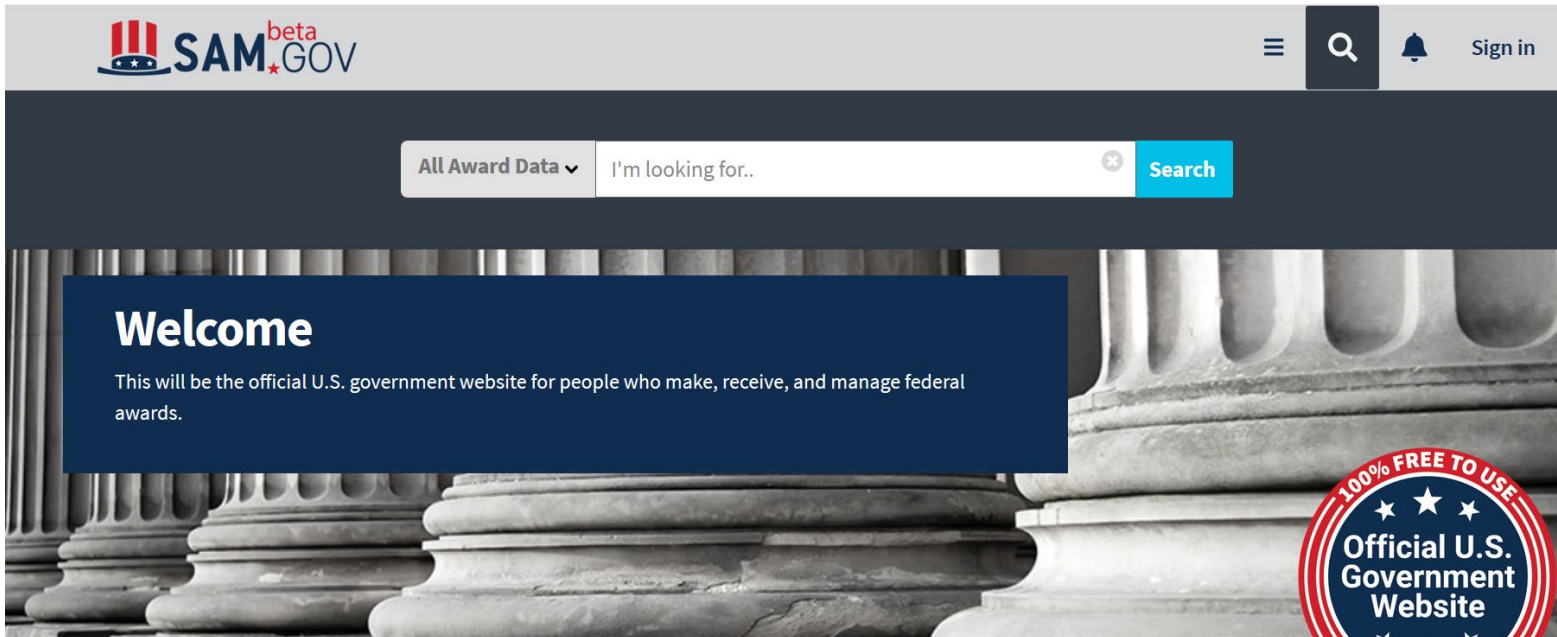
LOCAL GOVERNMENT

- **Each locality is different**

- List of Counties <https://www.wicounties.org/counties.iml>
- List of Cities / Municipalities <http://www.citytown.info/Wisconsin.htm>
- Fire Departments <http://www.firedepartment.net/directory/wisconsin>
- Police Departments <http://www.usacops.com/wi/>
- Schools <http://dpi.wi.gov/directories>

LOCATING OPPORTUNITIES

<https://beta.sam.gov>



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

Center Gateway

an extension of www.wispro.org

Wisconsin Awards - Aina

ING HAS A NEW LOOK and ADDED INFORMATION.

ities? Bid matches are generated based on the information provided on your Client and Keyword search profiles. Contact us if your profile needs

Web	Intl	Local	NonFed	Awards	Total
0	11	0	41	0	67
0	16	0	32	0	58
0	23	0	64	0	102
1	57	0	44	0	120

What Can I Do Here?

Contracting



LOCATING AWARD HISTORY

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

The screenshot displays the USAspending.gov Advanced Search interface. At the top, the navigation bar includes 'USAspending.gov | Data Lab' and 'An o'. Below this, the 'USASPENDING.gov' logo is on the left, and 'Spending Explorer', 'Award Search', 'Profiles', and 'Download Center' are on the right. The main section is titled 'Advanced Search' and features a 'Filters' sidebar on the left with a 'Submit Search' button and a 'Reset search' link. The sidebar includes sections for 'Keyword', 'Time Period' (with 'Fiscal Year' and 'Date Range' tabs), 'Award Type', and 'Agency'. The 'Time Period' section shows 'FY 2017' selected. The main content area shows '1 Active Filter: TIME PERIOD FY 2017' and navigation tabs for 'TABLE', 'TIME', and 'MAP'. The 'MAP' tab is active, displaying a map titled 'Spending by Geography'. Below the title, there is a descriptive text: 'Explore the map to see a breakdown of spending by state, county, or congressional district. View your results by place of performance or recipient location, and hover over your chosen location for more detailed information.' The map includes a legend with 'State', 'County', and 'Congressional District' options, with 'State' selected. The map shows various states labeled with abbreviations like WASH., MONT., N.D., MINN., WIS., MICH., ILL., IND., OHIO, PA., N.Y., MASS., VT., N.H., N.B., MAINE, and QUE. The map also has tabs for 'Place of Performance' and 'Recipient Location'.

BREAKING NEWS – TRANSITION EXTENSION

From: General Services Administration <gsa@notify.gsa.gov>

Date: Tue, May 12, 2020 at 10:13 AM

Subject: Contract Data Reports Transition Extension



In light of current events, we're **extending the transition period** to give you more time to try out the new Contract Data reports in beta.SAM.gov.

FPDS.gov remains the authoritative source for reports data, and we'll determine a new, final transition date later in 2020. *Only* the reports function of FPDS.gov report is transitioning--the rest of FPDS.gov will remain in place.

During this extended time period when reports are available in both places, we encourage all users to become familiar with contract data reports in beta.SAM.gov. Make sure to create and run reports in beta.SAM.gov and let us know what you think. To help ease the transition we have training [videos](#), [reference guides](#), and [FAQs](#).

HOW DO I GET THERE? – MARKET RESEARCH

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

BETA.SAM.GOV DataBank Maintenance Period
Users may experience intermittent DataBank outages on Friday 5/8/2020, 8 - 8:30PM ET due to planned maintenance.

More alerts

SAM^{beta}.GOV ☰ 🔍 🔔 Sign in

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.

100% FREE TO USE
Official U.S. Government Website
100% FREE TO USE

What Can I Do Here?

Contracting

Contract Data Reports (FPDS Reports)
FPDS.gov Reports has been added to beta.SAM.gov.

- About Contract Data Reports

ACCESS REPORTS

SAMbeta GOV

Home Data Bank


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- About Contract Data Reports
- Run Contract Data Reports

PANEL DISCUSSION

- Peter A. Wills, Executive Director, Progress Lakeshore
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- Nick Weissenborn, Vice President, Aeroforce Logistics
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- Ken Kotloski, Government Contract Specialist, Wisconsin Procurement Institute
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- Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute
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PANEL DISCUSSION

Pentagon awards Green Bay manufacturer \$2.75 million to produce more PPE material

by Charlee Rubesky, FOX 11 News

Tuesday, July 28th 2020

ASHWAUBENON (WLUK) -- The Pentagon awarded NPS Corporation, a Green Bay manufacturer \$2.75 million to produce more materials used to make PPE.

"It was pretty obvious that there was a big shortage of face masks and respirators and what not. We knew that our meltblown material which is a key component of the mask we knew it was in short supply and we ramped up our engineering talent and our production to convert our equipment over to making that material," NPS Corporation CEO Andrew Hetzel says.

The award from the U.S. Department of Defense will help the company produce more meltblown fibers.

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

- 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



CYBER FRIDAY LIVE WEBINAR SERIES

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

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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



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

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PRESENTED BY

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