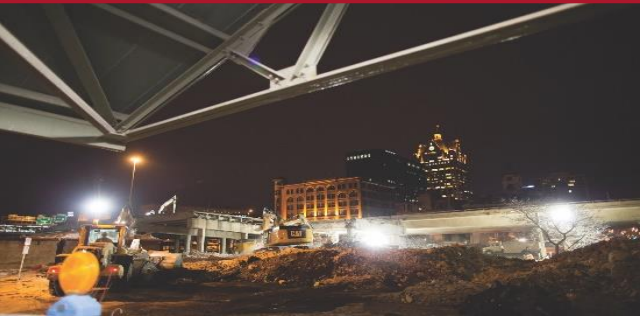


# THE SPEND TO THE END

Acquisition Hour Webinar

August 18, 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*

## ▪ FLORENCE

- *Florence County Economic Development*

## ▪ 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

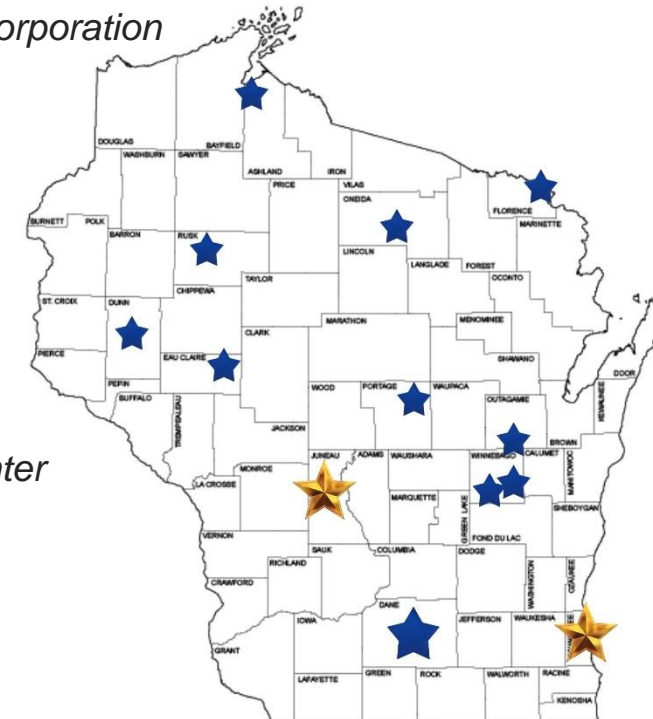
- *Nicolet Area Technical College*

## ▪ GREEN BAY

- *Advance Business & Manufacturing Center*

## ▪ ASHLAND

- *Ashland Area Development Corporation*





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**CURRENT EDITION OF THE WPI NEWSLETTER**

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

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**CURRENT OPPORTUNITIES (1)**

**GET STARTED WITH THE BASICS**

Questions & answers on how to get started.

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# The End of the Fiscal Year is Here: What is Hot and What is Not

Marc N. Violante

Wisconsin Procurement Institute

August 18, 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/>

# Annual Government Spending Approaches Historic Territory-

August 5, 2020

***Driven heavily by the Defense Department, contract spending across government will exceed \$600 billion in fiscal 2020.***

<https://www.nextgov.com/cio-briefing/2020/08/annual-government-spending-approaches-historic-territory/167474/>

# General Environment – current to EOY

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

# What is important to buying offices?

- Total obligation of funds
- Speed and access
- Accuracy – results | Award & go | No problems – special requests
  - Arguably – favors current contractors – (IDV's)
    - Those with positive performance
- Larger dollar amounts
- Relatively short performance period
- Probably not the time to “up sell” or attempt to sell new items – items out of their normal mix, use

# 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

# End of Year – review items

- SAM – review update – clauses, representations as needed\*\*
- Read/review **new FAR clauses**:
  - 52.204-24; 52.204-25 - August 13, 2020
  - These require representations of compliance
- Cybersecurity – programs/processes
- DSBS – review and update as needed
- Capabilities Statement – tailor
- Connect with supply chain
- Connect with banks/others as needed – keep in the loop – able to act!

# 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(s) – 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

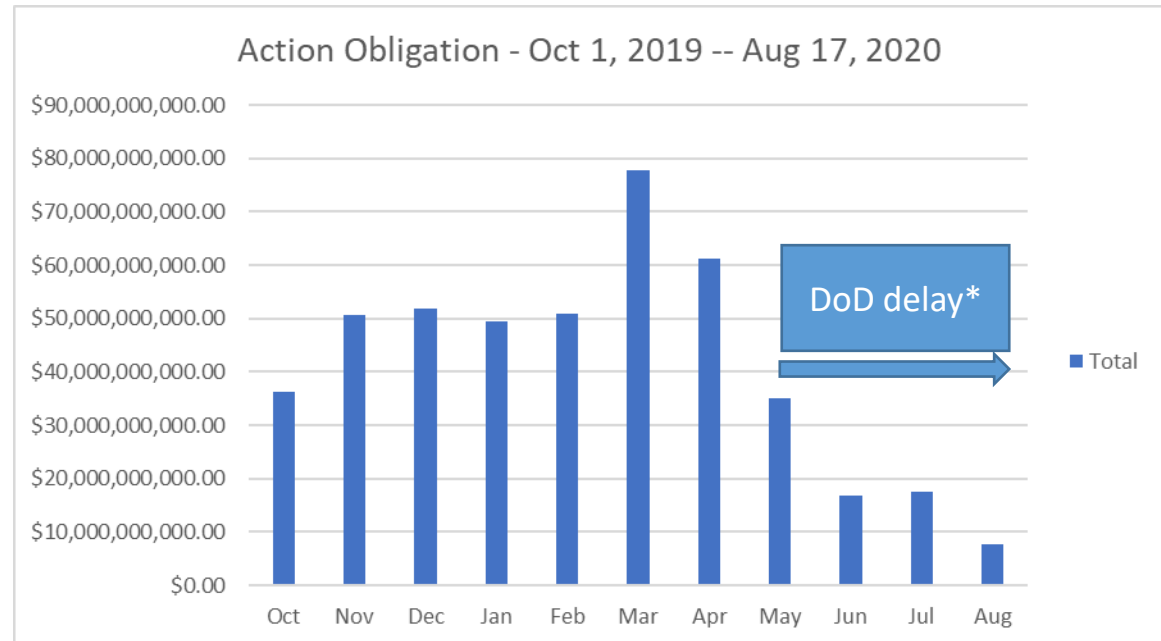
- Subcontracts | P.O.'s – language, consideration
- Insurance
- Business Continuity
- Information management
- Project management
- Managing terms and conditions
- Key areas –
  - Cyber – especially for DoD/DFARS 252.204-7012 (NIST 800-171)
    - FAR 52.204-21 - **Basic Safeguarding of Covered Contractor Information Systems**
  - Limitation on Subcontracting/Non-manufacturer Rule

# Additional resources -

- Defense.gov – large/newsworthy contract awards and other info
- Beta.sam.gov – opportunities | awards | other notices
- Forecasts
- Strategic Plans
- FPDS & USAspending\*\* – award information
  - Contract Data Reports transition to beta.sam.gov on October 17, 2020
- Google alerts
- Various online news sources with free feeds/subscriptions
- Equally as important – tracking information for use

# Obligations – FY through Aug 17, 2020

Month	Total
Oct	\$36,192,044,465.37
Nov	\$50,606,256,104.21
Dec	\$51,971,064,979.19
Jan	\$49,349,262,518.55
Feb	\$50,833,872,034.66
Mar	\$77,808,005,832.35
Apr	\$61,142,136,079.64
May	\$35,108,806,544.37
Jun	\$16,945,607,784.63
Jul	\$17,656,147,512.24
Aug	\$7,677,408,567.61
<b>Grand Total</b>	<b>\$455,290,612,422.82</b>



Note: DoD FPDS entries delayed by 90 days for security purposes.

Aug 17, 2020 == DoD postings May 20, 2020\*

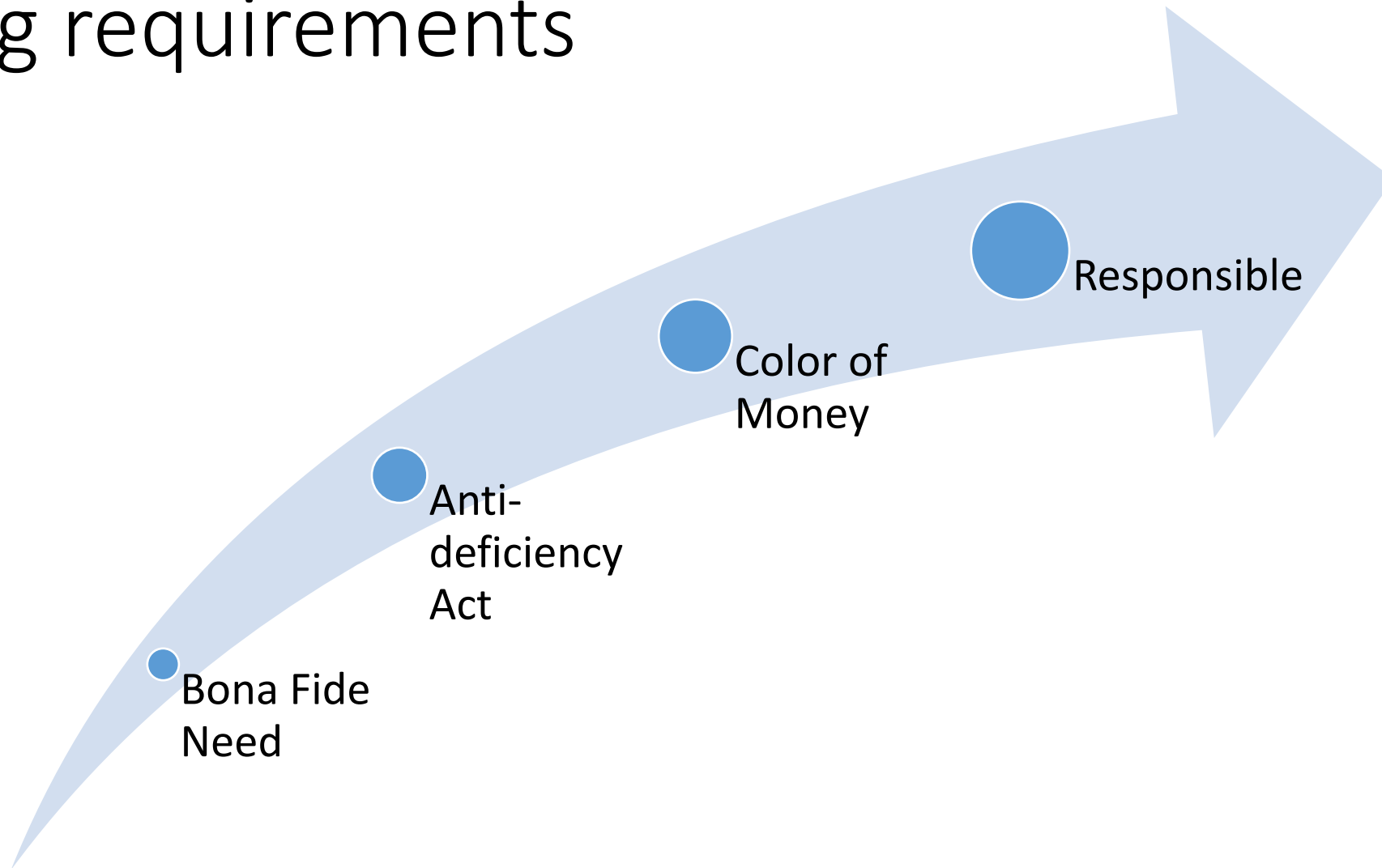
$\frac{\$600B}{4 \text{ Qtrs}} = \$150B \text{ per quarter. Roughly } \$150B \text{ to spend in 44 days!}$

# Connect with WPI

WPI! – we are  
your go-to  
resource for



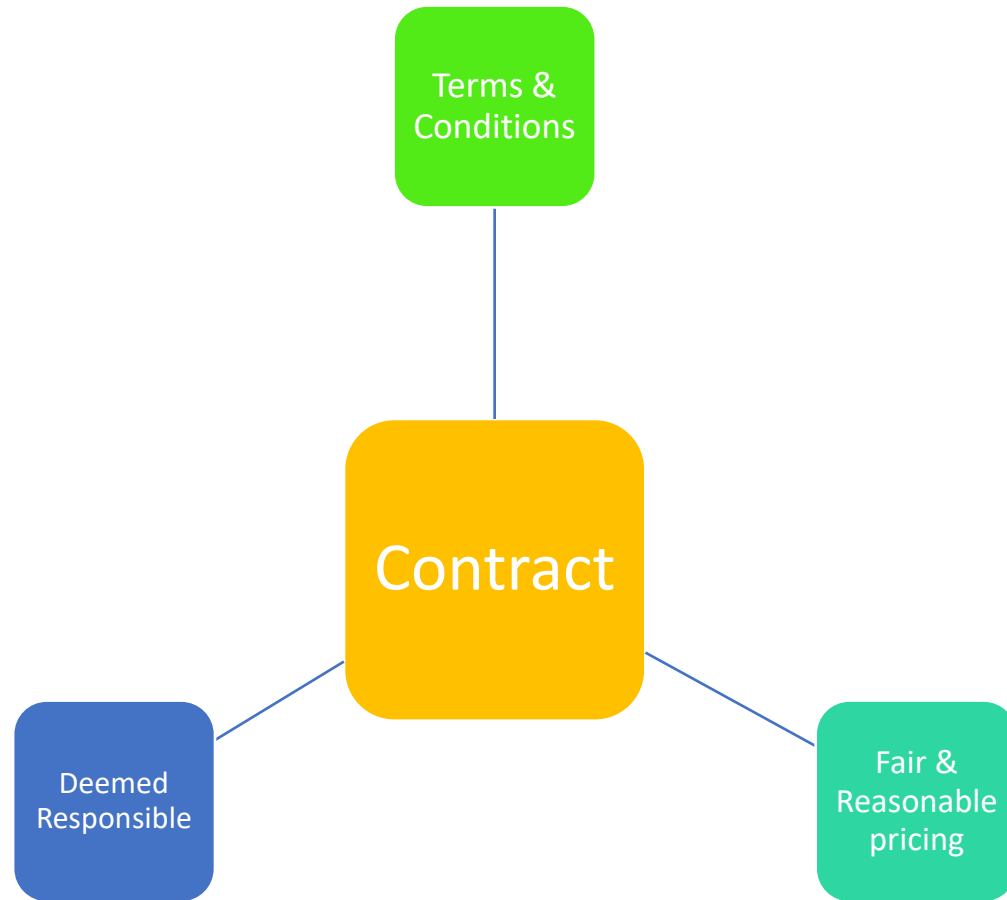
# Driving requirements



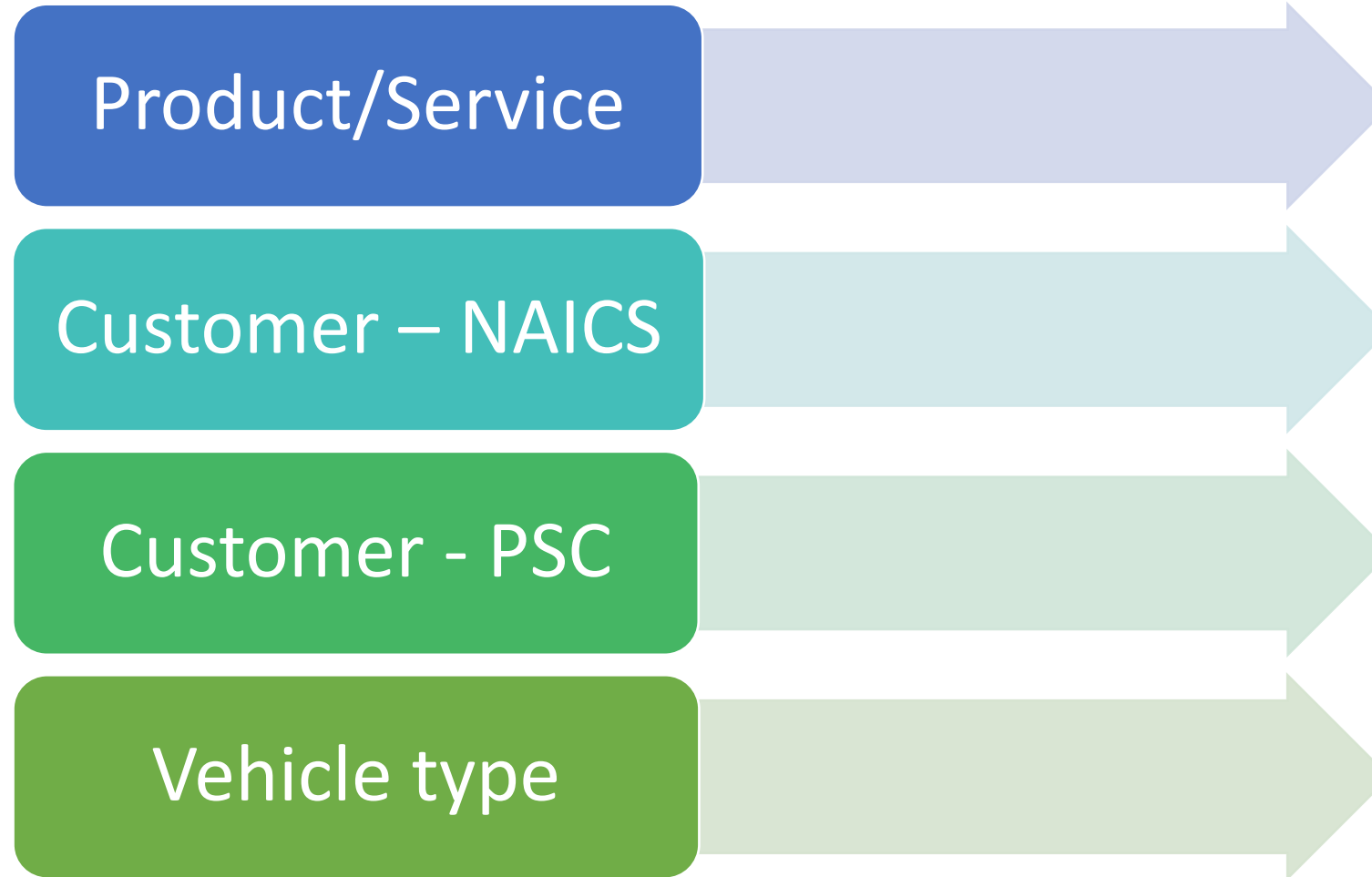
# Anti-deficiency Act (Accelerator & Brake)

- 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



# Comparison of Award types – time of year

## October 1, 2018 – June 30, 2019

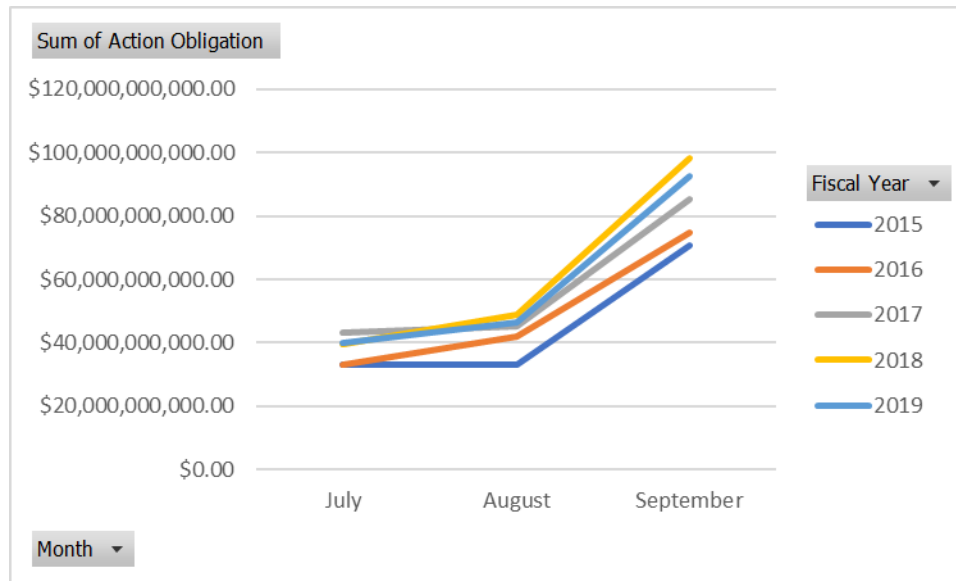
Sum of Action Obligation			
Award or IDV Type	Total	% of Total	
BOA	\$39,052,391.89		
BPA	\$9,920,025.00		
BPA CALL	\$9,430,931,982.50		
DEFINITIVE CONTRACT	\$192,424,173,835.25	47%	
DELIVERY ORDER	\$188,478,741,205.98	46%	
FSS	\$190,729,035.00		
GWAC	\$492,675.64		
IDC	\$8,626,402,050.35		
PURCHASE ORDER	\$11,521,096,938.48	3%	
Grand Total	\$410,721,540,140.09		

## July, August, September - 2019

Sum of Action Obligation			
Award or IDV Type	Total	% of Total	
BOA	\$62,723,582.07		
BPA	\$8,729,360.31		
BPA CALL	\$6,043,717,727.08		
DEFINITIVE CONTRACT	\$68,054,465,984.62	38%	
DELIVERY ORDER	\$95,725,477,315.56	54%	←
FSS	\$1,204,934.00		
GWAC	\$254,750.55		
IDC	\$2,270,216,478.58		
PURCHASE ORDER	\$6,662,705,625.95	4%	
Grand Total	\$178,829,495,758.72		

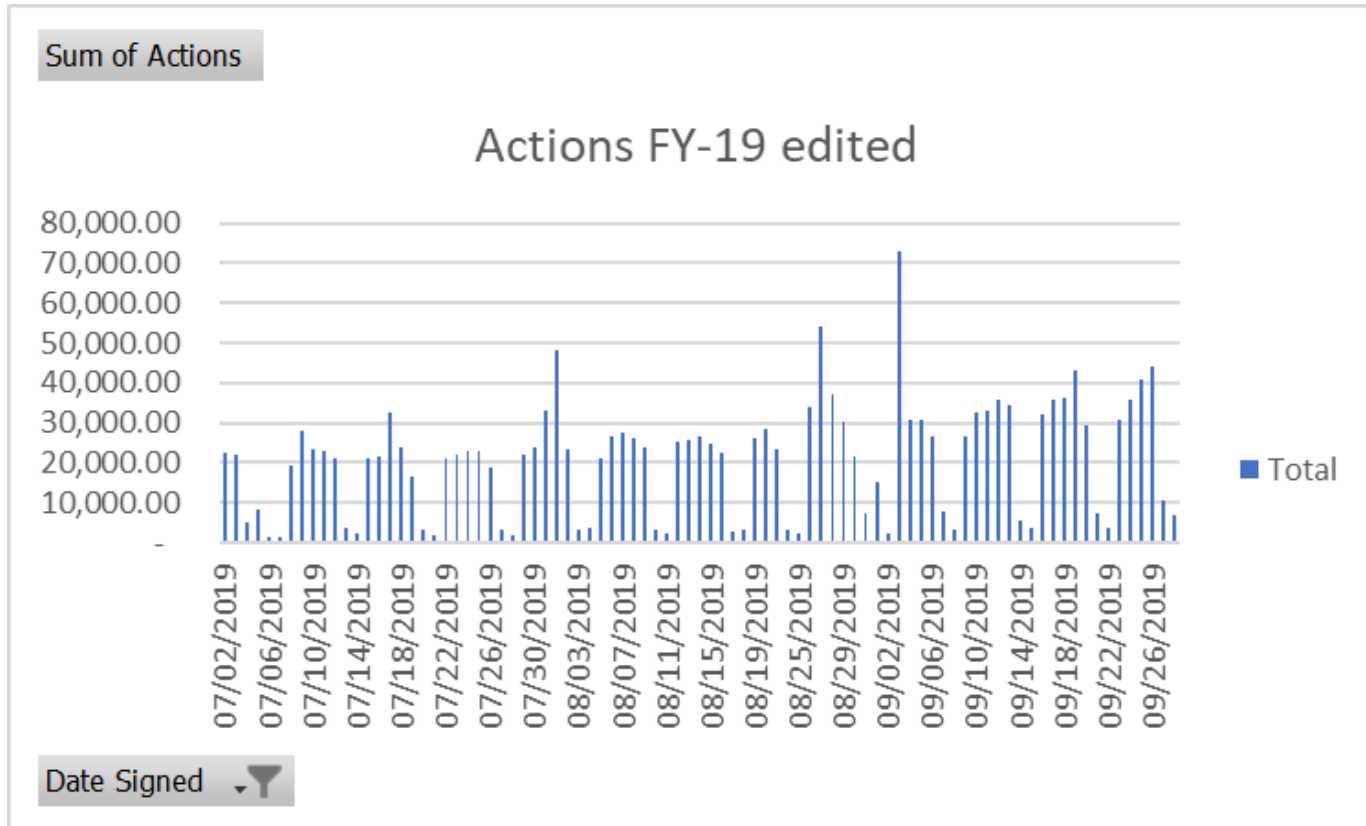
# General end of year award value & trend – New

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

# Actions Last 3 months FY-19



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
Grand Total	32,139,773.00

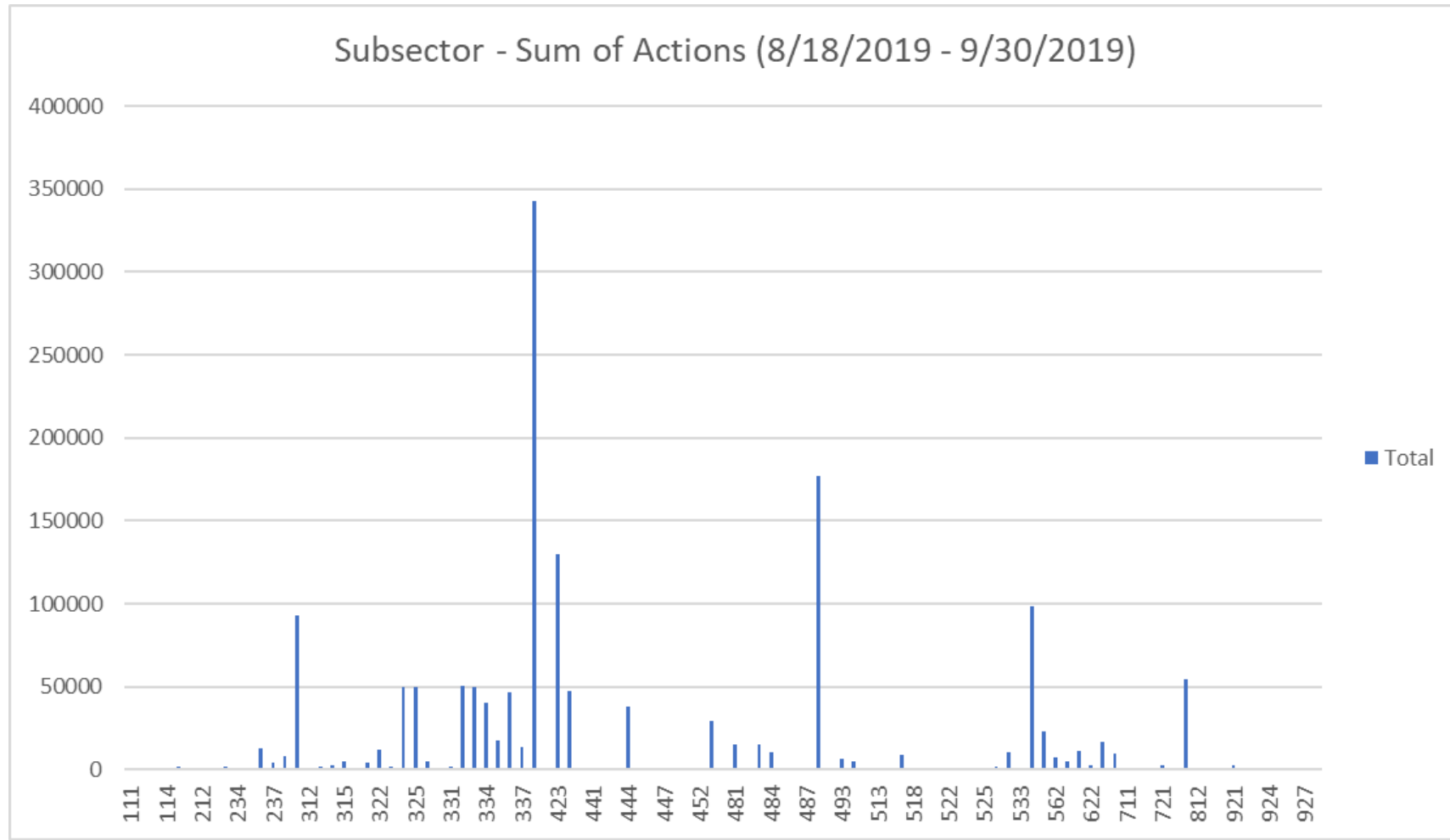
Dates with more robust activity.

# Top 10 NAICS – fy 19 – number of actions

Sum of Actions		Months			Grand Total
NAICS Code	NAICS Description	Jul	Aug	Sep	
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

# Subsector perspective



NAICS: Sector (2) > Subsector (3) > Code (6) – 1,023 Codes

111 – Crop Production  
 112 – Animal Production and Aquaculture  
 113 – Forestry and Logging  
 114 – Fishing, Hunting and Trapping  
 115 – Support Activities for Agriculture and Forestry  
 211 – Oil and Gas Extraction  
 212 – Mining (except Oil and Gas)  
 213 – Support Activities for Mining  
 221 – Utilities  
 236 – Construction of Buildings  
 237 – Heavy and Civil Engineering Construction  
 238 – Specialty Trade Contractors  
 311 – Food Manufacturing  
 312 – Beverage and Tobacco Product Manufacturing  
 313 – Textile Mills  
 314 – Textile Product Mills  
 315 – Apparel Manufacturing  
 316 – Leather and Allied Product Manufacturing  
 321 – Wood Product Manufacturing  
 322 – Paper Manufacturing  
 323 – Printing and Related Support Activities  
 324 – Petroleum and Coal Products Manufacturing  
 325 – Chemical Manufacturing  
 326 – Plastics and Rubber Products Manufacturing  
 327 – Nonmetallic Mineral Product Manufacturing  
 331 – Primary Metal Manufacturing  
 332 – Fabricated Metal Product Manufacturing  
 333 – Machinery Manufacturing  
 334 – Computer and Electronic Product Manufacturing

335 – Electrical Equipment, Appliance and Component Manufacturing  
 336 – Transportation Equipment Manufacturing  
 337 – Furniture and Related Product Manufacturing  
**339 – Miscellaneous Manufacturing**  
 423 – Merchant Wholesalers, Durable Goods  
 424 – Merchant Wholesalers, Nondurable Goods  
 425 – Wholesale Electronic Markets and Agents and Brokers  
 441 – Motor Vehicle and Parts Dealers  
 442 – Furniture and Home Furnishings Stores  
 443 – Electronics and Appliance Stores  
 444 – Building Material and Garden Equipment and Supplies Dealers  
 445 – Food and Beverage Stores  
 446 – Health and Personal Care Stores  
 447 – Gasoline Stations  
 448 – Clothing and Clothing Accessories Stores  
 451 – Sporting Good, Hobby, Book and Music Stores  
 452 – General Merchandise Stores  
 453 – Miscellaneous Store Retailers  
 454 – Nonstore Retailers  
 481 – Air Transportation  
 482 – Rail Transportation  
 483 – Water Transportation  
 484 – Truck Transportation  
 485 – Transit and Ground Passenger Transportation  
 486 – Pipeline Transportation  
 487 – Scenic and Sightseeing Transportation  
 488 – Support Activities for Transportation  
 491 – Postal Service  
 492 – Couriers and Messengers

493 – Warehousing and Storage  
 511 – Publishing Industries (except Internet)  
 512 – Motion Picture and Sound Recording Industries  
 515 – Broadcasting (except Internet)  
 517 – Telecommunications  
 518 – Data Processing, Hosting, and Related Services  
 519 – Other Information Services  
 522 – Credit Intermediation and Related Activities  
 523 – Financial Investments and Related Activities  
 524 – Insurance Carriers and Related Activities  
 525 – Funds, Trusts and Other Financial Vehicles  
 531 – Real Estate  
 532 – Rental and Leasing Services  
 533 – Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)  
 541 – Professional, Scientific and Technical Services  
 551 – Management of Companies and Enterprises  
 561 – Administrative and Support Services  
 611 – Educational Services  
 621 – Ambulatory Health Care Services  
 622 – Hospitals  
 623 – Nursing and Residential Care Facilities  
 624 – Social Assistance  
 711 – Performing Arts, Spectator Sports and Related Industries  
 712 – Museums, Historical Sites and Similar Institutions  
 713 – Amusement, Gambling and Recreation Industries  
 721 – Accommodation  
 722 – Food Services and Drinking Places  
 811 – Repair and Maintenance  
 812 – Personal and Laundry Services  
 813 – Religious, Grantmaking, Civic, Professional and Similar Organizations

## NAICS – Subsectors – SBA’s Table of Size Standards

# 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

# NAICS - perspective

NAICS Code	NAICS Description	Actions
339111	LABORATORY APPARATUS AND FURNITURE MANUFACTURING	86
339112	SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING	4,702
339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	6,954
339114	DENTAL EQUIPMENT AND SUPPLIES MANUFACTURING	258
339115	OPHTHALMIC GOODS MANUFACTURING	279,183
339116	DENTAL LABORATORIES	80
339910	JEWELRY AND SILVERWARE MANUFACTURING	79
339920	SPORTING AND ATHLETIC GOODS MANUFACTURING	1,222
339930	DOLL, TOY, AND GAME MANUFACTURING	29
339932	GAME, TOY, AND CHILDREN'S VEHICLE MANUFACTURING	7
339940	OFFICE SUPPLIES (EXCEPT PAPER) MANUFACTURING	14,384
339941	PEN AND MECHANICAL PENCIL MANUFACTURING	5
339944	CARBON PAPER AND INKED RIBBON MANUFACTURING	2,053
339950	SIGN MANUFACTURING	743
339991	GASKET, PACKING, AND SEALING DEVICE MANUFACTURING	2,959
339992	MUSICAL INSTRUMENT MANUFACTURING	46
339993	FASTENER, BUTTON, NEEDLE, AND PIN MANUFACTURING	34
339994	BROOM, BRUSH, AND MOP MANUFACTURING	767
339995	BURIAL CASKET MANUFACTURING	2
339999	ALL OTHER MISCELLANEOUS MANUFACTURING	28,685



Time frame: 8/18/2019 - 9/30/2019

# NAICS - 339115 & Size perspective

Size	Vendor Name	Sum of Actions	Sum of Action Obligation	
OTSB	ALCON LABORATORIES, INC.	3	-\$64,737.76	
	AMO SALES AND SERVICE, INC.	11	\$538,550.00	
	AVON PROTECTION SYSTEMS, INC.	1	\$182,951.26	
	BOSTON FOUNDATION FOR SIGHT INC	1	\$0.00	
	FEDERAL PRISON INDUSTRIES INC	625	\$29,541.69	
	GENTEX CORPORATION	1	\$13,560.32	
	MAYO CLINIC	1	\$416,152.00	
	MELLING, LLC	1	\$68,429.90	
	PROAIM AMERICAS, LLC	1	\$134,900.00	
	WINSTON-SALEM INDUSTRIES FOR THE BLIND, INC.	2618	\$387,001.64	\$1,384,085.17

SB	3T FEDERAL SOLUTIONS LLC	1	\$90,744.66	
	ALDEN OPTICAL LABORATORY, INC	1	\$0.00	
	ALLAN BAKER, INC.	76	\$395,494.56	
	ALPHAMICRON, INC.	1	\$0.00	
	ARMADA OPTICAL SERVICES INC	4	\$6,605.11	
	ATLANTIC DIVING SUPPLY, INC.	1	\$381.50	
	CAPTURE, LLC	1	\$0.00	
	CENTRAL OPTICAL LABORATORIES INC	1	\$312,000.00	
	CORPS BIOLOGICS LLC	10	\$792,586.96	
	DESIGNS FOR VISION, INC.	1	\$19,116.00	
	DGA MEDICAL, LLC	1	\$49,817.00	
	DIAGNOSYS LLC	2	\$25,631.00	
	DISPENSERS OPTICAL SERVICE CORP	204	\$246,883.60	
	FAMILY EYE CARE	1	-\$17,245.00	
	FERRIS OPTICAL	2	\$249,586.75	
	FIDELITY PARTNERS MEDICAL STAFFING, LLC	2	-\$62,482.02	
	FREEDOM MOTORS USA, INCORPORATED	1	\$25,571.00	
	HAAG-STREIT USA INC	1	\$39,300.00	
	HI-TECH OPTICAL, INC.	17	\$5,931.00	
	LARKOS PACKING AND DISTRIBUTION INC.	1	\$295.70	
	LET'S GO TECHNOLOGY, INC.	1	\$47,014.30	
	MCALESTER VISION CENTER	1	\$11,559.00	
	MELLING, LLC	5	\$379,007.58	
	METRO MEDICAL EQUIPMENT & SUPPLY, INC.	2	\$12,286.00	
	O.R. ELDER INC.	3	\$251,570.00	
	OCULUS, INC.	1	\$21,000.00	
	PDS CONSULTANTS INC	275553	\$8,238,347.28	
	RANDOLPH ENGINEERING, INC.	9	\$111,202.04	
	SATISLOH NORTH AMERICA, INC.	1	-\$135,457.09	
	SCHROTH SAFETY PRODUCTS LLC	1	\$222,300.00	
	SOUTHERN AUTOMOTIVE WHOLESALERS, INC.	1	\$24,860.15	
	SPECOPS MEDICAL SUPPLY LLC	1	\$11,192.20	
	SRD VISION, LLC	1	\$84,554.00	
	STAAR SURGICAL COMPANY	1	\$0.00	
	SUPERIOR OPTICAL LABS, INC.	3	\$0.00	
	SUREWERX USA INC.	1	\$4,703.23	
	SZY HOLDINGS, LLC	1	\$294.00	
	THUNDERCLOUD OPTICAL, LLC	1	\$9,000.00	
	VETERANS HEALTHCARE SUPPLY SOLUTIONS, INC.	4	\$1,303,234.92	\$12,992,069.54

Totals – deobligations removed: Time frame: 8/18/2019 - 9/30/2019

# NAICS - Competition

Number of actions related to the number of offers.



Number of Offers received			
326192	21	RESILIENT FLOOR COVERING MANUFACTURING	1
	999	RESILIENT FLOOR COVERING MANUFACTURING	1
326199	0	ALL OTHER PLASTICS PRODUCT MANUFACTURING	2
	1	ALL OTHER PLASTICS PRODUCT MANUFACTURING	143
	2	ALL OTHER PLASTICS PRODUCT MANUFACTURING	50
	3	ALL OTHER PLASTICS PRODUCT MANUFACTURING	96
	4	ALL OTHER PLASTICS PRODUCT MANUFACTURING	36
	5	ALL OTHER PLASTICS PRODUCT MANUFACTURING	7
	6	ALL OTHER PLASTICS PRODUCT MANUFACTURING	2
	7	ALL OTHER PLASTICS PRODUCT MANUFACTURING	1
	8	ALL OTHER PLASTICS PRODUCT MANUFACTURING	1
	9	ALL OTHER PLASTICS PRODUCT MANUFACTURING	4
	13	ALL OTHER PLASTICS PRODUCT MANUFACTURING	1
	15	ALL OTHER PLASTICS PRODUCT MANUFACTURING	2
	57	ALL OTHER PLASTICS PRODUCT MANUFACTURING	1
	72	ALL OTHER PLASTICS PRODUCT MANUFACTURING	1
	999	ALL OTHER PLASTICS PRODUCT MANUFACTURING	43
		ALL OTHER PLASTICS PRODUCT MANUFACTURING	152
326211	0	TIRE MANUFACTURING (EXCEPT RETREADING)	1
	1	TIRE MANUFACTURING (EXCEPT RETREADING)	29

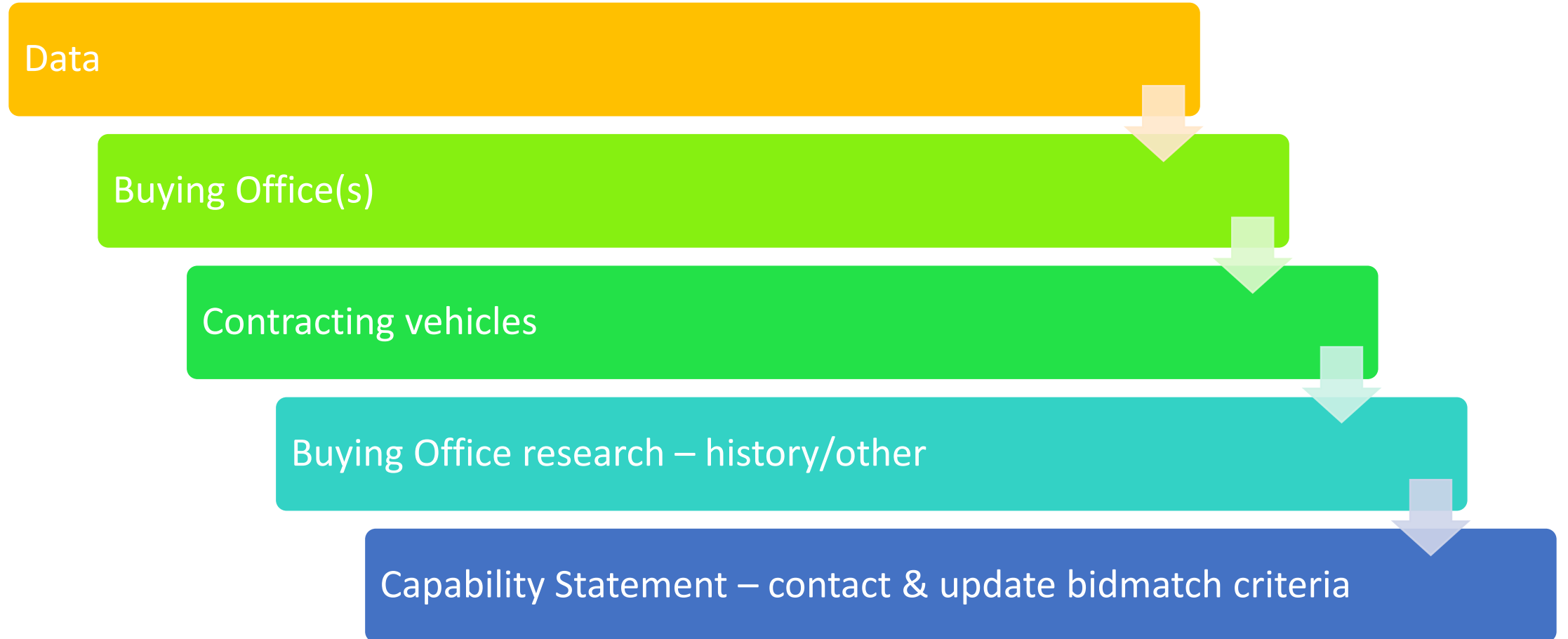
143 opportunities (solicitations) that received 1 response.

143

# General Approaches



# 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)

# 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

# Using the PIIID 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%

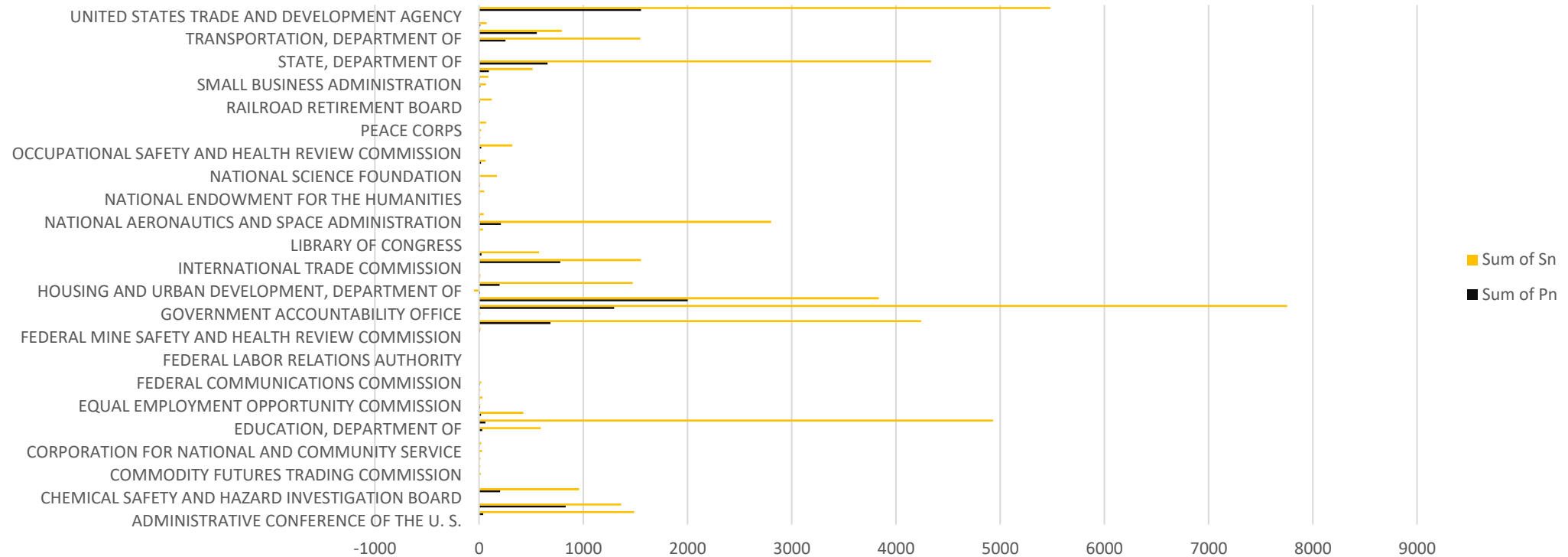
- Contracting Office ID = SPE7LX: FY-19
- 90 NAICS
- 49 NAICS with > 75% awards to SB
- 38 NAICS with 100% awards to SB

# Using the PIIID to create a customer overview



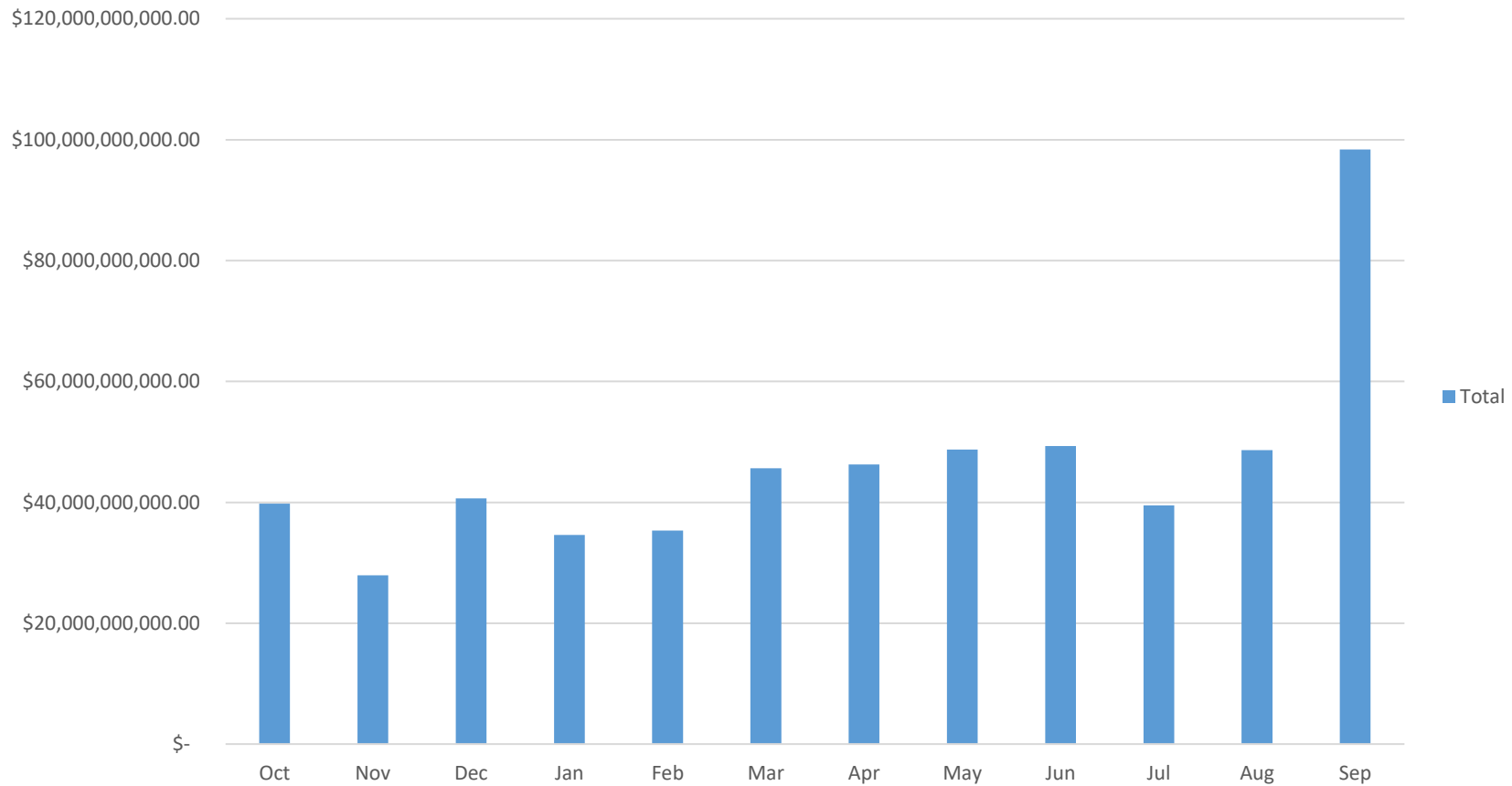
Award or IDV Type	Contracting Officers Business Size Selection	Count of Award or IDV Type	Sum of Action Obligation
DELIVERY ORDER	OTHER THAN SMALL BUSINESS	736	\$82,747,097.02
	SMALL BUSINESS	2,083	\$86,212,619.18
DELIVERY ORDER Total		2,819	\$168,959,716.20
IDC	OTHER THAN SMALL BUSINESS	284	\$0.00
	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

# Department difference – in general (P v. S)

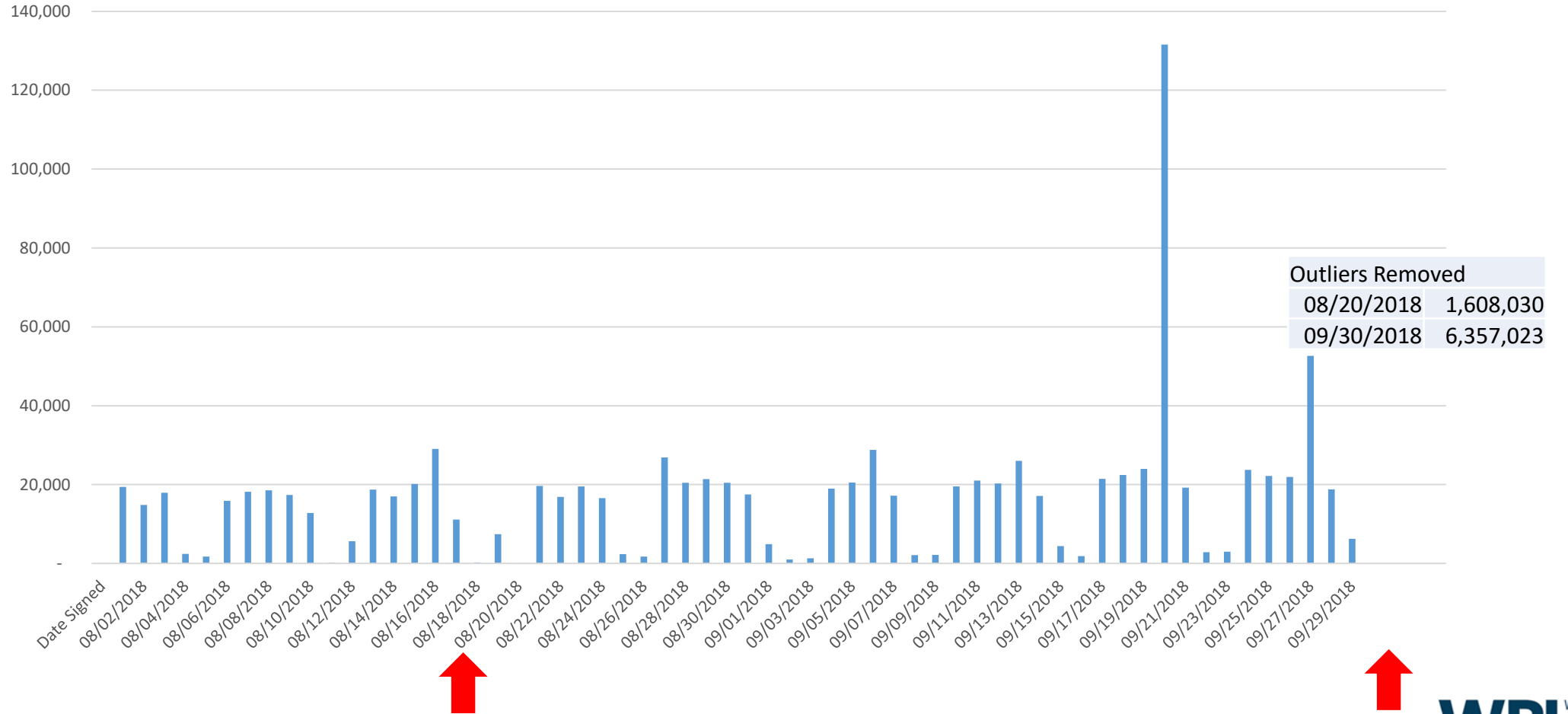


FY-18 data | Aug/Sep | DoD data removed to avoid skewing – values in Millions

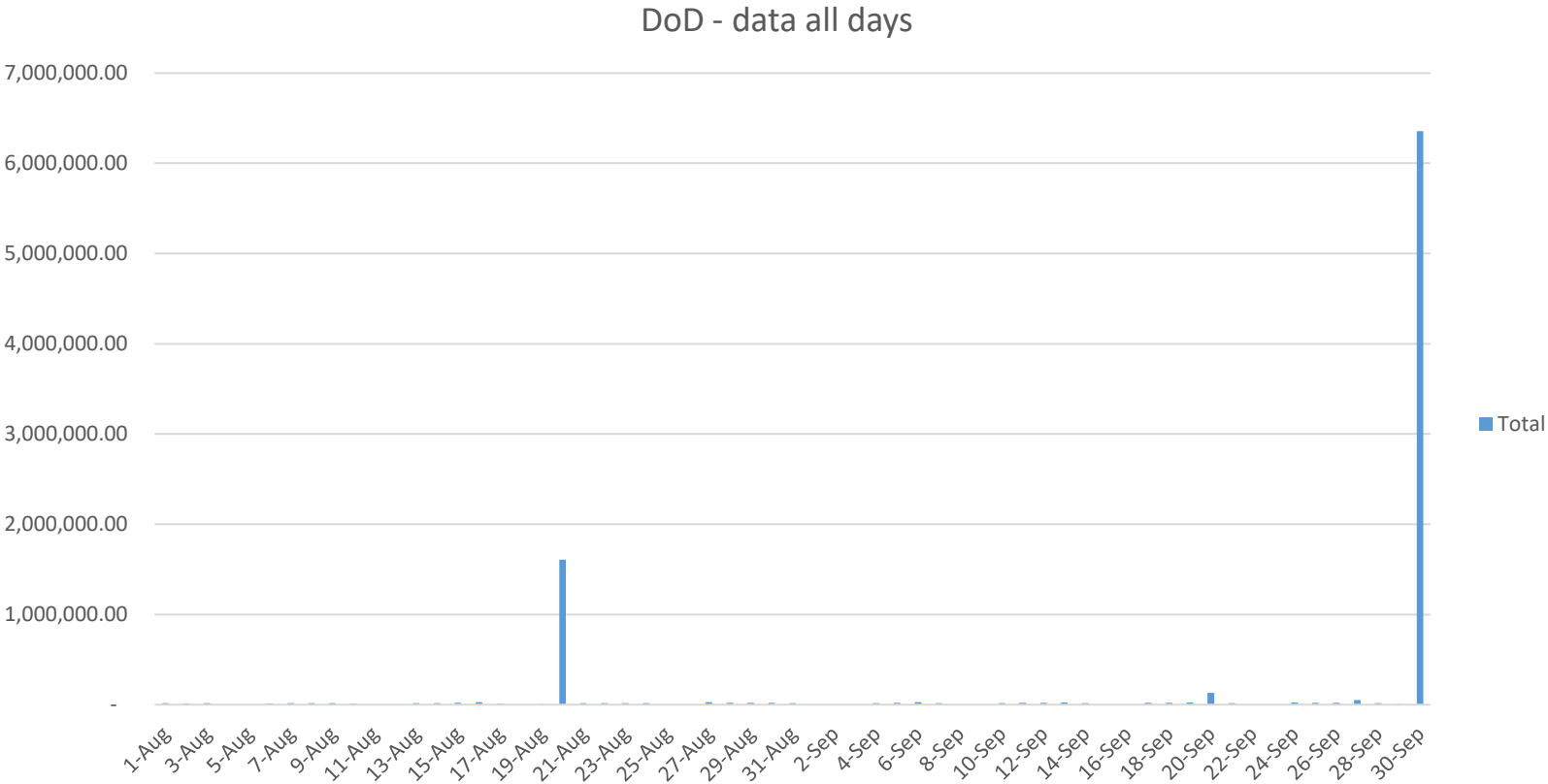
# FY-18 Awards totals by Month



# Total Actions DoD only (re: outliers)

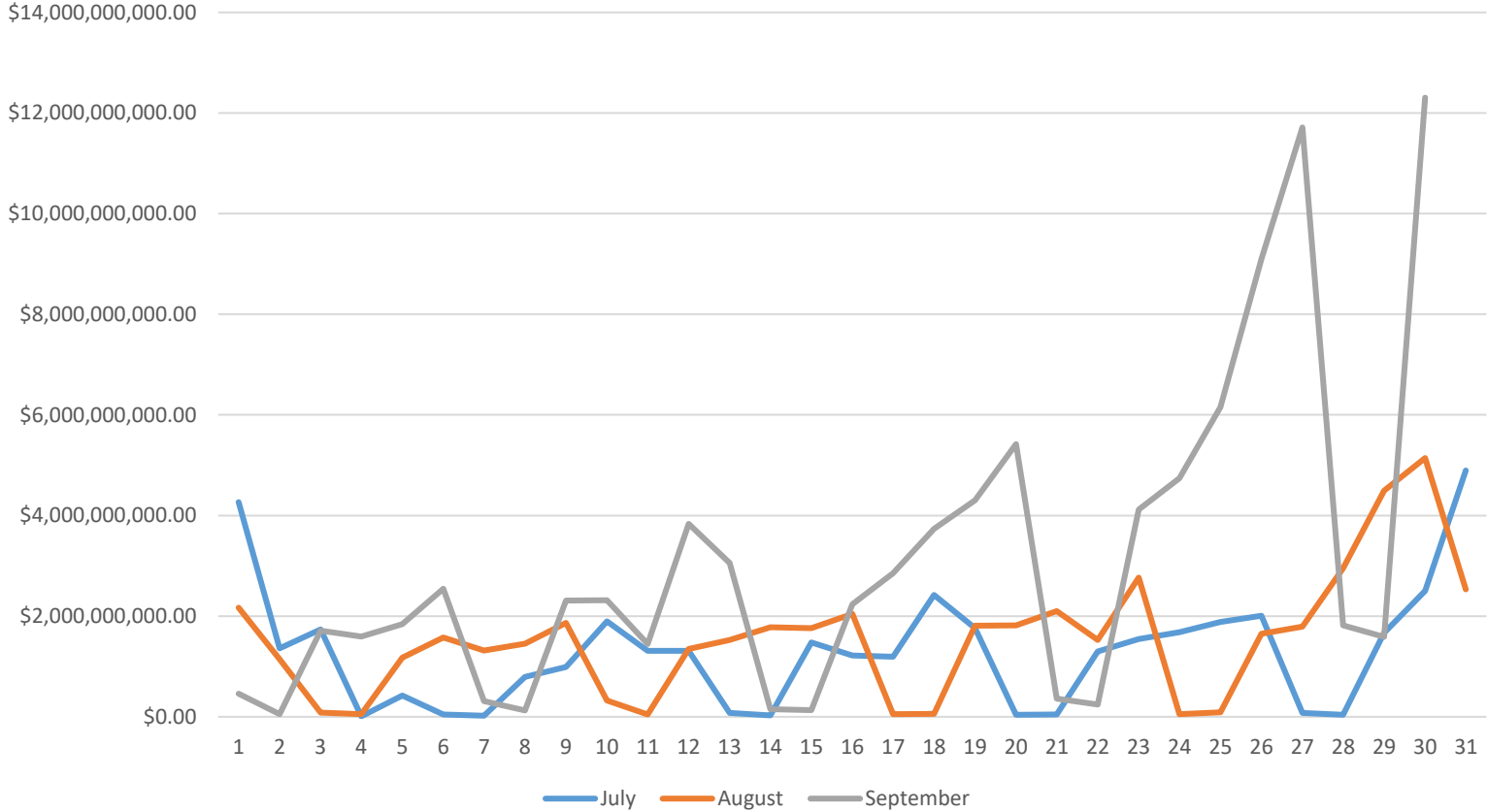


# The effect of Outliers

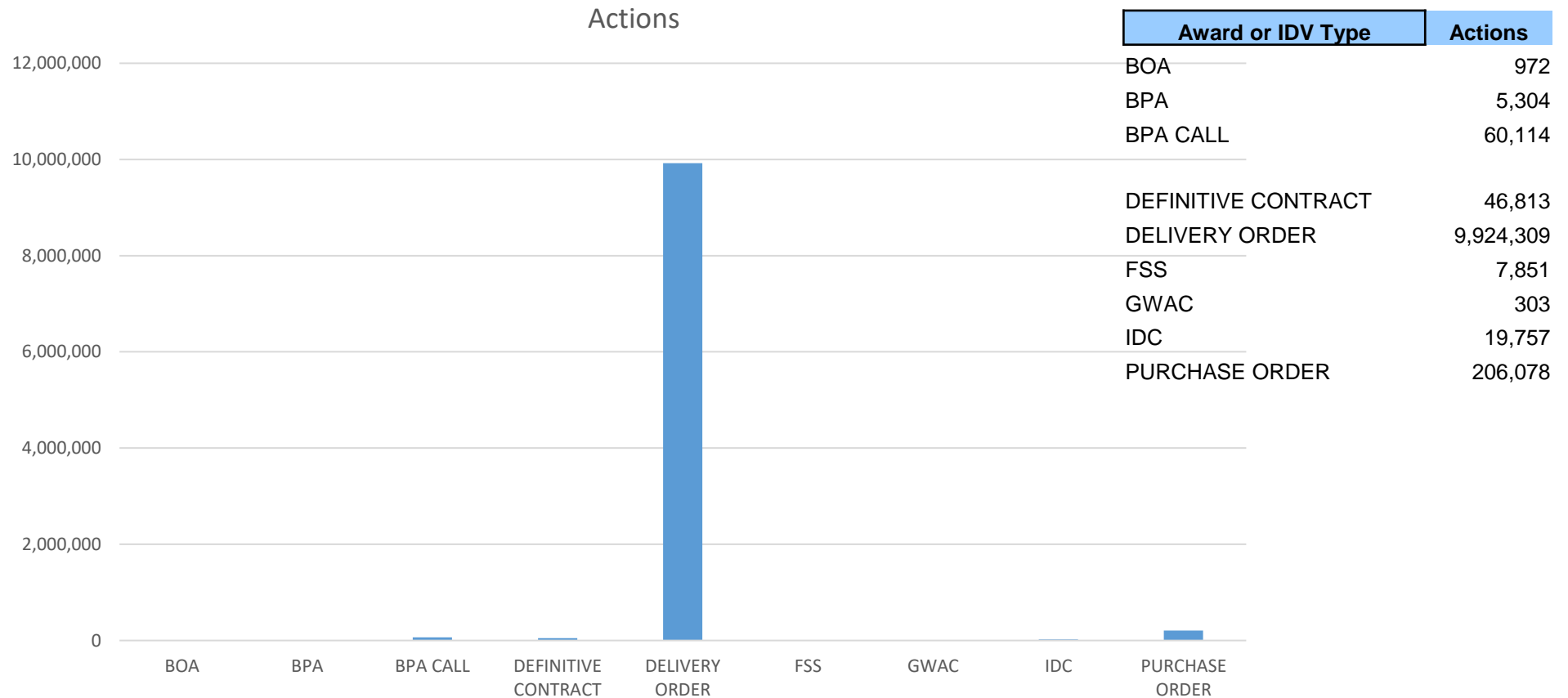


# The Race to the end of the year

Awards: July - August - September 2019

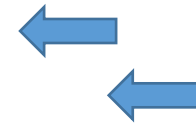


# Acquisition vehicle (actions) – last two months (FY-18)

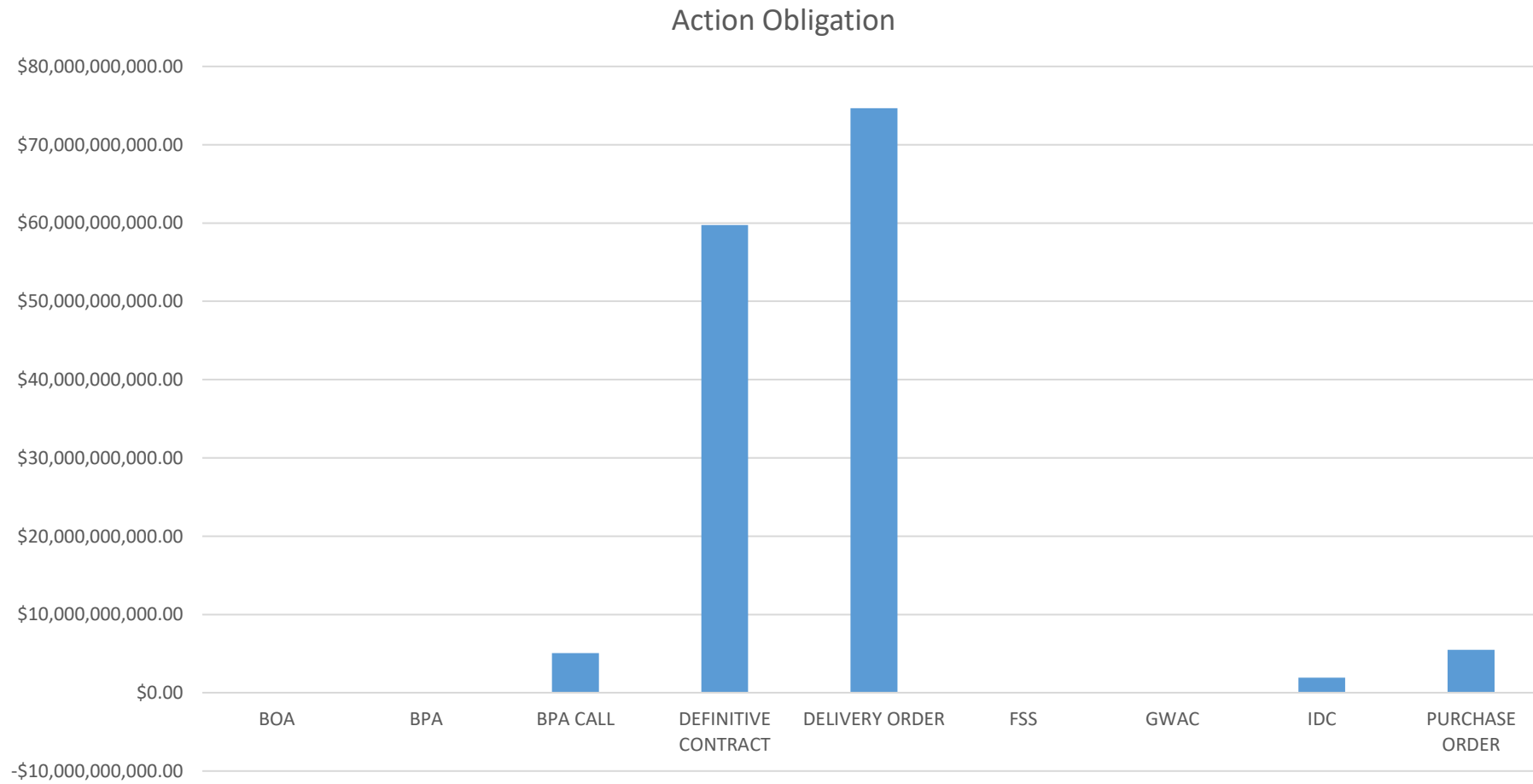


# Acquisition vehicle (avg awd) – last two months (FY-18)

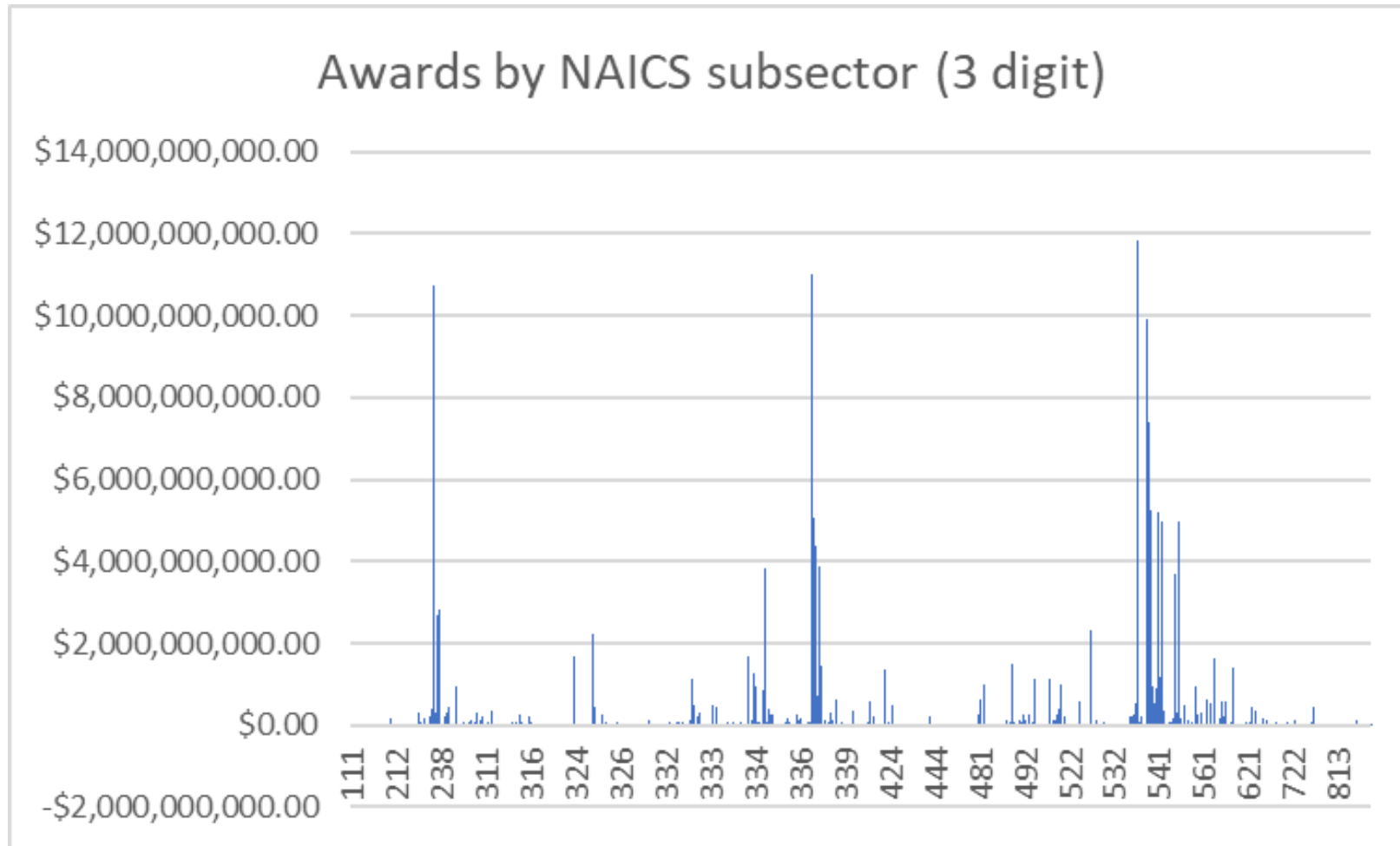
Award or IDV Type	Average Award
BOA	\$129,681.45
BPA	\$1,195.96
BPA CALL	\$84,215.45
DEFINITIVE CONTRACT	\$1,276,001.91
DELIVERY ORDER	\$7,522.60
FSS	\$0.00
GWAC	-\$20.63
IDC	\$98,467.47
PURCHASE ORDER	\$26,684.58



# Acquisition vehicle – last two months (FY-18)



# Awards by NAICS\* Subsector



# 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.

# NAICS Selection - reminder

## Sector – 42 Wholesale Trade

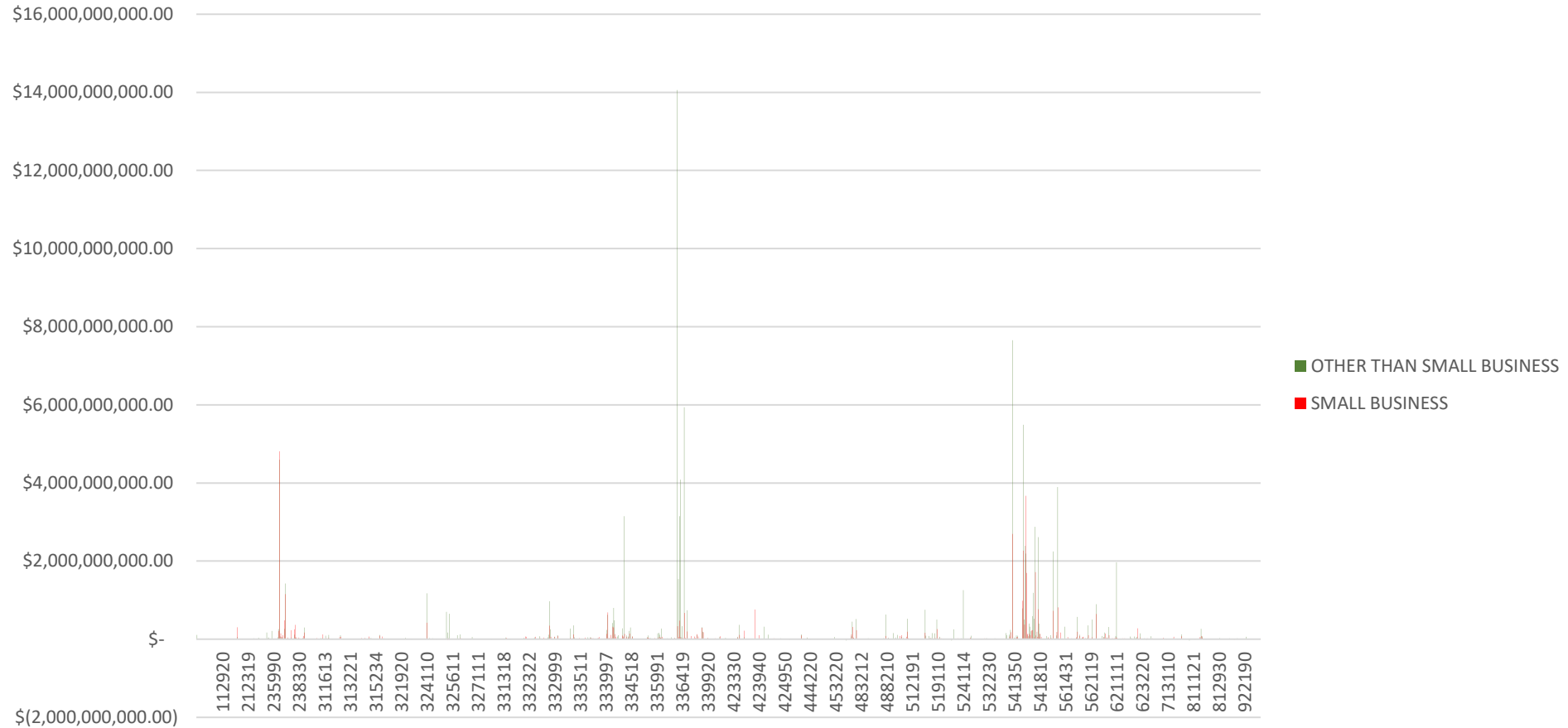
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale 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.)

## Sectors 44-45 Retail Trade

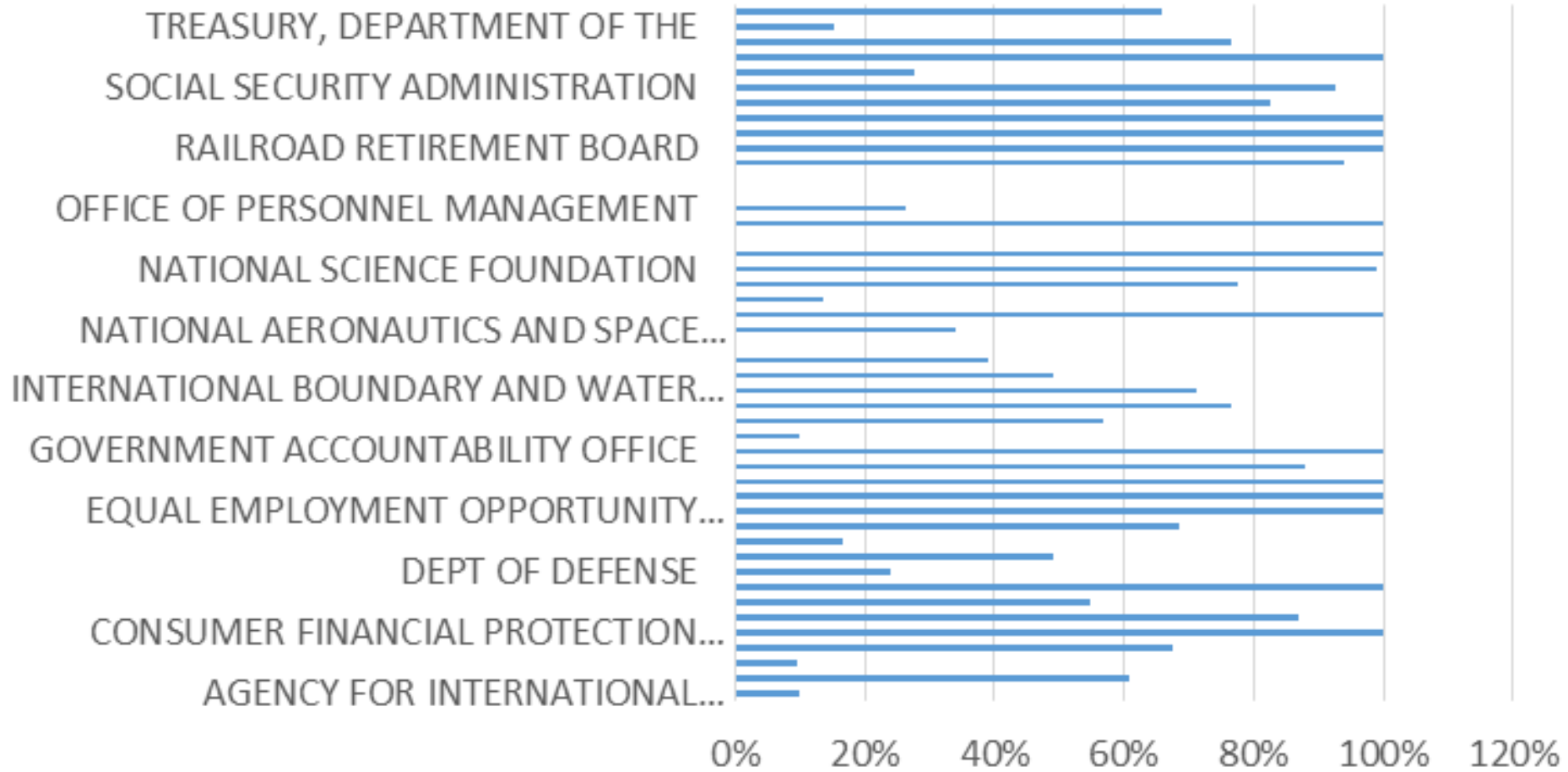
(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale 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 v. OTSB V. NAICS



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



FY-17 data Aug & Sep

# Big spenders - good SB customer?

Row Labels	OTSB	SMALL BUSINESS	Grand Total	% awds SB
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%

Sorted by Grand Total  
FY-16 data

# 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

FY – 16 data

## 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 Labels			
Row Labels	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>

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
W071 ENDIST WALLA WALLA Total		33
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	
W07V ENDIST ROCK ISLAND Total		24
Grand Total		57

		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

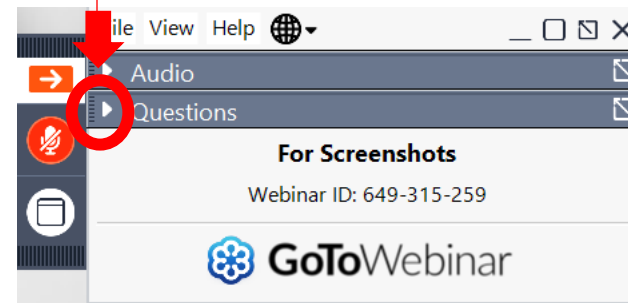
- System for Award Management (SAM)
- Dynamic Small Business Search
- Capabilities Statement – tailored
- WPI – bidmatch profile
  - Review
  - Update
- FBO profile, if used
- GSA schedule holders; determine if Sale/Sale pricing is justified

# QUESTIONS?



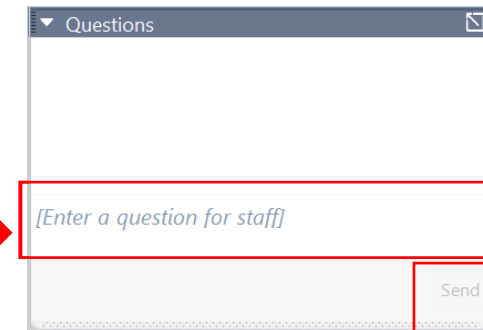
## OPENING THE QUESTIONS BOX

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## USING THE QUESTIONS BOX

Type questions  
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Click Send when ready to submit a question

# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- 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

- September 15, 2020

## **Analyzing and Responding to Federal Construction Solicitations**

[CLICK HERE](#) for additional information

Presented by Helen Henningsen, Wisconsin Procurement Institute & Wenbin Yuan, Dakota Intertek Corp.

- September 30, 2020

## **Government Property Management for Federal Contractors and Subcontractors**

[CLICK HERE](#) for additional information

Presented by Ben Blanc, Wisconsin Procurement Institute

- October 21, 2020

## **U.S. SBS Federal Women-Owned Small Business Program: The Transition is Happening Now**

[CLICK HERE](#) for additional information

Presented by Kim Garber, Wisconsin Procurement Institute & Shane Mahaffy, US Small Business Administration (SBA)

**...More at [wispro.org/events](https://wispro.org/events)**

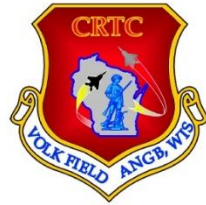
# CYBER FRIDAY LIVE WEBINAR SERIES

- |                      |  |                     |   |
|----------------------|--|---------------------|---|
| <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

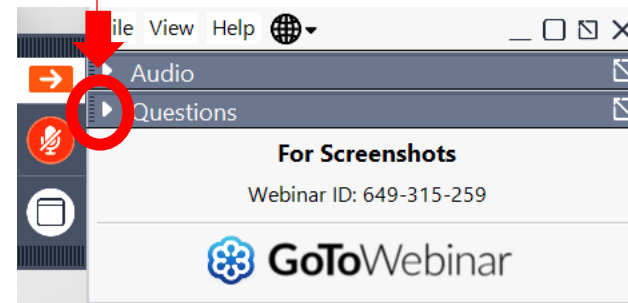
- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
  - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012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



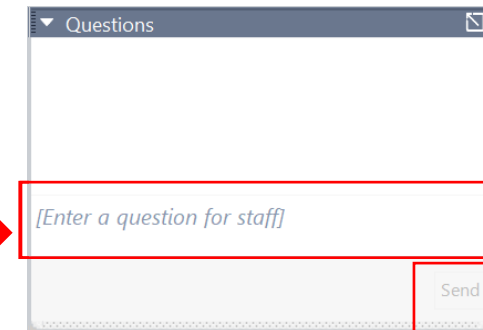
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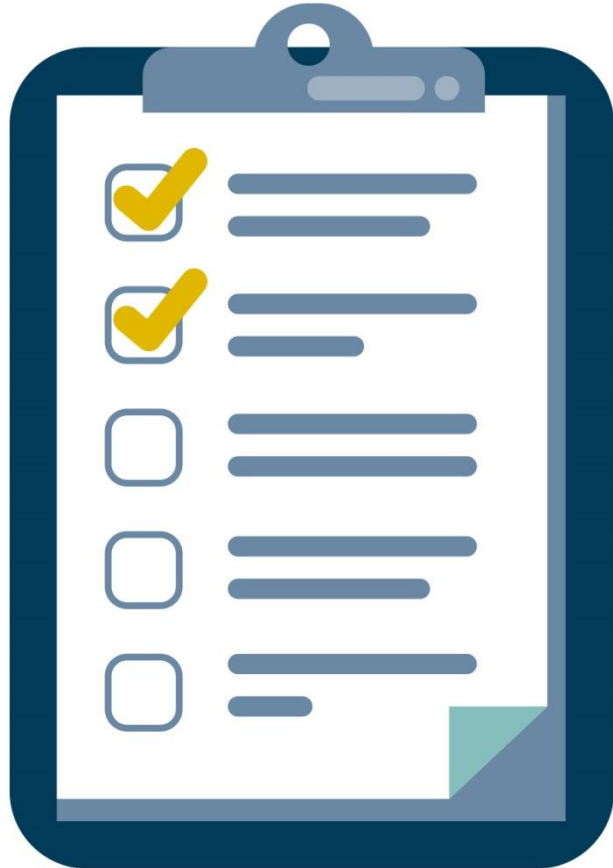
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# SURVEY



# 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)

**Marc Violante, Wisconsin Procurement Institute (WPI)**

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

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226