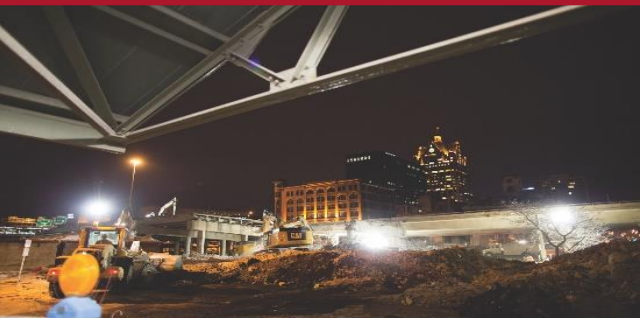




**STATE AND FEDERAL CERTIFICATIONS FOR VETERAN AND
SERVICE DISABLED VETERAN OWNED BUSINESSES
ACQUISITION HOUR WEBINAR**

November 5, 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 client’s 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

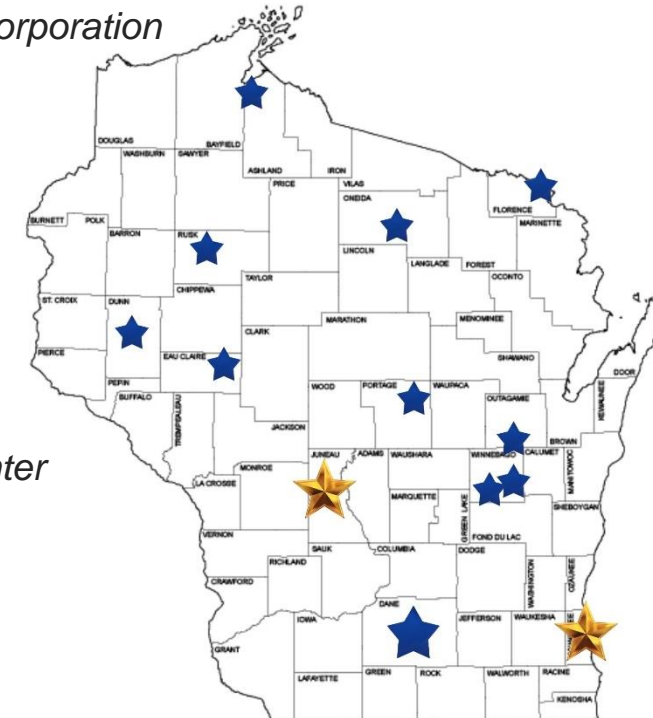
- *Nicolet Area Technical College*

▪ GREEN BAY

- *Advance Business & Manufacturing Center*

▪ ASHLAND

- *Ashland Area Development Corporation*





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](#)



U.S. Small Business
Administration

Service Disabled Veteran Owned Small Business

Shane Mahaffy

Lead Business Opportunity Specialist

Set-Aside for Certification Programs and Socio-Economic Categories

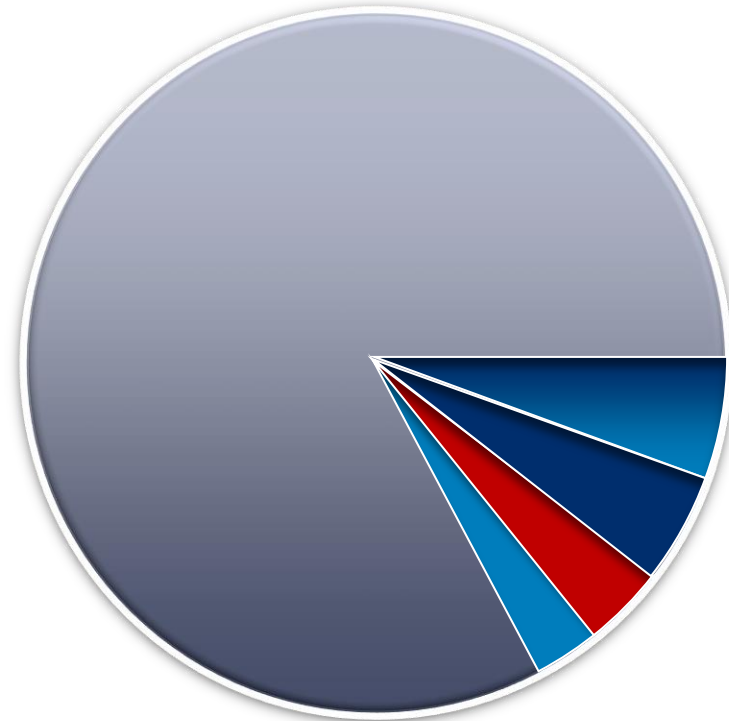
Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small business between \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Wisconsin FY19 Small Business Contract Numbers



WI small businesses received approximately \$815 million with the U.S. Government



41 SDVOSB's received contract actions



There were 3,3,724 contract actions totaling \$129 Million

Service-Disabled Veteran-Owned Small Business Program (SDVOSB)

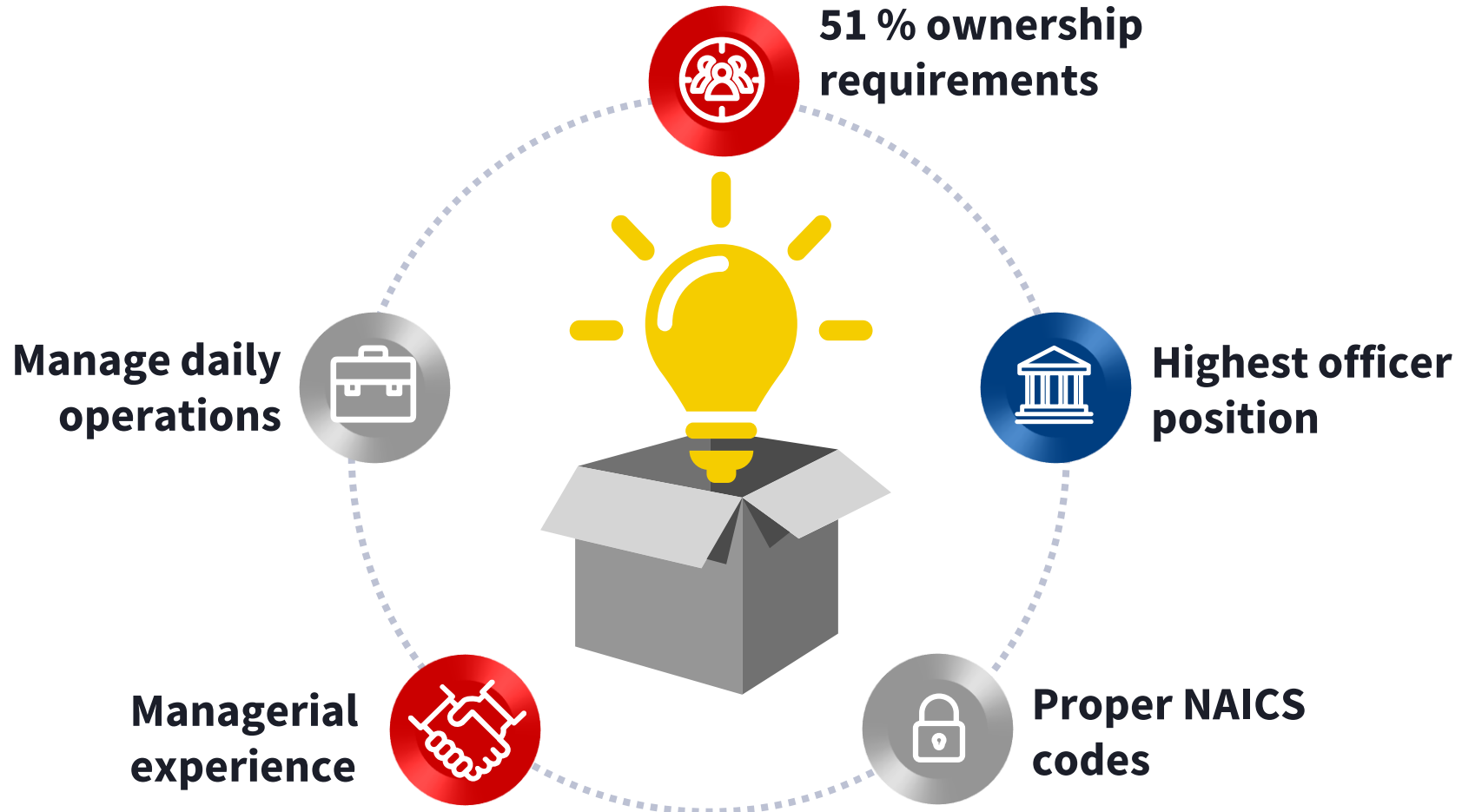


Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Is the SDVOSB Certification Appropriate for You?



Getting the Most Out of the SDVOSB Program



Enables firms to qualify for set-aside or sole source contract awards – helping agencies to meet their SDVOSB goals



Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



More prime and subcontracting opportunities through registration at Vetbiz.gov

SDVOSB and VOSB Federal Contracting



Self Certified SDVOSB concerns may qualify for set-aside or sole source contract awards



There are development opportunities and growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



To do business with the VA, Service Disabled and Veteran Owned Small Business Concerns must first be certified through the Center for Verification and Evaluation (CVE)

All Small Mentor-Protégé Program (ASMPP)

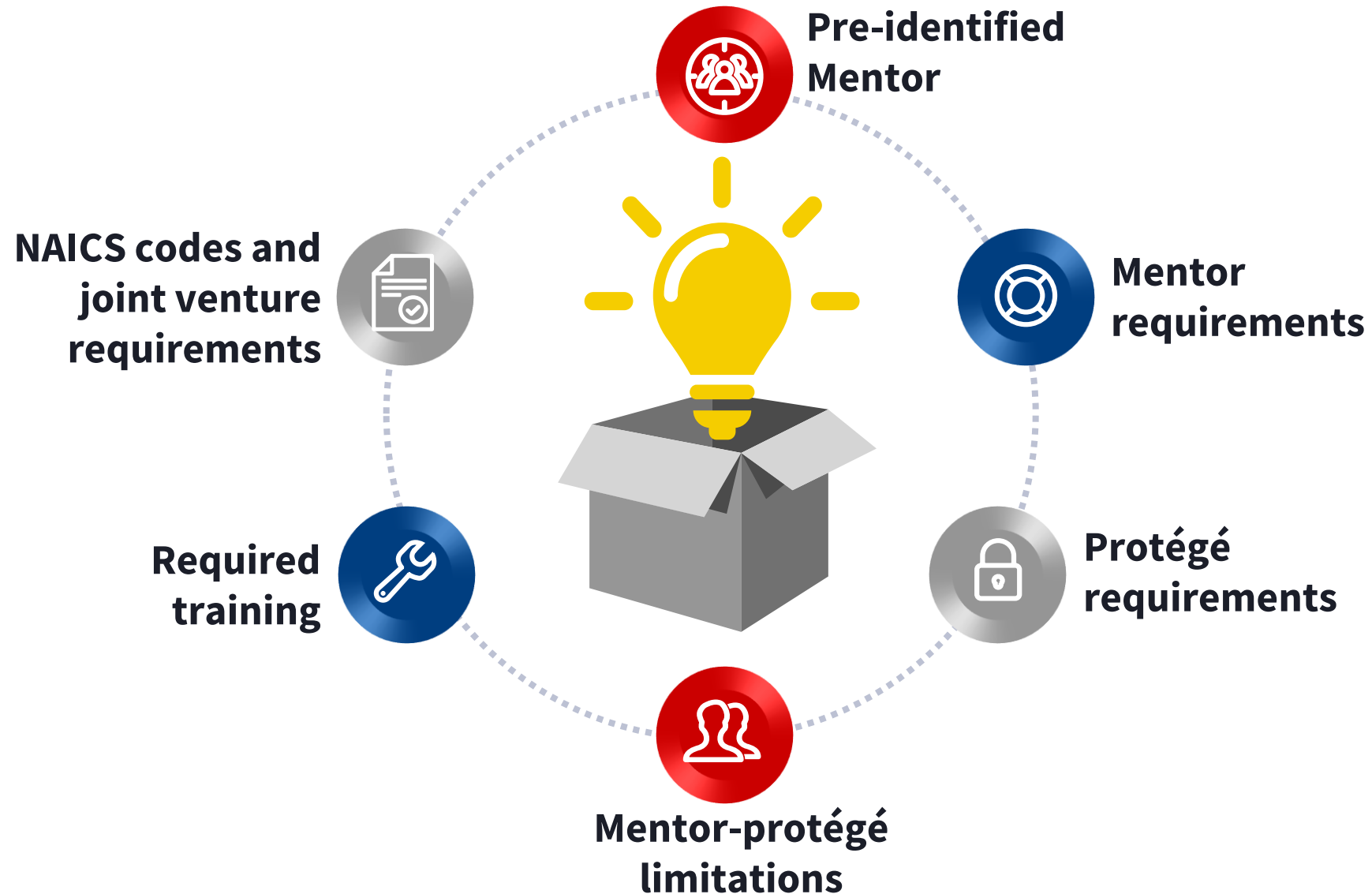


Access business development assistance

Build capacity and grow

Establish joint ventures

Is the All Small Mentor-Protégé Program Appropriate for You?



SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.
Suite 580W
Milwaukee, WI

Wisconsin District Office

740 Regent Street
Suite 100
Madison, WI

For Questions, Email:
Wisconsin@sba.gov

www.sba.gov/wi
[@SBA_Wisconsin](https://www.instagram.com/SBA_Wisconsin)

WI DVB CERTIFICATION

(SERVICE-DISABLED VETERAN-OWNED BUSINESS CERTIFICATION PROGRAM)

WISCONSIN SUPPLIER DIVERSITY PROGRAM

TONDRA DAVIS, DIRECTOR



A close-up, slightly blurred image of the American flag, showing the stars and stripes. The flag is draped and folded, creating a sense of depth and texture. The colors are vibrant, with the blue field of stars and the red and white stripes.

With Respect
Honor
and Gratitude

Thank You Veterans

We certify Service-Disabled Veteran-Owned Businesses so they have better opportunity to do business with the state of WI, thereby helping the state achieve its diverse spending goals.

**DVB
CERTIFICATION
PROGRAM**

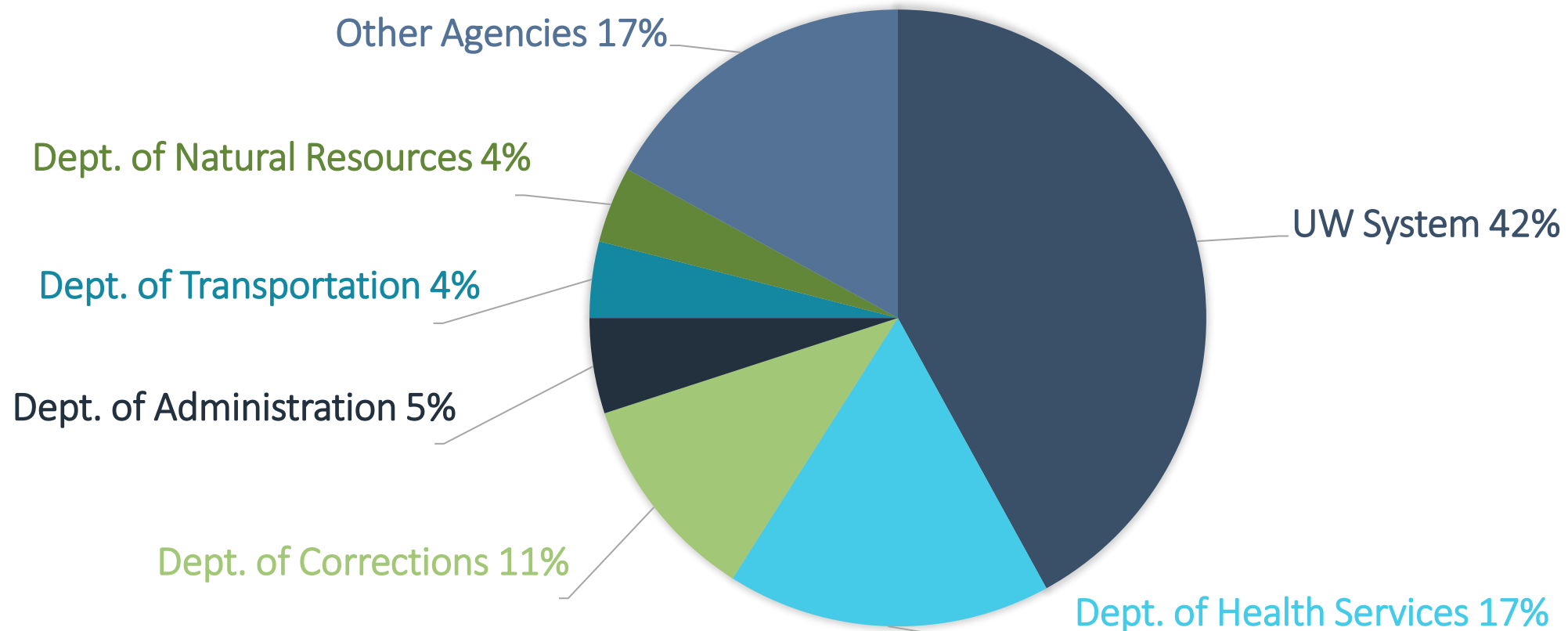
wisdp.wi.gov

WHO'S BUYING?



OVERVIEW OF STATE AGENCY PURCHASES

State spend in FY19 was \$1,634,092,329 for Goods and Services.



TOP CATEGORIES OF STATE SPEND

Information
Technology Services

IT Hardware &
Software

Social, Medical &
Client Services

Food & Related
Services

Pharmaceuticals &
Chemicals

Vehicles, Accessories,
Maintenance & Fuel

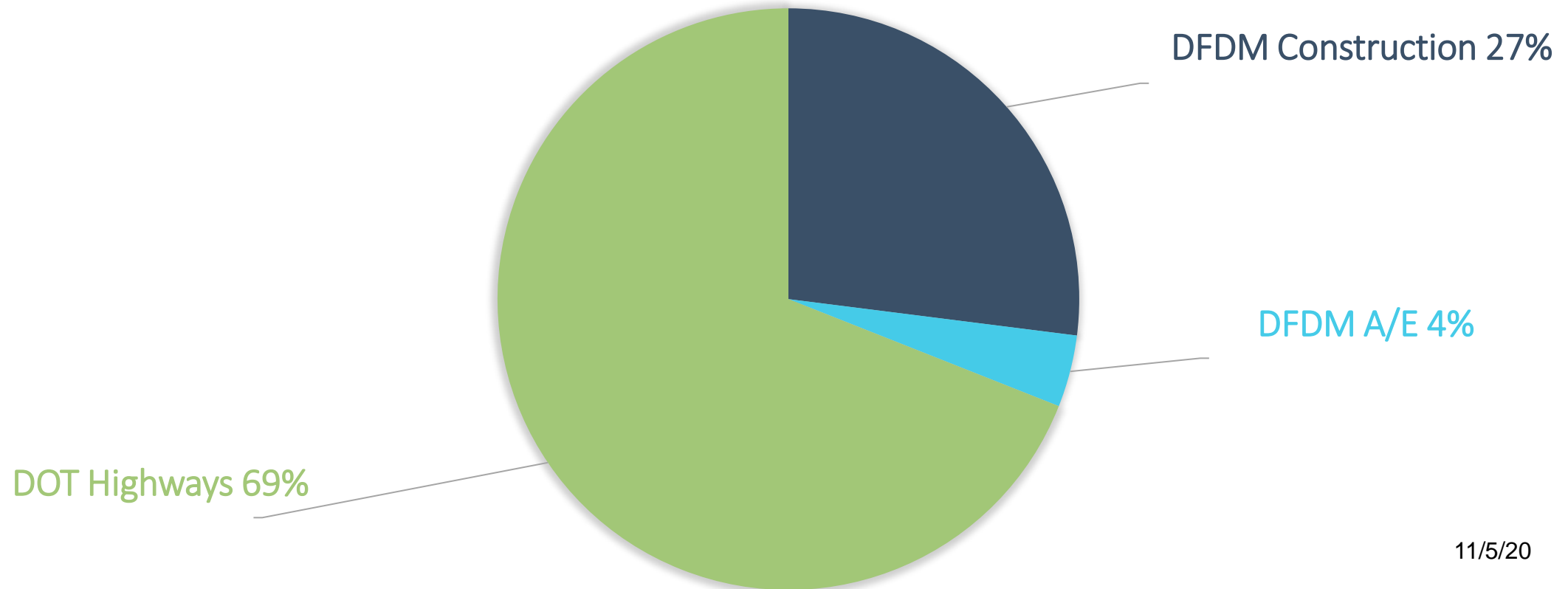
Management
Consultant & Other
Professional Services

Facilities
Maintenance &
Repair



OVERVIEW OF STATE CONSTRUCTION SPEND

State spend in FY19 was \$1,475,128,040 for Construction.



FY19 GENERAL PROCUREMENT SPEND FOR GOODS, SERVICES & CONSTRUCTION

\$3,109,220,369

OR

\$3.1 BILLION



**WISCONSIN
DIVERSE
SPEND GOAL**

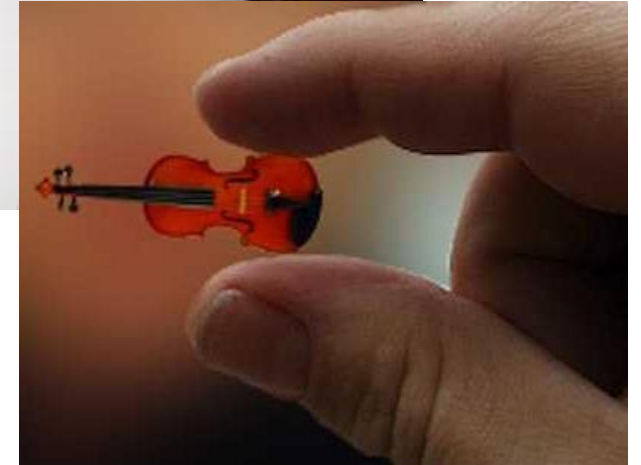
- 1% of General Procurement Spend with Certified DVBs
- 1% of \$3.1B = \$31M
- GOAL, NOT SETASIDE

FY19 NUMBERS

- WI Spent 0.16% with Certified DVBs for Goods & Services
- Missed goal by 84%

Why?

- < 40 DVBs Certified in WI
- ????????



WE NEED YOU TO CERTIFY!

SERVICE-DISABLED VETERAN-OWNED BUSINESSES



BENEFITS

DVB

CERTIFICATION

-
- DVBS receive 5% Preference
 - \$100 EXAMPLE
 - Non-DVB Bidder - \$100, no preference – 5% added, becomes \$105.
 - DVB Bidder - \$102, preference - 5% not added, remains \$102.
 - \$102 DVB bid
 - Database of Certified Suppliers
 - Recognition

DVB BUSINESS OWNER

-
- Veteran – Form DD214
 - A resident of Wisconsin
 - Service-Connected Disability Rating of at least 0%

DVB CERTIFICATION REQUIREMENTS – OVERVIEW

	DVB
Sole Proprietorship, Partnership, Corporation, LLC, Joint Venture	✓
≥ 51% Owned, Managed & Controlled	✓
Useful Business Function	✓
Federal Business Taxes	3 Years
Application Fee	\$150
Certification Period	3 years
Out of State	Ineligible

APPLY

WISDP.WI.GOV

-
- **Self Assessment Prior to Application**
 - **Document Checklist (Gather Documents)**
 - **Apply Online**
 - **Mail \$150 Check**
 - **Application Review Within 30 Days**
 - **APPROVED...work begins!**

BID | WIN | PERFORM

<\$5,000

- Best Judgment



\$5,000 to
\$50,000

- Simplified Bid



>\$50,000

- Request for Bid
- Request for Proposal



WHERE ARE THE BIDDING OPPORTUNITIES?

- VendorNet: VendorNet.wi.gov
- eSupplier: eSupplier.wi.gov
- DFDM (Architecture & Engineering; Construction)
 - <https://wisbuild.doa.state.wi.us/>
- Department of Transportation
 - <https://wisconsindot.gov/Pages/doing-bus/contractors/hcci/bid-let.aspx>



WIN | PERFORM

- WIN – Competitive or Low Bid
- PERFORM



CONTACT US

- WisdpWebApplication@wi.gov
- Wisdp.wi.gov





Thank You

VETERANS



FEDERAL GOVERNMENT VETERANS ADMINISTRATION CERTIFIED VETERAN OWNED BUSINESSES

FEDERAL GOVERNMENT – CVE VERIFICATION

- Veterans must register on the Vendor Information Pages (VIP) at <https://www.vip.vetbiz.va.gov/>
- There are two options for sign-on system in place: DS Login and ID Me:
 - <https://www.va.gov/OSDBU/docs/new-vip-vetbiz-cms-system.pdf>
- Start the verification process (there are several options: depending upon if you are certifying or re-certifying, or are a new or current account user)
- Follow the process and upload the documents required.
- It is advisable to attend the free VA webinar, and then meet with a VA Verified Counselor in your state prior to collecting and submitting documentation!
- **Once documents are submitted, you are assigned a dedicated VA Case Analyst that will review and process your application.**

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Certification Length**

- Verification has recently been increased from 2 to 3 years.

- **Certification Cost**

- No Cost, other than your time spent for verification

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides.

- During Verification, the Center for Verification and Evaluation (CVE) verifies SDVOSBs/VOSBs according to the tenets found in Title 38 Code of Federal Regulations (CFR) Part 74 and 13 CFR Part 125, that address Veteran eligibility, ownership, and control.
- In order to qualify for participation in the Veterans First Contracting Program, eligible SDVOSBs/VOSBs must first be verified.

As part of the Verification Process, applicants move through four stages: Intake, Assessment, Federal Review, and Decision.

FEDERAL GOVERNMENT – CVE VERIFICATION

Certification Benefits

- VOSB and SDVOSB firms wishing to take part in the Veterans First Contracting Program must be verified by CVE
 - The FY19 Veterans First Contracting Program required the VA to seek out SDVOSBs and VOSBs prior to other types of small businesses
 - 17% VOSBs
 - 15% SDVOSBs
 - Subcontracting Goals – FY19
 - 7% VOSBS
 - 5% SDVOSBs

FEDERAL GOVERNMENT – CVE VERIFICATION

Certification Benefits:

- Sole Source Authority
 - Contracts under \$5 Million must be set aside to either VOSB or SDVOSB (VA)
 - SBA set-asides: between \$3,500 to \$250,000 contract values
 - Fair and reasonable price
 - Responsible source
- Joint Venture & Teaming Opportunities with other companies

FEDERAL GOVERNMENT – CVE VERIFICATION

Process

1. Obtain DUNS number and register in SAM (both free!) www.SAM.gov
2. Create an account in Veterans Information Pages (VIP)
3. Training webinars on CVE certification are given by the VA twice a month on Fridays, and you can ask questions directly!
4. Meet with a VA Verified Counselor to discuss the verification process, see if verification is right for you, and what documents are required
5. Collect required documentation
6. Scan your documents and create PDF files for upload.
7. Respond promptly to any emails you received from the VA Office of Small Disadvantaged Business Development (OSDBU)

FEDERAL GOVERNMENT – CVE VERIFICATION

Process

7. Review documentation with a CVE Verified Counselor
8. CVE Verified Counselors in Wisconsin:
9. Write Detailed Letters of Explanation (DLOEs) for missing documentation
10. Log into VIP, and sign VA Form 0877 (must be signed by all owners) and required documentation. Only documentation designated as being required for pre verification is needed at first.
11. Respond to any requests for additional information from CVE

FEDERAL GOVERNMENT – CVE VERIFICATION

Pre-Application

- VA Form 0877 is cross-referenced with the applicant's VetBiz VIP profile to ensure all information matches
- The VA Beneficiary Identification and Records Locator Subsystem (BIRLS) database is used to validate the date of birth, Social Security Number, and Veteran status of each Veteran owner
- The Excluded Parties List System (EPLS) is used to verify all owners are in good standing with the federal government
- The Case Analyst ensures only six-digit NAICS Codes are listed on the Veteran's VIP profile

FEDERAL GOVERNMENT – CVE VERIFICATION

Pre-Application

- The firm's "Doing Business As" (DBA) filing is reviewed to ensure that it has been properly registered.
- Pre-Application Review documents are evaluated for accuracy and viability for examination. If any issues are identified, the applicant is provided an opportunity to address the issues.
- If no eligibility issues are identified, CVE requests the remaining required documents.
- Once all required documents are received, the application is ready for full Assessment.

FEDERAL GOVERNMENT – CVE VERIFICATION

- Current processing time is a maximum 60 days from the date of when CVE receives the documents. (They have been much faster than that)
- If during the process, the veteran realizes one cannot yet meet the requirements (usually due to a delayed or missing document), the application may be formally “Withdrawn.”
- Withdrawing your application until you have all the documents may be your best recommended action, to avoid a later “Denial” and a six-month wait for re-application.

FEDERAL GOVERNMENT – CVE VERIFICATION

Statistics as of
Jan. 27, 2020

Verified Firms	
SDVOSB	10,677
VOSB	3,223
Total	13,900
[Wisconsin]	[106]

Applications in Inventory:	
Initial	870
Reverifications	214
Change Request	25
Total	1,109

Applications Receiving Verification Fiscal YTD	
Approval	1,804
Denial	8
Removed (All dormant cases over 30 days)	2,529
Applications Completed: Any application that receives an Approval, Denial, or Removal.	4,421

Over 60 application days = 0:
Application days start when the Veteran creates an application, minus any time CVE is waiting for the Veteran to submit the Application or respond to CVE.

Average Time to Determination	Jan/Dec
Approval	14 / 16
Denial	NA / 41

https://www.va.gov/OSDBU/verification/Verification_Metrics_Update.asp

FEDERAL GOVERNMENT – CVE VERIFICATION

Required Documentation

Type	Pre-Application						
Section: General Information							
1.1 License	No						
1.2 Resume	Yes						
Section: Financial Information							
2.1 Tax 1040	No						
2.3 K-1	No						
2.5 Payroll	No						
2.6 Signature cards	No						
Section: Management Information							
3.1 Management Agreements	No						
3.2 Operating Agreement	Yes						
Section: Legal Structure							
4.1 Voting	No						
4.3 Shareholder Agreement	No						
4.4 Formation	Yes						
4.5 Minutes	No						
4.7 Articles of Organization	No						
4.9 Stock	No						
4.10 Franchise Agreement	No						
Section: Other Documents							
10.1 Joint Venture Agreement	Yes						
10.2 Mentor Protégé Agreement	No						
10.8 Additional Documents	No						

FEDERAL GOVERNMENT – CVE VERIFICATION

Common reasons for delays

- Missing required documentation – (**meet with a verified counselor**)
- Applicant is not prepared: (Try to attend the intro webinar by VA.)
- Discrepancies in ownership information – VIP owner information must match what is on your military discharge Form DD214
- Delays in responding to additional documentation requests.
Keep your Case Analyst informed!
- Not updating your contact information

FEDERAL GOVERNMENT – CVE VERIFICATION DENIALS

Denials

Updated 04/28/2017

Rank	Reason	Percentage
1	Undue influence [38 CFR § 74.4(i)(4)]	16.90%
2	Outside employment impact [38 CFR § 74.4(c)(1)]	11.27%
3	Full-time devotion [38 CFR § 74.4(c)(3)]	9.15%
4	Day-to-day management and administration of operations [38 CFR § 74.4(b)]	8.45%
5	51% majority ownership [38 CFR § 74.3]	5.63%
6	Legal organization/licensing [38 CFR § 74.21(c)(9)]	5.63%
7	Control of decision-making and serve as management member (LLC) [38 CFR § 74.4(e)]	4.23%
8	Control of board of directors: quorum (Corporation) [38 CFR § 74.4(f)(2)(i)]	4.23%
9	Control of board of directors: weighted voting (Corporation) [38 CFR § 74.4(f)(2)]	4.23%
10	Profits and distributions [38 CFR § 74.3(d)]	4.23%
11	Highest paid [38 CFR § 74.4(g)(3)]	3.52%
12	Managerial experience/critical license [38 CFR § 74.4(b)]	2.82%
13	Negative shareholders control [38 CFR § 74.1; 74.4(a); 74.4(g)(1)]	2.82%
14	Size [38 CFR § 74.13(d)]	2.82%
15	Joint Venture eligibility [13 CFR § 125.15(b)]	2.11%

16	Control of decision-making and serve as general partner (Partnership) [38 CFR § 74.4(d)]	2.11%
17	Highest officer [38 CFR § 74.4(c)(2)]	2.11%
18	Pattern of failure to submit required docs [38 CFR § 74.21(c)(6)]	1.41%
19	Community property [38 CFR § 74.3(f)]	1.41%
20	Direct ownership [38 CFR § 74.3(a)]	1.41%
21	Small Business Concern definition [38 CFR § 74.1]	1.41%
22	Unconditional ownership [38 CFR § 74.3(b)]	0.70%
23	Federal financial obligations [38 CFR § 74.2(d)]	0.70%
24	Good character [38 CFR § 74.2(b)]	0.70%

FEDERAL GOVERNMENT – CVE VERIFICATION

VA-verified firms may display the trademark-protected SDVOSB or VOSB logo (sample images shown below). Use of the logo communicates the firm has undergone a comprehensive review to validate its status as an eligible Veteran-owned and controlled firm.

Do not use the logos until you are verified!

When VA discovers that a firm is using the logo fraudulently; they are sent a cease and desist letter. The letter requests the firm cease all use of the mark consisting of a wreath, stars, and any other misrepresentation of the firm being a verified SDVOSB or VOSB. VA must make this request to preserve the value of our certification mark. Firms are given 30 days to remove the logo.



FEDERAL GOVERNMENT – CVE VERIFICATION

- Request for Reconsideration (R₄R)

After all options are exhausted and CVE issues a denial, the Veteran may appeal through the R₄R process

Key Points to Remember:

Follow instructions outlined in initial denial letter to prevent processing delays

Every R₄R will receive a **complete examination and evaluation** of all documents, including the original documents and those submitted in support of the R₄R

Site visits may occur to gain further clarification

A **final denial** requires the participant to **wait for six months** before a new application will be processed (38 CFR § 74.14)

LOCAL GOVERNMENTS

LOCAL GOVERNMENTS

- **Metropolitan Milwaukee Sewerage District (MMSD)** – Small, Veteran, Women, Minority (SWMBE) Businesses
 - **NOTE: While** MMSD does not certify MBE businesses, it does recognize the State of Wisconsin's DVB certification and CVE's VOSB and SDVOSB Verification. Visit <http://www.mmsd.com/procurement/SWMBE> for additional information
- **Where and How do I get Certified?**
 - Since MMSD is not certifying you as a DVB, VOSB or SDVOSB, you must register in MMSD's Vendor Registration database here: <https://mmsd.diversitycompliance.com/frontend/startvendor.asp> and provide proof of certification mentioned above.
- **Benefits**
 - MMSD has a 5% contracting goal for Veteran Owned Businesses
 - Subcontract opportunities

LOCAL GOVERNMENTS

- **Milwaukee Public Schools (MPS)** – Historical Underutilized Businesses Program
 - **Note:** similar to MMSD, MPS does not certify you as a HUB. However, if you are certified as an DVB by the State of Wisconsin you may participate in this program.
- **Where and How do I get certified?** Submit recognized certification to Contact Contract Compliance Services - <http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>
- **Cost** – There is no cost for this certification (but there is a cost for DVB certification)

LOCAL GOVERNMENTS

- **Milwaukee Public Schools (Continued)**
 - 35% goal for HUB certified firms
 - Ability to participate in MPS subcontracts that require a HUB utilization plan
 - Joint Venture & Mentor Protégé agreements are encouraged
 - HUB Requirements are for contracts over \$50,000

HELPFUL LINKS

- System for Award Management: www.sam.gov
- DUNS Number: <https://fedgov.dnb.com/webform>
- SBA's Page on Self-Representation as SDVOSB: <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>
- Vendor Information Pages: <https://www.vip.vetbiz.gov/>
- Verification Assistance Briefs (CVE): <https://www.va.gov/osdbu/verification/assistance/briefs.asp>
- State of Wisconsin Supplier Diversity Portal: <https://wisdp.wi.gov/>
- MMSD's SWMBE Program: <https://www.mmsd.com/procurement/swmbe-diversity>
- MPS' HUB Program: <http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- November 5, 2020

Veterans' Small Business Certifications-Federal and State

[CLICK HERE](#) for additional information

Presented by Tondra Davis, WI Department of Administration – Shane Mahaffy, U.S. Small Business Administration – Benjamin Blanc, Wisconsin Procurement Institute

- November 17, 2020

Changes, Delays and Disputes in Federal Construction Contracts

[CLICK HERE](#) for additional information

Presented by Helen Henningsen, Wisconsin Procurement Institute

...More at wispro.org/events

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. |

PRESENTED BY



- SAVE THE DATE -



December 8-10, 2020

The first virtual marketplace will connect statewide business owners looking to do business with state, federal and local governments, as well as the private sector, in a virtual format over the course of a week.

More info at <https://www.wispro.org/event/marketplace-2020-virtual/>



Developing and Growing Government Contractors

December 8-10, 2020

The Contracting Academy is an opportunity for businesses to grow their technical knowledge of contracting with the State of Wisconsin, Federal Government and Government Prime contractors. This series of workshops will benefit established businesses looking to grow and develop their government sales.

More info at <https://www.wispro.org/event/the-contracting-academy-virtual/>

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*

CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

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www.wispro.org

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