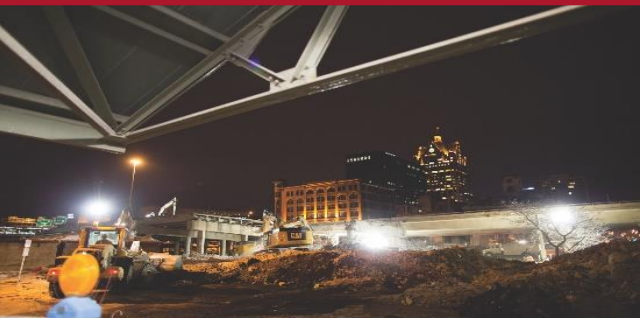




**SALES OPPORTUNITIES WITH WALWORTH COUNTY,  
WAUKESHA COUNTY, AND THE MILWAUKEE AREA  
TECHNICAL COLLEGE**

November 10, 2020





# **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

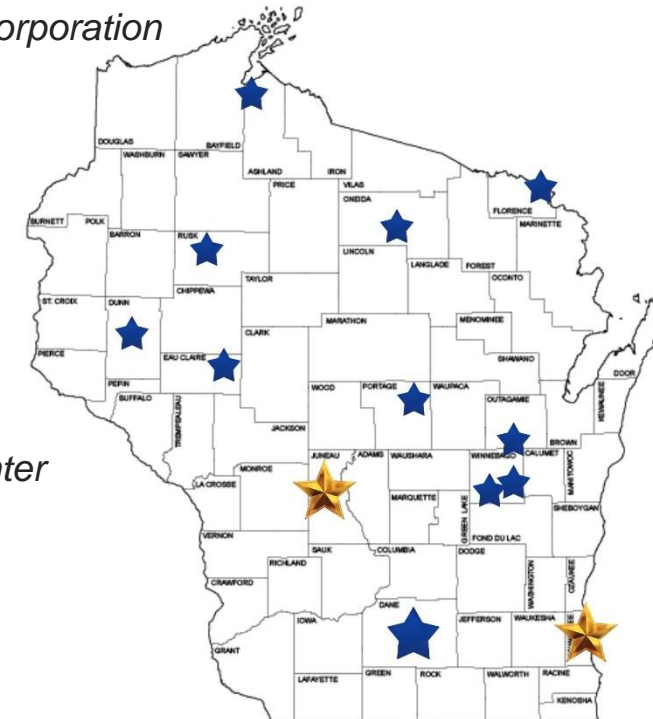
- *Nicolet Area Technical College*

## ▪ 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](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

[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](#)

# AGENDA

# WHAT ARE WE GOING TO TALK ABOUT TODAY

- What & how the agencies buy
- How the agencies announce opportunities
- First Steps – registrations, certifications, other requirements
- Provisions for non-performance /Force Majeure

# AGENCIES

- Milwaukee Area Technical College
- Walworth County
- Waukesha County

# POLL

# MILWAUKEE AREA TECHNICAL COLLEGE

# Laura Moore

## Procurement Manager; Milwaukee Area Technical College

Laura Moore has been in public procurement for more than 14 years: first as supply buyer for UW Milwaukee bookstore, and currently as manager for procurement at Milwaukee Area Technical College. She also has experience in private procurement (medical supplies). To round out her experience she also has many years of experience in sales - so has sat on both sides of the table - which gives her a unique understanding of the purchasing process. Laura has a master's degree in Business Management from Cardinal Stritch University.

The logo features a stylized orange starburst or compass rose icon positioned to the left of the text.

MILWAUKEE AREA **Technical College**  
*Transforming Lives, Industry & Community*

# Multiple Campuses



- Milwaukee – Main
- West Allis
- Mequon
- Oak Creek

# What do we buy?

- Janitorial and cleaning supplies
  - Foodservice supplies and food
  - Temporary employee services
  - Landscaping services
  - Office supplies
- Items to support the needs of all classrooms – the sky is the limit!
- Helicopter
- Manikins
- Graphic design software
- Spa supplies
- Drug testing services



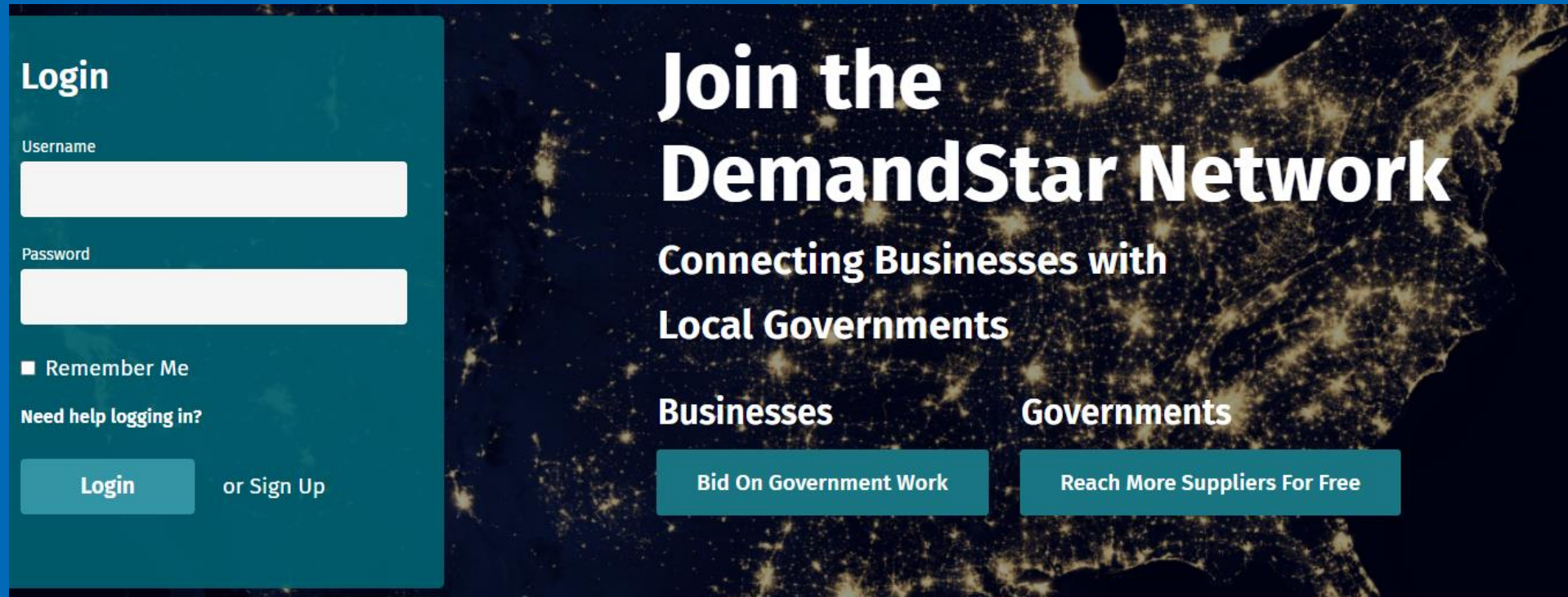
# MATC Procurement Team

- Laura Moore – Procurement Manager
- Jennifer Johnson – Senior Procurement Specialist
- Lynn Wallrath – Administrative Assistant

# Competitive Purchasing Requirements

- 0 - \$14,999 – no competitive process required
  - \$15,000 - \$24,999 – two quotes required
  - \$25,000 - \$49,999 – three quotes required
  - Over \$50,000 – Formal Bid or RFP required
- 
- These guidelines are governed by the WTCS Finance and Administrative Manual

# Purchases over \$50,000 publicly advertised on Demandstar Network



**Login**

Username

Password

Remember Me

Need help logging in?

[Login](#) or [Sign Up](#)

## Join the DemandStar Network

Connecting Businesses with Local Governments

**Businesses** [Bid On Government Work](#)

**Governments** [Reach More Suppliers For Free](#)

# WAPP Registration

## Subscriber General Information

### WAPP Notification Sign-up

By signing up for WAPP (Wisconsin Association of Public Purchasers), you will receive notification from the following DemandStar agencies within Wisconsin:

- › Blackhawk Technical College
- › Brown County Purchasing
- › Chippewa Valley Technical College

<https://www.demandstar.com/beta/wapp/registration>

This registration is FREE and includes access to 43 agencies within WI



# Purchases less than \$50,000

- More flexibility
- Instructors major part of the decision making process
- Over 2000 vendors last year
- No pre-approved list
- Annual report reviews cumulative purchases

- Contact instructors
- Send information to Purchasing Department – will forward to instructors
- MATC events
- Trade shows
- Participate in state and cooperative contracts



# MATC Diversity

- It is who we are
- Monitored HUB spend for years
- WTCS has NOT adopted state's official goal of 5%
- Last fiscal year – 6.5%
- Goal is to increase every year and overall equity



# WALWORTH COUNTY



# Jen White

## Purchasing Manager; Walworth County

Jen White has over 16 years combined business and procurement experience in the public and private sectors. She is a dedicated civil servant who is passionate about public procurement. Jen currently serves as Purchasing Manager for Walworth County, Wisconsin where she plans and implements long-range purchasing goals and objectives. She also leads and mentors a team of six procurement professionals. Jen is a member of the Wisconsin Association for Public Procurement (WAPP) and a Planning Committee member of Value for Local Government, a Wisconsin government purchasing network. Jen received her Bachelor's Degree in Business Management from Concordia University, Wisconsin.

# How to do Business with Walworth County

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November 10, 2020

Presented By: Jen White, Purchasing Manager





# What & How County Buys

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# County Departments/Functional Services

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- Child Support Services
- Clerk of Circuit Court
- Corporation Counsel
- County Administrator
- County Clerk
- District Attorney
- Emergency Management
- Family Court Commissioner
- Finance
- Health & Human Services
- Human Resources
- Information Technology
- Lakeland Healthcare Center
- Lakeland School
- Land Use and Resource Management
- Medical Examiner
- Public Works
- Purchasing
- Register in Probate
- Register of Deeds
- Sheriff's Office
- Treasurer
- University of Wisconsin Extension
- Veteran Service Office
- Volunteer Services

<https://www.co.walworth.wi.us/35/Departments>

# Sourcing Selection Methods

	Aggregate Dollar Limit	Sourcing Selection Method
Informal	\$4,999 or less	Best Judgement
	\$5,000 to \$24,999	Request for Quotation
Formal	\$25,000 or more	Request for Bid or Request for Proposal
Exceptions to Standard Sourcing Methods	Ordinance Exemptions; Cooperative Procurement; Waiver of Competition; or Emergency Procurement	



# How County Distributes Formal Opportunities

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# DemandStar

- The County utilizes DemandStar to post our formal solicitations
- To view County's formal solicitation listing:
  - Under "Doing Business with Walworth County" on County's Website
    - <https://www.co.walworth.wi.us/360/Doing-Business-with-Walworth-County>
    - Click on link under *Current Bids & Proposals* section

## **Doing Business with Walworth County**

### **Current Bids & Proposals**

As a public agency, the Walworth County Procurement Division welcomes the participation of vendors in the open procurement process for Walworth County contracts.

As part of the Wisconsin Association of Public Procurement (WAPP), Walworth County is posting request for bids and request for proposals online with DemandStar.

Current [Walworth County Bids and Proposals - DemandStar](#).

- The listing, which is hosted by DemandStar shows up.

The screenshot shows the DemandStar website interface. At the top left is the DemandStar logo. To the right are navigation links for 'For Business', 'For Government', and 'eBidding'. Further right are 'Sign In' and 'Sign Up' buttons; the 'Sign Up' button is circled in red. Below the navigation is a banner image of autumn leaves. On the left of the banner is the Walworth County WI logo and name. On the right of the banner is a red text warning: 'Do not sign up as a vendor on this screen, as you will not receive access to our documents at no cost.' Below the banner is a section titled 'Current procurement opportunities for Walworth County WI, WI'. This section contains two procurement listings:

Procurement Title	Status
<b>Inmate Video Visitation, Phone, Commissary, Communication, and Money Management System</b> Walworth County WI, Elkhorn, WI ID: RFP-20-089-0-2020/PB      Due: 11/05/2020      Broadcast: 09/24/2020      #Planholders: 15	Active
<b>Employee Service Recognition Awards Program</b> Walworth County WI, Elkhorn, WI ID: RFP-20-068-0-2020/AB      Due: 10/09/2020      Broadcast: 09/17/2020      #Planholders: 19	Awarded



# Registering as a Vendor

---

# Registering as a Vendor with DemandStar

- Under “Doing Business with Walworth County” on County’s Website
  - <https://www.co.walworth.wi.us/360/Doing-Business-with-Walworth-County>
  - Click on link under *Vendor Registration* section

## **Vendor Registration**

Businesses wishing to download bid documentation for all current listed opportunities are encouraged to [register as a vendor with Demandstar.](#)

By registering online, you will be able to download the procurement documents for each opportunity posted. Once registered, you will also be able to:

- Receive alerts when new opportunities are posted
- Receive notices regarding updates and addenda issued for postings you have downloaded
- Maintain your account information
- Update your notification preferences
- Free access to procurement opportunities from all WAPP members on the DemandStar Network

Vendors are encouraged to familiarize themselves with [Walworth County Ordinances.](#)

Fill out information on DemandStar's *WAPP Registration* page to create a "Sign In" Account

**DEMANDSTAR** For Business For Government Sign In Sign Up

### WAPP Registration

**Subscriber General Information**

**WAPP Notification Sign-up**

By signing up for WAPP (Wisconsin Association of Public Purchasers), you will receive notification from the following DemandStar agencies within Wisconsin:

- > Blackhawk Technical College
- > Brown County Purchasing
- > Chippewa Valley Technical College
- > City of Altoona
- > City of Eau Claire
- > City of Green Bay
- > City of Madison - Purchasing Services
- > City of Oshkosh
- > City of Racine Purchasing
- > City of Sun Prairie
- > Columbia County, WI
- > De Pere Housing Authority
- > De Pere School District
- > Eau Claire Area School District
- > Eau Claire County - Purchasing Department
- > Fond Du Lac
- > Fox Valley Technical College
- > Gateway Technical College
- > Green Bay Area Public School District

**First Name**  
First Name

**Last Name**  
Last Name

**Email**  
Email

**Phone**  
Phone

**Company Name**  
Company Name

**Address 1**  
Address 1

**Address 2**  
Address 2 (optional)

**Country**  
United States of America

**Zip/Postal Code**  
Zip/Postal Code

**State/Province**  
Select...

**County**  
Select... (optional)

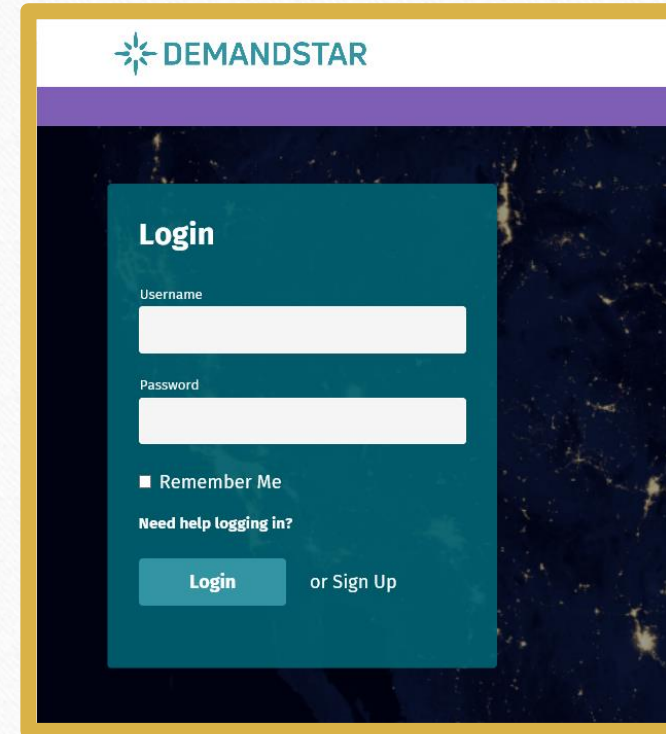
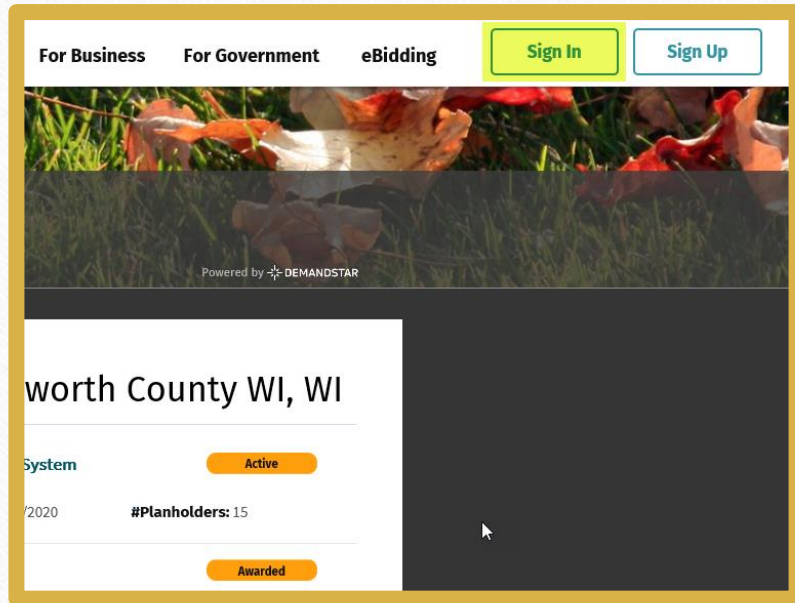
**City**  
City

**Phone Number**  
Phone Number

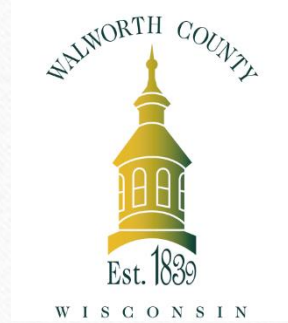
**Website**  
Website (optional)

Cancel Submit

- You will receive notification of applicable opportunities, through DemandStar, for Walworth County based upon commodity codes selected by you and entered by the County when setting up the opportunity.



- After your account has been set up and confirmed by DemandStar you can Sign In/Login from our current procurement opportunities page or at <https://network.demandstar.com/>



# Certifications and Other Requirements

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# County Standard Terms and Conditions

- Walworth County "Standard County Terms and Conditions" apply to all transactions where the County acquires goods, services or both. These can be viewed at the following link: [Standard Terms and Conditions \(PDF\)](#).
- When a Purchase Order is issued by Walworth County for acquired goods, services or both, the County's "Standard Terms and Conditions for Purchase Orders" are made part of, and incorporated into the Purchase Order. These can be viewed at the following link: [Standard Terms and Conditions for Purchase Orders \(PDF\)](#).
- Walworth County often enters into other forms of contracts with Vendors (Goods and Services, Professional Services, AIA, etc.), terms and conditions of these contracts must also be followed.

# Certificate of Insurance

- Vendors who supply goods, services or both to Walworth County are required to carry certain levels of insurance in order to do business with the County. Vendors who do business with Walworth County must provide current insurance certificates, sometimes listing Walworth County as additionally insured.
- Insurance certificates should be be emailed to the County purchasing agent (Buyer, Senior Buyer) upon acceptance of a purchase order or contract.

# Vendor Debarment

- Vendors who supply goods, services or both to Walworth County must certify through signing any contract or providing any goods or services that neither the Contractor nor any of its principals are on a state or federal government list of debarred contractors.
- Examples of state and federal government debarment searches the County performs:
  - Federal Government - System for Award Management (SAM)
  - Debarred, suspended and ineligible contracts Wisconsin Department of Transportation (WisDOT)

# Minimum Qualifications and Responsible Vendors

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- Each of our solicitations clearly identifies minimum vendor qualifications and requirements.
- Some examples are as follows:
  - Adequate financial resources
  - Certifications and licenses
  - Experience
  - Satisfactory performance record
  - Nondiscrimination / affirmative action

# Force Majeure Clause

- **FORCE MAJ EURE:** Neither party shall be in default by reason of any failure in the performance of this agreement in accordance with reasonable control and without fault or negligence on their part. Such causes may include, but are not restricted to, acts of nature or the public enemy, acts of the government in either its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather, but in every case the failure to perform such must be beyond the reasonable control and without the fault or negligence of the party.



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Walworth County, Wisconsin

Purchasing Website: <https://www.co.walworth.wi.us/359/Purchasing>

Email inquiries: [purchasing@co.walworth.wi.us](mailto:purchasing@co.walworth.wi.us)

# WAUKESHA COUNTY



# Catherine Martin

## Senior Buyer; Waukesha County

Catherine Martin is a Senior Buyer for Waukesha County. She has been with the County for 7 years. Prior to Waukesha County, she was a Senior Buyer for the University of Wisconsin – Milwaukee for 3 years. In addition, she worked for 7 years as a Purchasing Manager in the private sector.

Catherine has an Associate Degree in Materials Management and a Bachelor Degree in Management with a concentration on Business Administration. Catherine also is a Certified Public Procurement Buyer (CPPB) through UPPCC and is currently working toward the NIGP-CPP, which is a newly created certification by the National Institute of Government Procurement (NIGP).



# DOING BUSINESS WITH WAUKESHA COUNTY

Presented By: Catherine Martin, CPPB, Senior Buyer

# WHAT WE BUY & HOW WE GO ABOUT BUYING IT

## What We Buy

- Over \$30 million per year in products & services
- Vast variety (i.e. goose poop management, deer carcass pick up, financial services, construction services, PPE, etc.)
- For a complete list & buyer contact information:

<https://www.waukeshacounty.gov/administration/purchasing/purchasing-buyers/>

## How We Buy It

- Quotes (under \$5,000)
- Request for Bid – Informal (\$5,000 - \$49,999)
- Request for Bid – Formal (\$50,000+)
- Request for Proposal
- Cooperative Purchasing
- Piggyback Purchasing (i.e. State of Wisconsin, State of Minnesota, GSA Advantage, Omnia Partners, etc.)

PURCHASING BUYERS		
Professional Buyers are assigned to specific commodities and services, as outlined below, so as to provide expertise and continuity throughout the procurement process. The Buyer should be your point of contact during any bid or solicitation process and to answer any questions you may have about the Procurement Process.		
<b>COMMODITIES BY BUYER - 2019</b>		
COMMODITY ASSIGNMENTS per Buyer (Effective 10-15-19)		
Kuhn, Matt (MK) - Principal Buyer, (262)548-7889, mkuhn@waukeshacounty.gov		
Martin, Catherine, CPPB (CM) - Senior Buyer, (262)896-8384, clmartin@waukeshacounty.gov		
Mesheski, Lisa (LM) - Buyer, (262)896-8036, lmesheski@waukeshacounty.gov		
Wenzel, Kay (KW) - Senior Buyer, (262)896-8035, kwenzel@waukeshacounty.gov		
COMMODITY CATEGORY	DESCRIPTION	BUYER
ADVERTISING	Advertising	LM
AIRPORT SERVICES	Fixed Base Operator Service (FBO), Tower Control	MK
APPLIANCES	Dryers, Food Warmers, Freezers, Ice Machines, Maintenance of Equipment, Microwaves, Portable Dehumidifiers, Refrigerators, Washers	LM

# HOW OPPORTUNITIES ARE ANNOUNCED

- Waukesha County Purchasing Website: [https://purchasing.waukeshacounty.gov/bids\\_list.aspx](https://purchasing.waukeshacounty.gov/bids_list.aspx)

web browsers (e.g. Chrome, Firefox, etc.), can result in problems like repeated error messages and failure to download or open documents.

## Bids - Pending (pg 1 of 1)

<a href="#">Bid Number</a>		<a href="#">Due Date*</a>	<a href="#">Buyer Initials</a>	<a href="#">Description</a>	<a href="#">Status</a>
<a href="#">21003</a>	●	11/10/2020 10:30 AM	KW	Truck Equipment, Light Duty	Pending
<a href="#">20023</a>		11/10/2020 10:30 AM	MK	HAVIS Screen Supports & Cradles	Pending
<a href="#">21001</a>		11/12/2020 10:30 AM	MK	Water Treatment Chemicals	Pending
<a href="#">2103</a>		11/17/2020 10:30 AM	MK	Golf Cars	Pending
<a href="#">20024</a>	●	11/17/2020 10:30 AM	MK	Zix Gateway Corporate License Support Renewal	Pending

Previous Bids Next Bids

## Proposals - Pending (pg 1 of 1)

No Proposals Found

>> Waukesha County accepts no responsibility for information received from other sources. <<

- The Freeman – Waukesha County & Greater Milwaukee Area Newspaper

# SUGGESTED FIRST STEPS FOR POTENTIAL SUPPLIERS

Action Steps	
1	<p><b>Register as a Vendor on Purchasing Website</b> – Registration instructions can be found here: <a href="https://www.waukeshacounty.gov/administration/purchasing/vendor-registration/">https://www.waukeshacounty.gov/administration/purchasing/vendor-registration/</a></p> <ul style="list-style-type: none"><li>• Email alerts</li><li>• Respond electronically</li></ul>
2	<p><b>Register to do Business With the State of Wisconsin Department of Financial Institution</b> – Information on how to register can be found here: <a href="https://www.wdfi.org/corporations/foreign_entities.htm">https://www.wdfi.org/corporations/foreign_entities.htm</a></p> <ul style="list-style-type: none"><li>• Within 10 business days from date of award.</li></ul>
3	<p><b>Get Solicitation Responses in on Time</b> – County is strict on deadline.</p> <ul style="list-style-type: none"><li>• 1 minute late = removed from consideration</li><li>• If hand delivering, allow enough time to get through security &amp; COVID-19 screening.</li><li>• Time &amp; date stamped upon hand delivery.</li></ul>

# COUNTY'S PROVISIONS FOR NON-COMPLIANCE & FORCE MAJEURE

## NON-PERFORMANCE

If, through any cause, the CONTRACTOR shall **fail to fulfill in a timely and proper manner its obligations** under this Contract, or if the CONTRACTOR violates the covenants, agreements or stipulations of this Contract, the **COUNTY shall have the right to terminate** this Contract **by giving written notice** to the CONTRACTOR of such termination delivered pursuant to Section XXIV. The written notice shall be provided to the CONTRACTOR **at least five (5) days before the effective date of such termination. COUNTY may permit the CONTRACTOR a reasonable amount of time to cure a breach of the terms of this Contract if the breach is amenable to a cure.** COUNTY shall not unreasonably withhold such permission.

In the event of termination, **all finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, reports or other materials related to the services** prepared by the CONTRACTOR under this Contract shall, at the option of the COUNTY, **become the property of the COUNTY.**

Notwithstanding the above, the **CONTRACTOR shall not be relieved of liability to the COUNTY for damages sustained by the COUNTY by virtue of any breach** of this Contract by the CONTRACTOR, and the COUNTY may **withhold any payments** to the CONTRACTOR for the purpose of set-off until such time as the exact amount of damages due to the COUNTY from the CONTRACTOR is determined.

# COUNTY'S PROVISIONS FOR NON-COMPLIANCE & FORCE MAJEURE

## FORCE MAJEURE

A. If the performance of any part of this Contract by CONTRACTOR is **delayed or rendered impossible by reason of natural disaster, flood, fire, riot, explosion, war or actions or decrees of governmental bodies** (a "Force Majeure Event"), CONTRACTOR shall **immediately give notice to the COUNTY** of the nature of such conditions and the extent of delay and shall do everything possible to resume performance. If the period of **nonperformance exceeds twenty-one (21) days from the receipt of notice** of the Force Majeure Event, the **COUNTY may, by giving written notice, terminate this Contract.**

B. If the ability of the COUNTY to compensate the CONTRACTOR is delayed by reason of a Force Majeure Event, the **COUNTY shall immediately give notice to the CONTRACTOR** of the nature of such conditions **and the expected date that compensation will be made.** **Section 66.0135 Wisconsin Statutes shall not apply to any late payment** by COUNTY due to circumstances under this paragraph.



# Thank You

Catherine Martin  
262-896-8384  
clmartin@waukeshacounty.gov  
[www.waukeshacounty.gov](http://www.waukeshacounty.gov)



# UPCOMING TRAINING - EVENTS

# WISCONSIN GOVERNMENT SALES OPPORTUNITIES WITH LOCAL GOVERNMENTS

A Virtual Series presented by the Wisconsin Procurement Institute and Guest Speakers.

**VIRTUAL - 11:00am - Noon**

- **November 10, 2020:** Walworth County, Waukesha County, and the Milwaukee Area Technical College
- **November 18, 2020:** Dane County and UW–Madison

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

Questions – contact Michael Steger at [michaels@wispro.org](mailto:michaels@wispro.org) or 414-270-3600

# - 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/>

# 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



# 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*

# PRESENTED BY

**Wisconsin Procurement Institute (WPI)**

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

**Benjamin Blanc, Wisconsin Procurement Institute**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org) | 414-270-3600

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226

# RESOURCES

**Milwaukee Area Technical College**  
Laura Moore; Procurement Manager  
[moorel52@matc.edu](mailto:moorel52@matc.edu) | (414) 297-6661

**Walworth County**  
Jen White; Purchasing Manager  
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