



Doing Business with the U.S. Forest Service (USFS)

May 20, 2021

9:00 – 11:00 am

Meet the NW Mi PTAC Team



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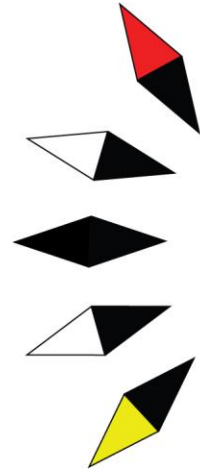
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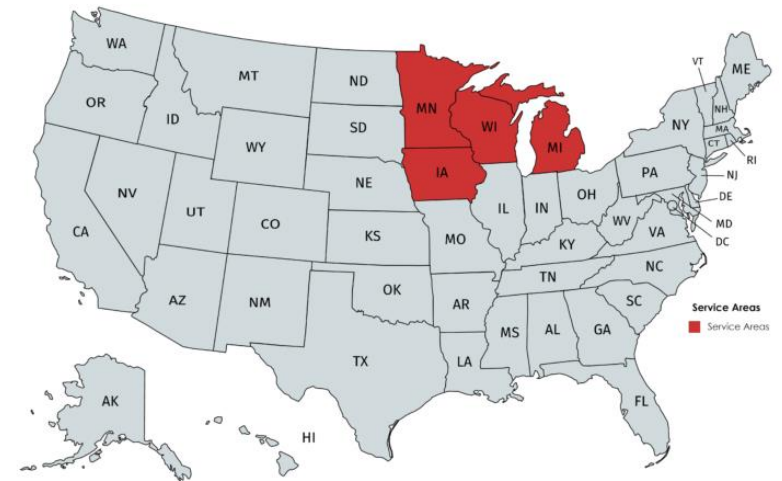
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PEDCO PTAC

PONCA ECONOMIC DEVELOPMENT CORPORATION
PROCUREMENT TECHNICAL ASSISTANCE CENTER

- Exclusively Serving Native American and Tribally owned small businesses
- Four State service area of Michigan, Iowa, Wisconsin and Minnesota
- Providing counseling services in all aspects of government contracting
- Specializing in assisting businesses with opportunities that are exclusive to Native American businesses, such as:
 - Buy Indian Act
 - Native American 8(a)
 - Indian Incentive Program



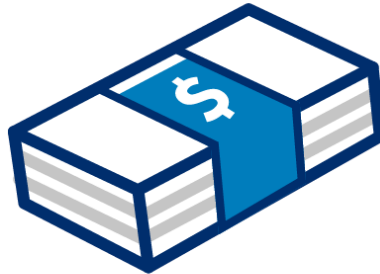


U.S. Small Business
Administration

Small Business Programs and Federal Government Contracting Certifications

James Strube
Business Opportunity Specialist

Need Access to Capital? The SBA Can Help



Small Business Economic Relief

Tools Made Available in Response to Coronavirus (COVID-19)

CARES & Economic Aid Acts



Paycheck Protection Program



SBA Debt Relief

SBA Base Programs Expanded



Economic Injury Disaster Loans *Includes deferment*



Traditional SBA-backed Lending
(includes SBA Express Bridge Loan)



No-Cost Business Advising
Additional funding via partners

SBA-Backed Loan Debt Relief

Program for 7(a), 504 and Microloan Borrowers Only

- Assistance varies based on when the SBA-backed loan was approved and by type of loan (7(a), 504 and/or Microloan).
- Borrowers do not need to apply for this debt relief; the SBA provides it automatically.
- Letters have been distributed to eligible borrowers; a sample letter can be found at www.sba.gov/coronavirusrelief > Debt Relief > Sample Section 1112 Borrower Letter
- Contact your lender with debt relief questions



SBA.gov/CoronavirusRelief

Starting, Growing, & Expanding Business

Extensive network of resource partners
Counseling services & classes free or low cost

- SCORE Business Mentors
- Small Business Development Centers
- Women's Business Centers
- Veteran's Business Outreach Centers

To locate offices near you: www.sba.gov and click on “get local assistance”

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 \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

8(a) Business Development Program



Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

Non-Designated Group Criteria

02

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

8(a) Program Expectations

Setting Expectations



Progress measurement



Is a business development program



Not suited for all firms



Limited total dollar value of contracts

Business Development Assistance Available to Program Participants

Orientation

8(a) orientation upon approval into the program

Referrals and Training

- Resource Partner referrals
- 7(j) Program with one-on-one counseling

Marketing

Invitations to 8(a) business development events and other marketing assistance

Surety Bonds

Increased contract value eligibility and assistance

Proactive Self-Marketing



Identify federal **buyers** and get to know them



Identify the agency contracting **procedures** and those who make buying decisions



Focus on areas in your **niche** and prioritize



Make **contacts** through small business events and network your business

When Should You Apply?

Are You Ready...

8(a) Is One-time Only

01

Do you have the **CAPACITY** to deliver on federal contracts?

02

Do you have sufficient **CASH FLOW?**

03

Do you have demonstrated **CAPABILITY** (past performance)?

04

Can you demonstrate successful **PAST PERFORMANCE?**

05

Are you open to **ADVICE** on growing your business?

Yes
 No
 Don't know



certify.SBA.gov

SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms



Historically Underutilized Business Zone (HUBZone) Certification

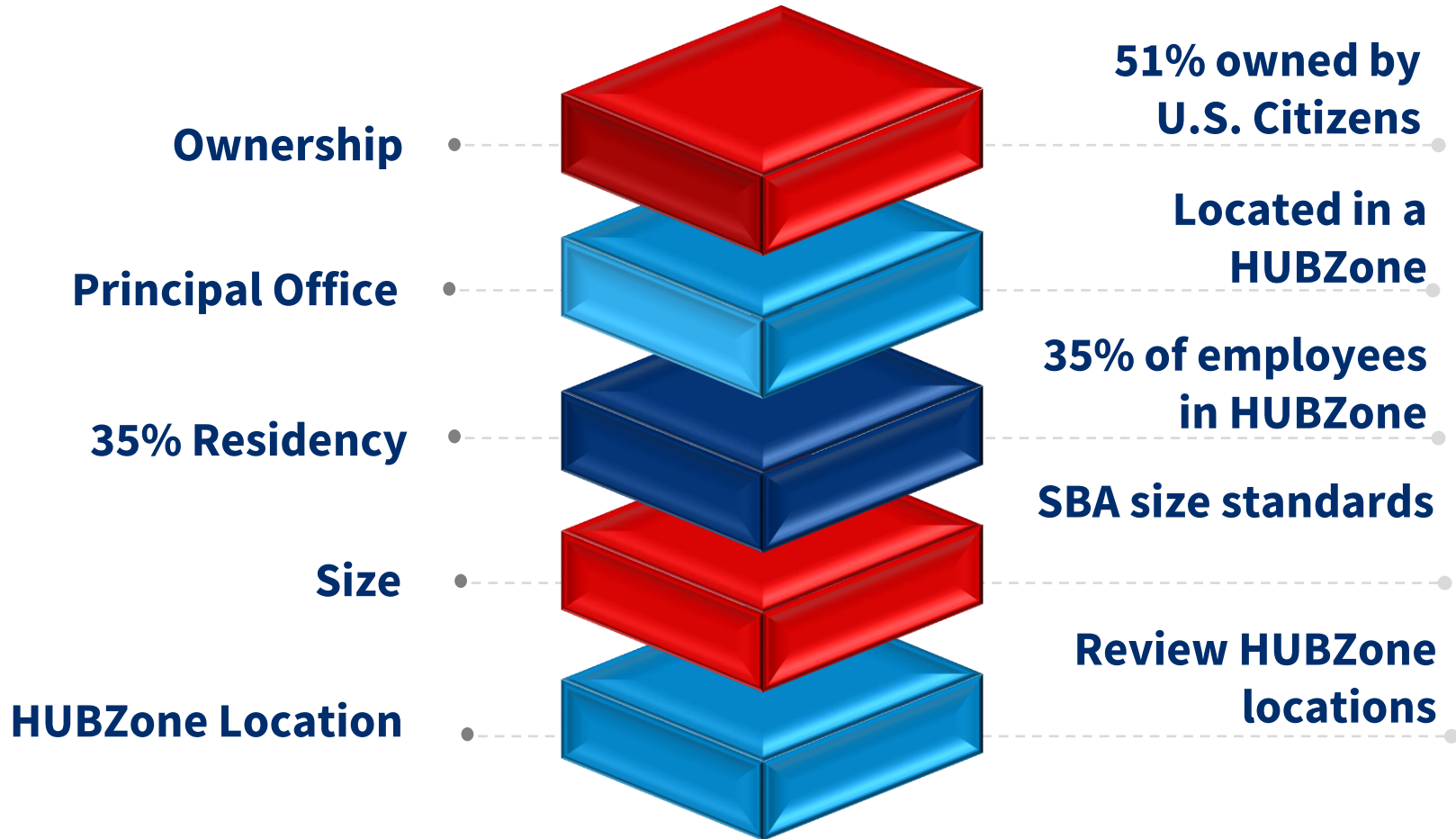


Stimulate capital investment

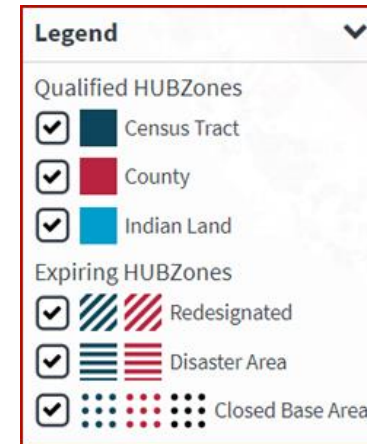
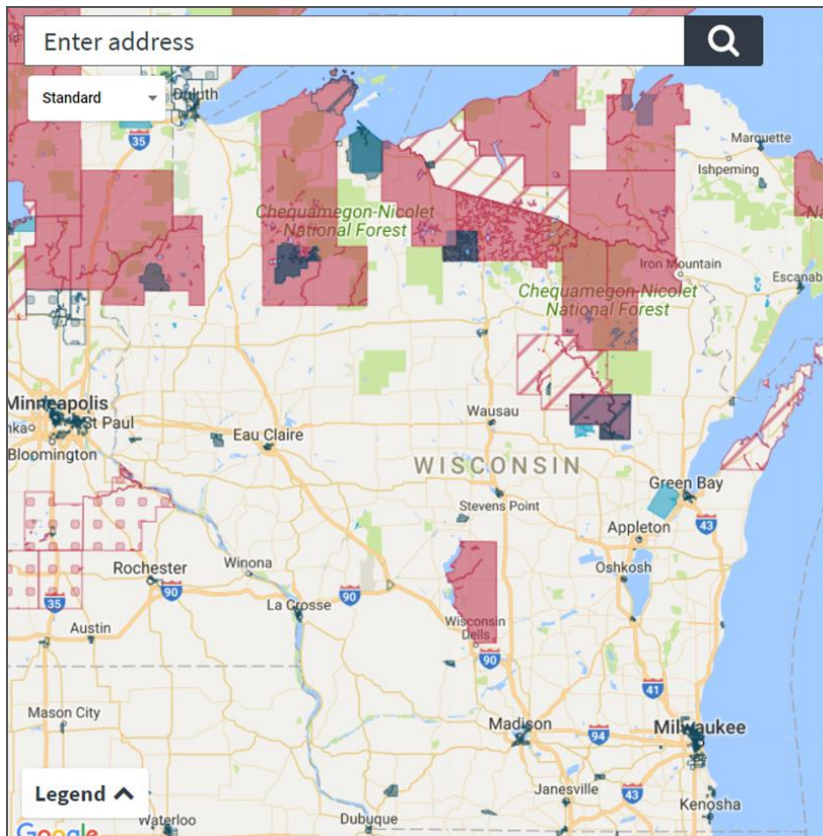
Build capacity and grow

**Access HUBZone set-aside
contract dollars**

HUBZone Eligibility and Requirements



Wisconsin HUBZones



Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

[HUBZone Map](#)

HUBZone Application Process



BEFORE APPLICATION

- View the HUBZone Primer
- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply using the General Login System



DOCUMENTATION

- Verify requested information
- Submit supporting documentation
- Update SAM profile once approved

Women-Owned Small Business (WOSB) Program

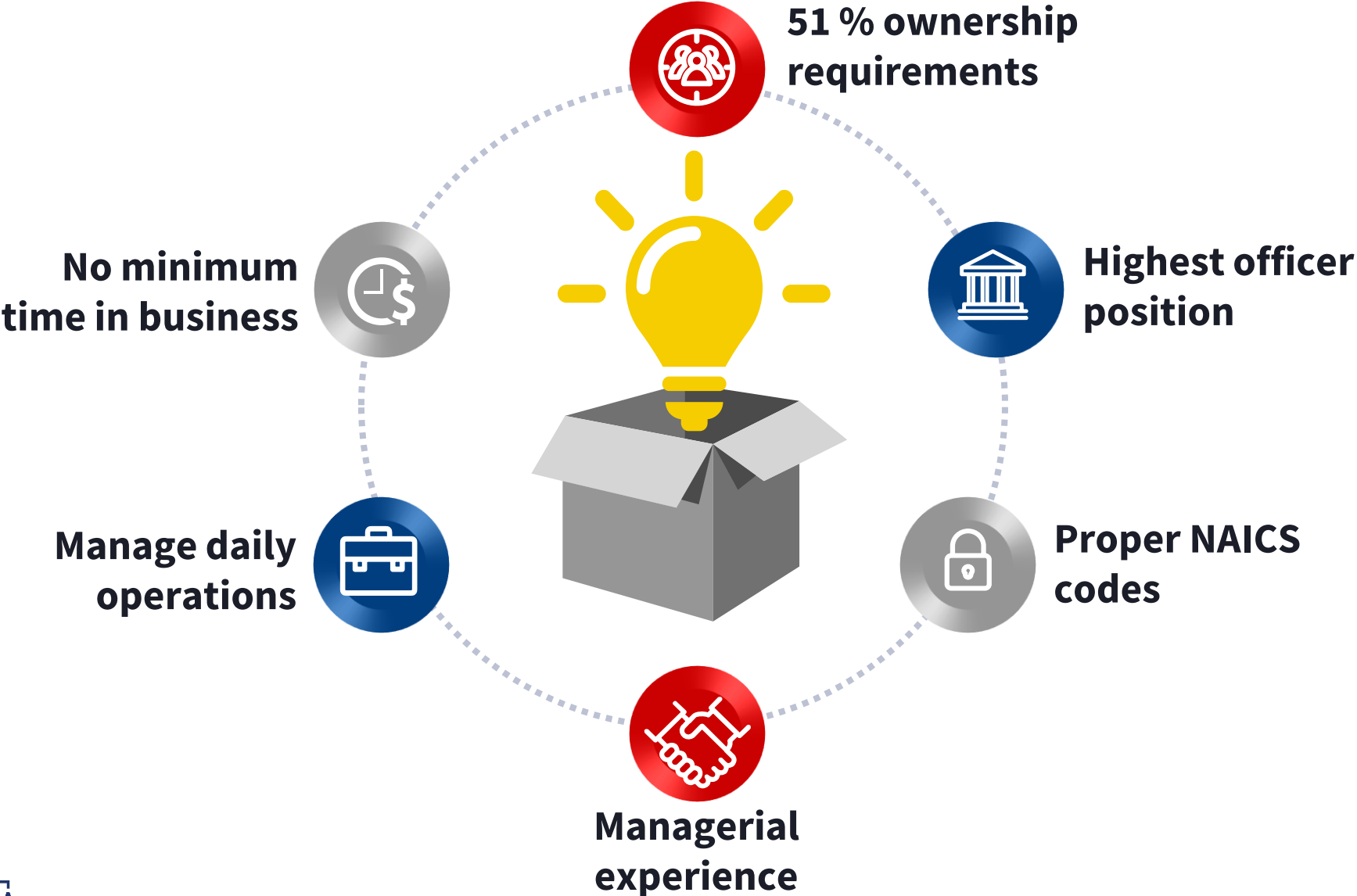


Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

Is the WOSB Certification Appropriate for You?



Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

WOSB and EDWOSB Sole-Source Contracts

1



Eligible NAICS Code

WOSB and EDWOSB eligible NAICS code

2



Fair and Reasonable Price

Awarded at a fair and reasonable price

3



Contract Value

\$7M for manufacturing or \$4.5M for all others

4



Sole Source

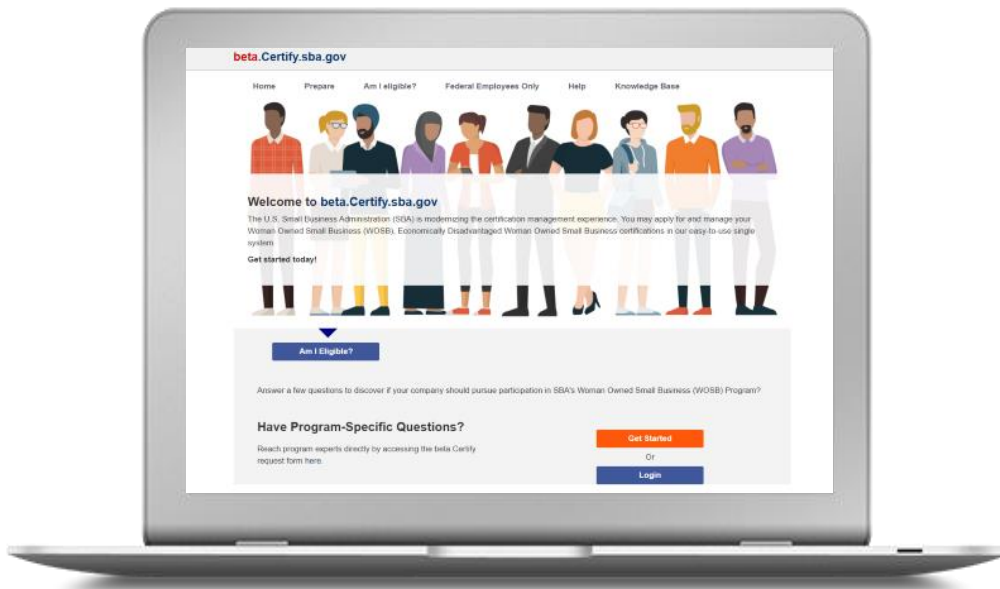
Only (1) WOSB/EDWOSB that can perform

WOSB Eligibility Process



- Register in SAM
- Apply:
beta.certify.SBA.gov

beta.Certify.sba.gov



SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA WOSB/EDWOSB certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms

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



Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

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

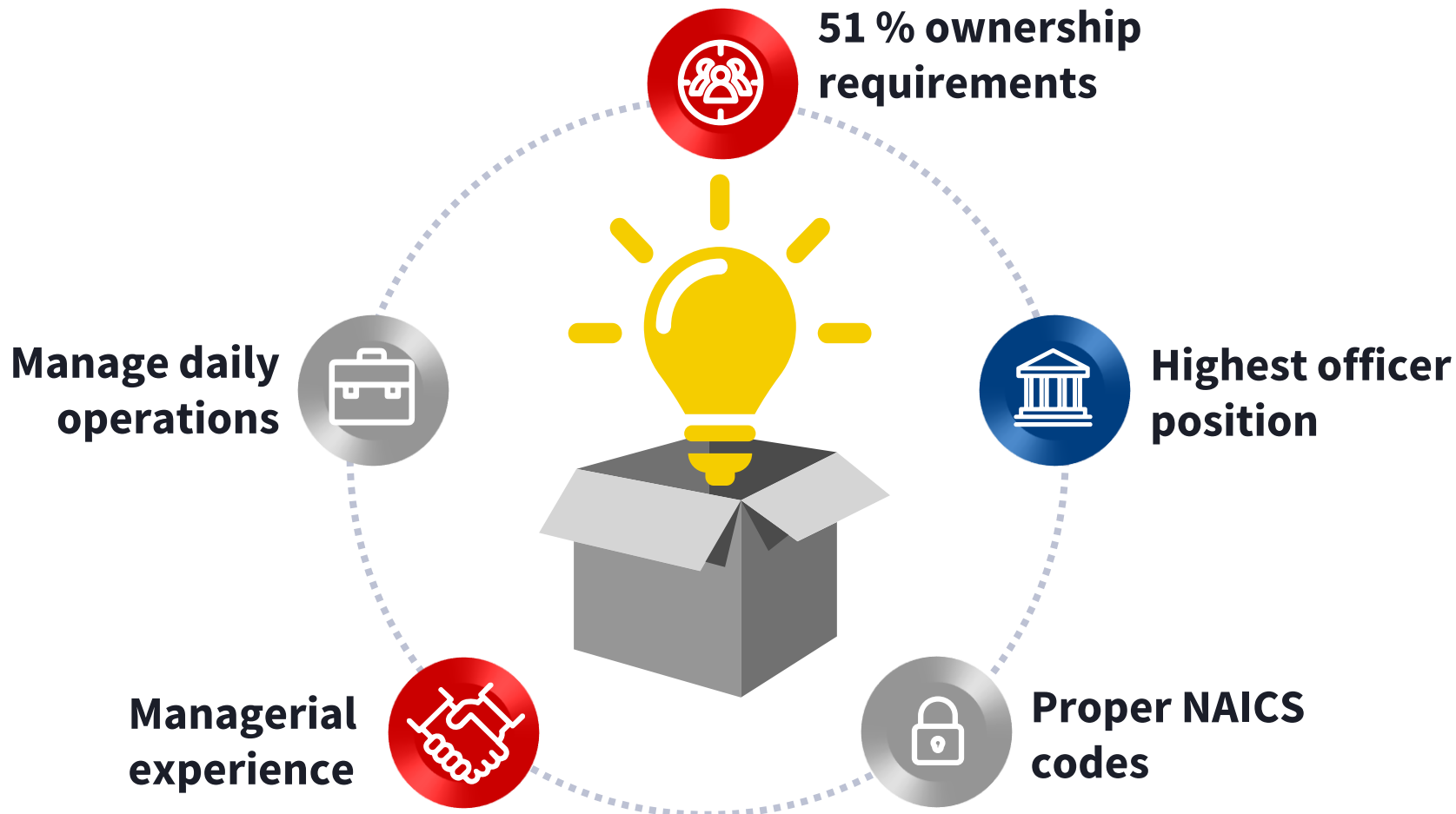


Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



More prime and subcontracting opportunities through registration at Vetbiz.gov

Is the SDVOSB Certification Appropriate for You?



Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The Department of Veterans Affairs awards a large amount of contracts to veterans
- Their program is not the same as the SBA's program. To get access to set-aside Veterans Affairs contracts, your business must be verified through the [Vets First Verification Program](#)

SBA Mentor-Protégé Program

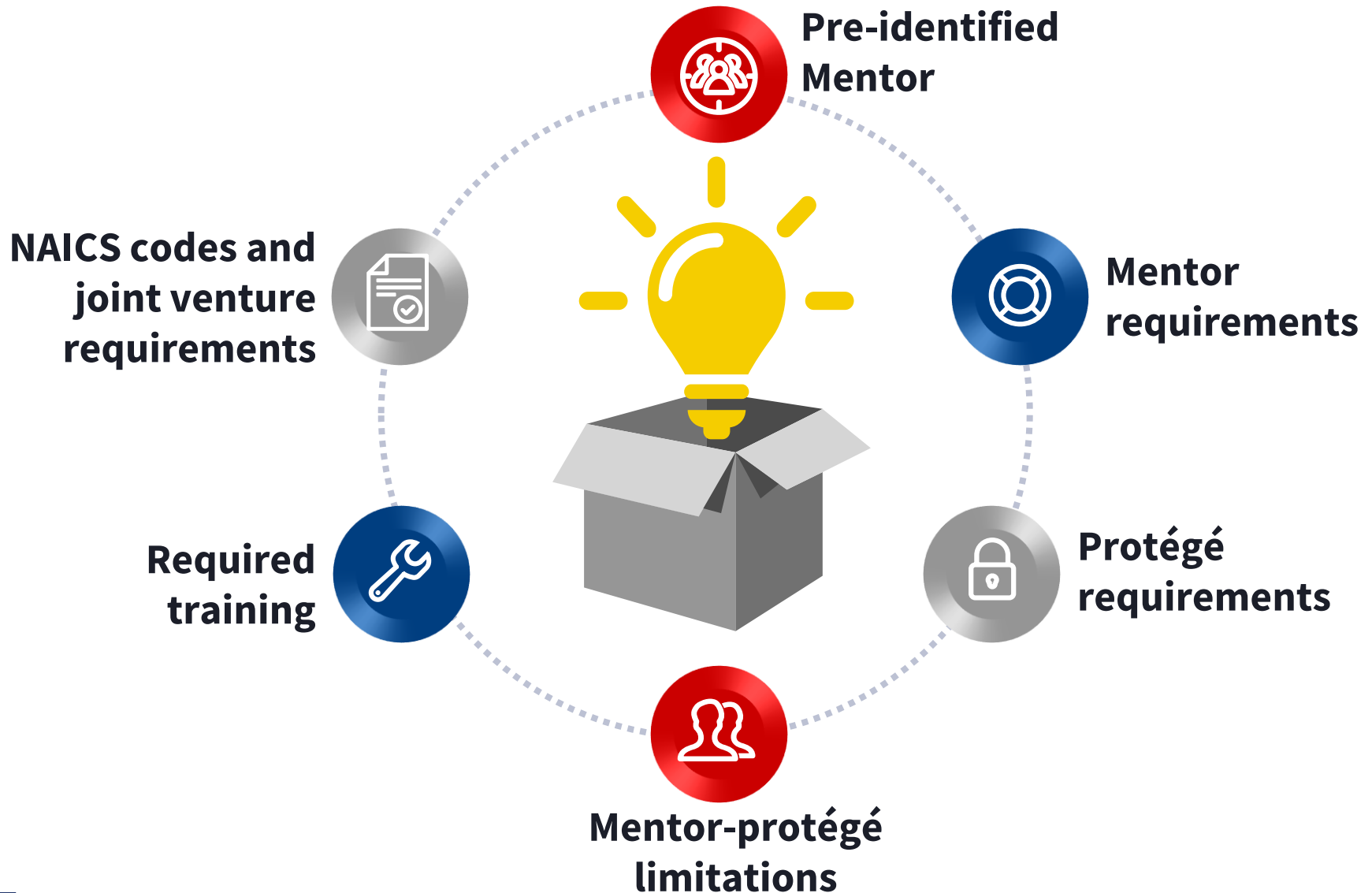


Access business development assistance

Build capacity and grow

Establish joint ventures

Is the SBA Mentor-Protégé Program Appropriate for You?



Joint Venture

Definition:

An agreement between an eligible small business and one or more other business concerns to establish a new legal entity solely for the purpose of performing a specific small business contract. The contract is then awarded to the Joint Venture entity rather than to one or more of the participants.

Joint Venture

When is a JV Permitted?

- Protégé firm lacks capacity to perform the contract independently
- Joint Venture agreement is fair and equitable
- Joint Venture will be of substantial benefit to the Protégé
- Protégé firm brings something of value to the Joint Venture other than it's small business certification

Joint Venture

Size Requirements

- Small business set-asides require the firm to maintain size standards for the NAICS code used for that procurement
- Joint Ventures must meet applicable size standards of the solicitation
- A large business cannot be a JV participant on a Small Business procurement unless approved under the SBA Mentor-Protégé Program

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

www.sba.gov/wi

@SBA_Wisconsin



Doing Business with the National Forests

May 20, 2021


Who We Are

- ◆ Established in 1905, the Forest Service (FS) manages 193 million acres of National Forests and Grasslands
- ◆ Our goal -- a healthy vigorous forest that provides wood products, watershed protection, a variety of wildlife habitats and recreational opportunities—not only for us today, but in a sustainable way so future generations can enjoy these benefits.

Forest Service Mission

- ◆ The mission of the Forest Service is to sustain the health, diversity, and productivity of the nation's forests and grasslands to meet the needs of present and future generations.

Procurement and Property Services (PPS) – East Zone

- Construction & A&E Intro
Shawn Lacina
 - Services & Supply Intro
Colleen Reittinger
- 

The East Zone Service Areas

Region 9

- Allegheny
- White Mountain
- Green Mountain/Finger Lakes
- Monongahela
- Wayne
- Hoosier
- Shawnee
- Mark Twain
- Superior
- Ottawa
- Chippewa
- Huron Manistee
- Hiawatha
- Midewin
- WERC
- Forest Products Lab
- National Research Station
- Grey Towers


Region 8

- Daniel Boone
- Land Between the Lakes
- George Washington & Jefferson
- Alabama
- Chattahoochee-Oconee
- Cherokee
- North Carolina
- Florida
- Francis-Marion & Sumter
- Savannah River Site
- Ouachita
- Ozark-St. Francis
- Kisatchie
- Mississippi
- Texas
- Southern Research Station (SRS)
- Puerto Rico


What Does the Forest Service Procure?

- ◆ Products
- ◆ Services
- ◆ Construction
- ◆ A&E

Products and Services

- ◆ Natural Resources and Conservation
 - ◆ Maintenance, Repair and Rebuilding of Equipment.
 - ◆ Lease or Rental of Facilities
 - ◆ Housekeeping services
 - ◆ Transportation and Charter Services
- 

Products and Services

- ◆ Professional, Management and Administrative Support Services
 - ◆ Lease or Rental of Equipment
 - ◆ Special Studies
 - ◆ Supplies and building materials of all shapes and sizes.
- 

Construction & A&E

- ❖ Construction or Repair of Real Property
 - Buildings
 - Roads, Bridges, Culverts
- ❖ Dismantling, Demolition, Removal (DDR)
 - Service or Construction
- ❖ Cadastral Surveys
- ❖ Project Designs

Examples of Projects

- ◆ Road and trail work
 - Maintenance
 - Bridges
 - Culverts
- ◆ Forestry work
 - Common stand exams
 - Tree marking
 - Land surveys
- ◆ Building construction
 - Maintenance and new construction
 - A&E design services
- ◆ Supplies
 - Typical business operating supplies
 - Forestry related supplies and equipment

Acquisition Authority

- ◆ FAR – Federal Acquisition Regulations

<https://www.acquisition.gov/browse/index/far>

- ◆ AGAR – USDA Agriculture Acquisition Regulations

<https://farsite.hill.af.mil/vmagara.htm>

- ❖ USDA Contracting Desk Book

- ❖ FS Procedures, Guidance and Information

PROCUREMENT FORECAST

- ◆ Every Fiscal Year the government is required to make available a list of anticipated acquisitions for the current Fiscal Year.
- ◆ The USDA Procurement Forecast may be found at <https://www.dm.usda.gov/smallbus/forecast.htm>

Advertising Requirements

- ◆ FAR Subpart 5 requires all solicitations over \$25,000 be synopsisized in Federal Business Opportunities website SAM.GOV:
 - ◆ The primary purpose of Federal Business Opportunities website notices is to improve small business access to acquisition information and enhance competition by identifying contracting and sub-contracting opportunities

SYNOPSISING AND POSTING REQUIREMENTS

Advertising Thresholds

- ◆ Between \$15,000 and \$24,999
 - ◆ Local posting
 - ◆ Posting to Federal Business Opportunities website: www.beta.sam.gov
 - ◆ not mandatory but may be used
- ◆ Over \$25,000
 - ◆ Synopsized/Posted in the Federal Business Opportunities website: www.beta.sam.gov

Acquisition Officials

- ❖ Micro-Purchase Cardholder
Non-warranted official with authority for over-the-counter purchases up to \$10,000
- ❖ Purchasing Agent
Warranted Contracting Official with limited purchasing authority up to \$250,000
- ❖ Contracting Officer
Warranted contracting official with limited or unlimited authority to contract for supplies, services and construction within their cited threshold
- ❖ Contracting Officer's Representative (COR)
 - Limited authority to administer contracts and purchase orders.
 - Approve Invoices in IPP
 - No authority to bind the government.
- ❖ Inspector
 - Authority to conduct required inspections and witness daily contractor operations.
 - No authority to bind the government.

How the Forest Service Procures

- ◆ Existing Indefinite Delivery – Indefinite Quantity (IDIQ) contracts
- ◆ General Services Administration (GSA)
- ◆ Required Sources (JWOD)
- ◆ Open Market
 - Unrestricted (very rare)
 - Small Business
 - HubZone
 - 8(a)
 - Disabled Veteran Owned Small Business (SDVOSB)
 - Woman Owned Small Business (WOSB)

CONTRACTING AND PURCHASING METHODS

◆ Micro-Purchase

- Supplies under \$10,000
- Construction under \$2,000
- Services under \$2,500

◆ Simplified Acquisitions

- \$10,000 to \$250,000 depending on type of purchase

◆ Formal Contracting

- Over \$250,000

MICRO PURCHASE

(FAR Part 13)

- ◆ Most widely used purchase method
 - Purchases are made using the Government Visa card or convenience checks.
 - NOTE: Convenience checks are slowly being phased out
- ◆ Important for day-to-day operations
- ◆ Over-the-counter purchases
 - ◆ Micro purchases are generally not referred to the procurement office

Simplified Acquisitions

(FAR Part 13)

- ◆ Used for transactions under \$250,000.00
 - FAR Subpart 13.5 allows for the use of simplified acquisition procedures for commercial items up to \$7.5 Million
 - RFQ - More formal than Micro-purchase, but less structured than sealed bidding or negotiated acquisitions.

Simplified Acquisitions

- ◆ Set-Aside exclusively for Small Business (< \$250K)
- ◆ Determining the Set-Aside
 - Market research
 - Historical information
 - Agency progress in fulfilling goals

Determining that:

- Adequate companies are available (2 or more)
- Award can be made at a fair price

Commercial Items

(FAR Part 12)

- ◆ The Federal Acquisition Streamlining Act of 1994 set a preference for purchasing items that are available on the commercial marketplace.
- ◆ Used with FAR Parts 13, 14 and 15
 - FAR Sub-part 13.5 allows for the use of simplified acquisition procedures for certain commercial items up to \$7.5 Million

Formal Contracting (IFB/RFP)

- ◆ Used for all acquisitions (except commercial items) over \$250,000.00
 - May be used for complex requirements under \$250,000 at the discretion of the Contracting Officer

Sealed Bidding (IFB)

(FAR Part 14)

- ◆ Used when only price or price related factors apply (Primarily used for Supply Contracts)
- ◆ Contract awarded to the responsive and responsible bidder offering the lowest price
 - Responsive:
 - ◆ Provides a bid that meets all requirements.
 - Responsible:
 - ◆ Contractor in good standing, associated risks minimal
- ◆ **Negotiations not normally permitted**

Sealed Bidding (IFB)

- ◆ Public Bid Opening
 - Public welcome to attend
 - Prices read aloud
 - Late bids not accepted and returned
- ◆ Quick evaluation
 - Evaluated for price, or price related factors
- ◆ Timely Awards (1-2 weeks)

Request for Proposals (RFP)

(FAR Part 15)

- ◆ No Public Opening (Offers are received)
- ◆ Encourages discussions and negotiations
- ◆ Allows for revision of proposals
- ◆ Awards are based on the evaluation factors cited in the RFP
- ◆ Awards made to the offeror who provides the **best overall value** to the government.
 - May not be the lowest price offered

Request for Proposals (RFP)

- ◆ Used when other factors (not just price or price related factors) apply
 - ◆ Past Performance / Experience
 - ◆ Technical Capability
 - ◆ BioPreferred / Green Plan
 - ◆ Price/Price related
- ◆ Contract awarded to the responsive and responsible proposal offering the best overall value
 - Responsive:
 - ◆ Provides an offer that meets all requirements.
 - Responsible:
 - ◆ Contractor in good standing, associated risks minimal
- ◆ **Negotiations normally encouraged**

SPECIAL PROGRAMS

- ◆ The USDA Office of Small and Disadvantaged Business Utilization (OSDBU) provides guidance and assistance to small businesses

USDA

Office of Small and Disadvantaged Business Utilization

1400 Independence Ave.

SW, Room 1566-South Building

Washington, DC 20250

(202) 720-7117

<http://www.usda.gov/osdbu>

US Forest Service East Zone

Small Business Goals

- ◆ FY20 Small Business Goal: 58% 93.7% - Actual
 - ◆ FY20 – over \$52 million

SOCIOECONOMIC PROGRAMS

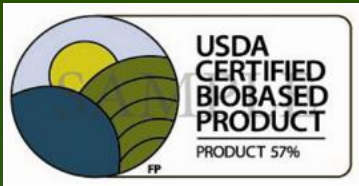
	Actual	Goal
◆ Small Disadvantaged Businesses:	29%	5%
◆ Section 8(a) Business:	9%	None
◆ Veteran-Owned:	9%	None
◆ Service-Disabled Veteran-Owned:	5%	3%
◆ Women Owned Business:	14%	5%
◆ HUBZone Business:	14%	3%

RFQ & RFP Preparation

- ◆ Read the solicitation, follow the instructions
- ◆ Responsive & Responsible contractors
 - Responsive is providing all requested/required information
 - Responsible can mean good past performance, prompt payment to suppliers and subcontractors, good business standing

Technical Proposals

- ◆ Lowest Price Technically Acceptable & Best Value
- ◆ Section L & Section M will provide guidance regarding technical proposal requirements
- ◆ Address all criteria
 - Technical capability
 - Adequate resources to complete the work
 - Sustainable Acquisition



BioPreferred Program

FAR Clause 52.223-2 Affirmative Procurement of Biobased Products Under Service & Construction Contracts

FAR Provision 52.223-1 Biobased Product Certification

shows requirement and the categories/products

<http://www.biopreferred.gov>

Government Electronic Databases for Potential Contractors

- ◆ System for Award Management (SAM)

www.beta.sam.gov

System for Award Management (SAM)

- ◆ Database for registering business information
 - Company Name, address, telephone
 - Point of Contact
 - Preferred financial account to receive payments
 - Applicable Federal Supply/Service Codes
 - North American Industrial Classification (NAICS)
- ◆ SAM.gov will finalize integration with beta.SAM.gov on **May 24, 2021**

System for Award Management (SAM)

- ◆ What is SAM?

SAM is combining federal procurement systems into one system. Posting of government requirements over \$25,000

- ◆ **The resultant SAM.gov will be authoritative for :**

- Entity Registrations
- Exclusions
- Service & Construction/A&E Contract Reporting
- BioPreferred Reporting
- Assistance Listings (formerly CFDA.gov)
- Wage Determinations (formerly WDOL.gov)
- Contract Data Reports (formerly accessed via FPDS.gov)
- Contract Opportunities (formerly FBO.gov)
 - ◆ Displays pre-solicitation, solicitation and award information

System for Award Management (SAM)

- ◆ SAM Customer Service, contact:
Federal Service Desk
- ◆ URL: www.fsd.gov
- ◆ Hours: 8am - 8pm (Eastern Time)
- ◆ US Calls: 866-606-8220

CURRENT

Dunn and Bradstreet

- ◆ Commercial database for recording business information
 - Financial
 - ◆ Credit and Payment
 - ◆ Sales
 - Business Operation statistics

- ◆ WEBSITE: www.dnb.com

NEW

Unique Entity Identifier

- ◆ Conversion from DUNS to a Unique Entity Identifier (UEI) has begun
- ◆ UEIs will be visible on **May 24, 2021**. Starting **April 4, 2022**, UEIs are required for all vendors.
- ◆ DUNS will no longer be updated.
- ◆ If you are registered in SAM you will be getting emails on what and/or when to renew your registration/information.

Invoice Processing Platform (IPP)

- ◆ IPP, is a secure, Web-based service that more efficiently manages government invoicing from purchase order (PO) through payment notification, at no charge to federal agencies and their vendors.
- ◆ www.ipp.gov

Invoice Processing Platform (IPP)

◆ Features

- Electronic Purchase Orders
- Electronic Invoices
- Automated Workflow
- Payment Notification Service
- Available at no charge to vendors
- Enables vendors to check payment status
- Provides invoice management tools

QUESTIONS





A Procurement Technical Assistance Center (PTAC)

The background of the top half of the image is a photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and some trees with autumn foliage are visible in the foreground.

PREPARING FOR GOVERNMENT CONTRACTING

May 20, 2021



THE BASICS

1. Explore the Government market – is there a potential opportunity for your business.
2. Understand the US SBA Small Business Programs
3. Register in “System for Award Management” (SAM)
4. Develop a strong profile in SBA’s Dynamic Small Business Search (DSBS)
5. Do your Market Research - target your market
6. Identify current and future opportunities – refine your target
7. Develop a targeted and strong Capabilities Statement
8. Learn the process, rules, requirements and regulations
9. Develop relationships Government agencies, current contractors / subcontractors and supporting resources

10. BID – WIN - PERFORM

1. EXPLORE THE GOVERNMENT MARKET – IS THERE A POTENTIAL OPPORTUNITY FOR YOUR BUSINESS ?

CONSIDER THE FOLLOWING WHEN ANSWERING THIS QUESTION

- Past performance – at any level: local, state, federal
- Financial requirements – bonding, financing, cash flow
- Capacity – labor, facilities, time
- Solid Knowledge of regulations, laws, processes, compliance unique to the government
- Process – understanding requirements, getting paid, getting approvals
- Relationships – agency, end user, buyer

2. UNDERSTAND THE US SBA SMALL BUSINESS PROGRAMS

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

Large Prime Contractors must also negotiate small business goals

3. REGISTER IN SAM

NO COST TO REGISTER in SAM

SAMSM
SYSTEM FOR AWARD MANAGEMENT

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

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

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

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

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

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

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

<https://sam.gov>

Getting Started

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

GSA

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

4. DEVELOP A STRONG PROFILE IN DSBS

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

DSBS

Welcome to the D

<http://dsbs.sba.gov>

All search form hotlir
 All form fields that require typing in d

the firm is at least one of: service-disabled veteran owned;
 the profile location is in: Wisconsin;
 the profile's status is Active;
 and randomized by original start time of search: 2019-04-20 12:56

This is generally a self-certifying Development, HUBZone or Small awarding a contract.

Data validation took 0.02 seconds. The count and search queries took 2.66 seconds and 3.02 seconds, respectively.

Displaying profiles 1 - 25 (of 177 profiles matching criteria):

Location of Profile

States: (any state) Searching
 AL - Alabama (Requires
 AK - Alaska
 AA - American Atlantic (APO/FPO) Co
 AE - American Europe (APO/FPO)
 AP - American Pacific (APO/FPO) Country

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capa
1	ELE JANITORIAL SERVICES LLC	James Curry	5225 W BELOIT ROAD MILWAUKEE, WI 53214-5335	Provides full cleaning/janitorial services including window cleaning, stripping
2	Buckner, Michael DEAR Management Consulting Company	Michael Buckner	11125 88th St Pleasant Prairie, WI 53158-1328	D.E.A.R. is a SDVOSB, minority owned small business that provides excepti staff development training, employee empowerment strategies.
3	Marc-On Shooting LLC Marcon Shooting	Daniel R Marcon	4089 124th St Chippewa Falls, WI 54729-2791	
4	414RESTORE LLC	BRIAN FARNAND JR	6426 S 35TH ST APT 6 FRANKLIN, WI 53132-8718	remodeling construction (including additions, alterations, reconstruction, m multifamily. Included in this industry are remodeling general contractors, fo management firms.
5	MISSION FIRST GLOBAL, INC.	JONATHAN F LEHMAN JR	617 N 74TH ST WAUWATOSA, WI 53213-3603	Delivering quality services to U.S. government entities worldwide, through a
6	Heale Manufacturing Co., Inc.	ROD COPE	1231 The Strand Waukesha, WI 53186-3861	MILITARY & COMMERCIAL ELECTRIC WIRE HARNESSES CABLE ASSEMBLIES IGNITION LEADS BATTERY CABLES JUMPER CABLES BUSS BARS SUPPRESS
7	FRANK'S INC Frank's Logging	Jenny Levknecht	N2467 KORONKIEWICZ LN PESHTIGO, WI 54157-9649	
8	Menet Aero, Inc.	Peter Menet	517 E Otjen St Milwaukee, WI 53207-1611	Menet Aero provides world class aviation and Unmanned Aircraft System (U military trained aviators that have performed manned and unmanned aviati post processing of the data we collect. The industries we have commercially measurement and site survey), construction (photogrammetric survey & pr

5. DO YOUR MARKET RESEARCH - TARGET YOUR MARKET

<https://www.usaspending.gov>

HISTORY
– the
PAST

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

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

- Top 10: Contracting Agency Name**
- > FEDERAL ACQUISITION SERVICE (329428)
 - > DEFENSE LOGISTICS AGENCY (251692)
 - > VETERANS AFFAIRS, DEPARTMENT OF (127497)
 - > FEDERAL PRISON SYSTEM (109986)
 - > DEPT OF THE ARMY (97872)
 - > DEPT OF THE NAVY (45811)
 - > PUBLIC BUILDINGS SERVICE (21570)
 - > DEPT OF THE AIR FORCE (19884)
 - > FOREST SERVICE (8311)
 - > U.S. COAST GUARD (8298)

- Top 10: Vendor Full Name**
- > ED LIABILITY COMPANY (173091)
 - > ED LIABILITY COMPANY (108420)
 - > ED LIABILITY COMPANY (67143)
 - > ED LIABILITY COMPANY (59175)
 - > ED LIABILITY COMPANY (58565)
 - > ED LIABILITY COMPANY (15813)
 - > ED LIABILITY COMPANY (14022)
 - > ED LIABILITY COMPANY (11891)
 - > ED LIABILITY COMPANY (11891)
 - > ED LIABILITY COMPANY (7175)

- Top 10: Treasury Account Symbol**
- > 974930 (215436)
 - > 360160 (24344)
 - > 171804 (21382)

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

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

<https://www.fpds.gov>



A Procurement Technical Assistance Center

5/20/2021

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

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

Center Gateway
an extension of www.wpi.edu

Home
Report Awards
Bid Search
Contact Information
Surveys
Events
Links

Bid Search **Wisconsin Awards - Aina**

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.

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

Archive Search Company Profile Supply Codes Detailed Supply Codes NAICS Search

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

WPI Bid Matching – contact WPI

6. Identify current and future opportunities

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

SAM^{beta}.GOV

All Award Data ▾ I'm looking for.. Search

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.

What Can I Do Here?

Contracting

Wage Determinations (WDOL)

This website has officially replaced [WDOL.gov](#).

- About Wage Determinations
- Search Wage Determinations

[FBO.gov](#) and [FPDS.gov](#) remain the authoritative sources for contract

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

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Category ▾

Search

Products ▾

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Advanced Search

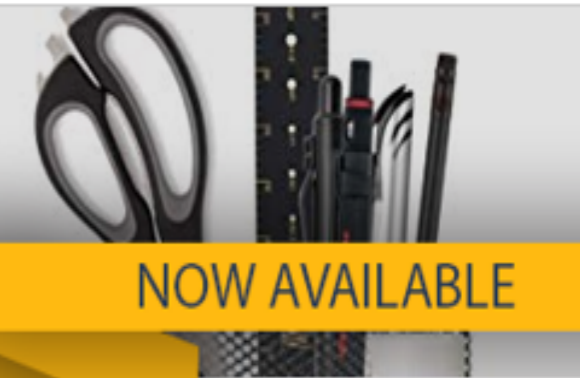


Products

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

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

About Buying Services ▶



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Office Supplies 4th Generation (OS4)

[Learn More](#)

1 2 3 4 5 6

Special Programs



Environmental Products



Laptop and Desktop Computers



Disaster Relief



Security Related Products

Strategic Sourcing

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

Products ▾

Services ▾

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

ACQUISITION.GOV

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

Home >> Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

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

Home Page Small Business Business Opportu

Procurement Forecast

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

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

**FY2020
DOD & FEDERAL
AGENCY PROGRAM
BRIEFINGS
MARCH 12**

The DOD & Federal Agency Program Briefings provides SAME members a chance to hear about the projected upcoming fiscal year engineering, construction and environmental programs from contracting representatives, flag and general officers, and senior executive service leaders from the engineering components of the military services and select federal agencies.



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

Notice Details Packages

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



SMALL BUSINESS EVENT- US Army Corps of Engineers Rock Island District Industry Day
Solicitation Number: W912EK-19-INDUSTRYDAY
Agency: Department of the Army
Office: US Army Corps of Engineers
Location: USACE District, Rock Island

7. DEVELOP A TARGETED CAPABILITIES STATEMENT



DUNS# 143133754
CAGE# 4TZWS

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

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

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

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

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

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

703.221.7131 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

CAPABILITIES STATEMENT

COMPANY SUMMARY

Athena Construction Group is the oldest, largest and most respected SDVOSB, WOB, HUBZone construction company in America. We specialize in General Contracting and self-performing the installation of Doors, Frames and Hardware and Drywall. Widely acknowledged for our integrity and ability to complete complex difficult projects, Athena is the company of choice for federal agencies, large General Contractors and private clients.

With significant federal experience our staff has in excess of 100 years of construction expertise. Combined, our professionals speak six different languages, have multiple degrees in engineering, and have OSHA 30, USACE CQM, ASHE, ICRA and LEED certifications.

We are proud to have Hensel Phelps as our Mentor in the DoD Mentor Protégé program.

CORE COMPETENCIES

Rough Carpentry
Interior Build-out
Furniture Supply & Installation
Painting
Doors, Frames, Hardware & Installation
Light Commercial Construction
Highway Work

CORPORATE EXPERTISE

Following is a list highlighting some of our accomplishments to date:

PROJECTS

<p>FEDERAL CLIENTS</p> <ul style="list-style-type: none"> • Walter Reed Medical Center • VA Healthcare, VA Cemetery • DHS, St. Elizabeth's • ICC-B • Ft. Belvoir Community Hospital • Pax River 	<p>PRIVATE CLIENTS</p> <ul style="list-style-type: none"> • VA Audie Murphy • POF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps 	<ul style="list-style-type: none"> • Baker Daniels • Blank Rome LLP • Epstein Becker Green • Frederick Community College • George Mason University • Raytheon
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Custom Fabricating & Supplies
5500 West Oakwood Park Drive
Franklin, WI 53132
(P) 414-421-2600 (F) 414-421-2700



Capability Statement

www.customfabricate.com



Company Snapshot

CAGE Code: 4L1K1
DUNS Number: 058065520



Government Business POC: Henry Asik
E-Mail: henry@customfabricate.com
Phone: 414-421-2600

Industries Served

- Military and Defense
- Aerospace and Automotive
- Medical and Dental
- Electronics and Lighting
- Wholesale and Manufacturing



Core Competencies

3D Rapid Prototyping

Masking Protection

- Caps
- Plugs
- Tapes
- Hooks

Custom Rubber Molded Parts, Die Cutting and Extrusions

- Surface Protection
- Mounting & Holding
- Seals
- Gaskets
- Spacers
- Shielding
- Masking
- Insulators
- Bumpers
- Grommets
- O-Rings



Primary NAICS Codes

<p>322220</p> <p>326112</p> <p>326199</p> <p>326291</p> <p>326299</p> <p>333999</p> <p>339991</p>	<p>Paper Bag and Coated and Treated Paper Mfg.</p> <p>Plastic Packaging Film and Sheet (Including Laminated) Mfg.</p> <p>All Other Plastics Product Mfg.</p> <p>Rubber Product Manufacturing For Mechanical Use</p> <p>All other Rubber Product Mfg.</p> <p>All Other Miscellaneous Purpose Machinery Mfg.</p> <p>Gasket Packaging And Sealing Device Mfg.</p>
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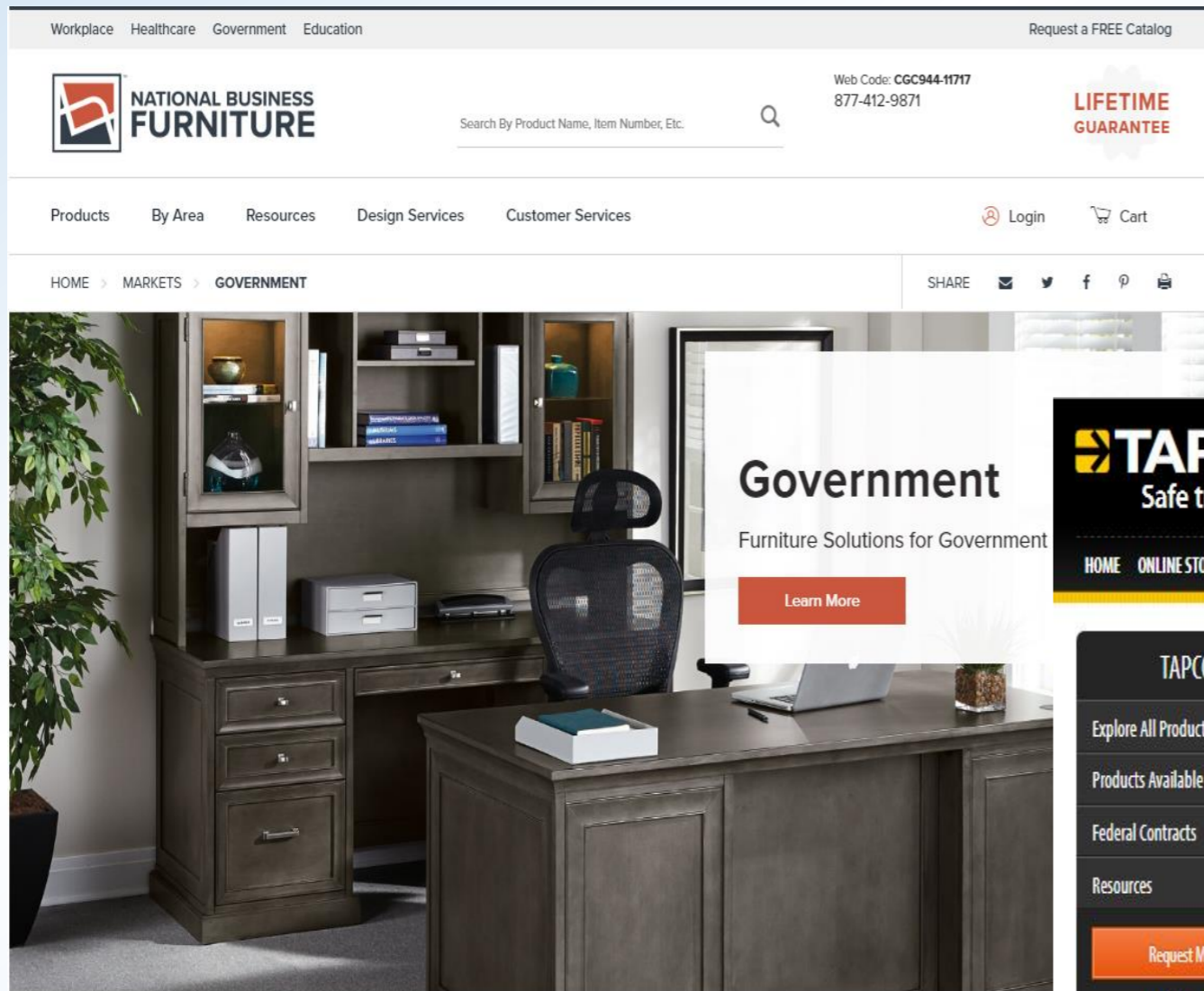


Quality Policy

To Exceed our customers expectations in quality, delivery and cost through continuous improvement and customer interaction



7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND WEBSITE



7. DEVELOP A TARGETED CAPABILITIES STATEMENT AND BUSINESS CARDS

- **CLEARLY** states what your business DOES – use a tag line if necessary
- **COMPLETE** contact information including street address, telephone and email
- **NAICS** codes – **NIPG** codes – DUNS – CAGE CODE
- Website
- Small business designations – small, HUBZone, SDVOSB, MBE.....
- Quality level, ITAR, other technical and professional certifications of value to market
- ALSO
 - Professional in appearance – include logo
 - Light colored background - non glossy paper
 - If recent “award recipient” – would need to be recognizable

The diagram illustrates the layout of a business card, divided into two main sections: the front and the back.

FRONT

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

BACK

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

7. DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

- SHORT and TIGHT introductory statement – maybe 30 seconds or so
 - Who you are
 - What you do
 - Keep it businesslike
 - Try it – refine it – try it – refine it – until you feel it is just right

Good afternoon. Example - My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction.

7. DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

You would use this as your discussions continue, or if you are in a situation where a longer opening is available and appropriate. Length: One to two minutes.

*My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction. We are currently working with the **US Army Corps of Engineers** on repairing areas on the St. Josephs River damaged after **Hurricane Irma**. Green Barge is **certified as a HUBZone** with **10 years of experience** in shoreline work. We have an experienced crew with a **superior safety record**.*

8. LEARN THE PROCESS, RULES, REQUIREMENTS AND REGULATIONS

<https://www.acquisition.gov>

FAC Number	Effective Date	HTML	XML	PDF
FAC_2019-01	01-22-2019			

Parts/Subparts	HTML	XML
Part 1 - Federal Acquisition Regulations System		
Subpart 1.1 - Purpose, Authority, Issuance		

9. DEVELOP RELATIONSHIPS WITH GOVERNMENT AGENCIES, OTHER CONTRACTORS / SUBCONTRACTORS AND SUPPORTING RESOURCES



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS

« All Events

14TH ANNUAL WISCONSIN GOVERNMENT BUSINESS OPPORTUNITIES CONFERENCE (GOBC) – WEBINAR

June 24



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy

Details

Date:
June 24

Event Categories:
Conference, WPI Events

Organizer

Hilary DeBlois

Phone:
(414) 688-3882

Email:
hilaryd@wispro.org

Additional Information

Presented By

- Envision Greater Fond du Lac
- Fort McCoy
- Florence County Economic Development Corporation
- Juneau County Economic Development Corporation
- National Contract Management

BREAKING: Marinette Marine Tapped to Build Navy's Next-Gen Frigate

4/30/2020

By Jon Harper



An artist rendering of the guided-missile frigate FFG(X)

Photo: Navy

The Navy has awarded Fincantieri Marinette Marine Corp. a \$795 million fixed-price incentive contract for detail design and construction of a new class of guided-missile frigates known as FFG(X), the service announced April 30.

The contract will provide for the delivery of up to 10 platforms, post-delivery availability support, engineering and class services, crew familiarization, training equipment and provisioned item orders. The cumulative value will be \$5.6 billion if all options are exercised.



A Procurement Technical Assistance Center

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

The screenshot shows the NDIA website homepage. At the top left is the NDIA logo. The navigation menu includes: Meetings & Events, Policy, Membership, Divisions, Education, Chapters, and a blue 'Join' button. A search icon is on the far right. Below the navigation is a red banner with the text: 'Click here for NDIA information related to Coronavirus (COVID-19)'. The main content area features a large article titled 'NDIA COVID-19 Small-Business Impacts Survey Summary' with a sub-header 'Small Business'. The article text reads: 'In this report, members of NDIA's Strategy & Policy Team analyze the results of the NDIA COVID-19 Small-Business Impacts Survey to assess the initial impacts of the COVID-19 crisis.' To the right of the article are three smaller news items: 'The DIB Amid COVID-19: Survey Summary', 'NDIA Connect is Now Live', and 'Small Business NDIA COVID-19 Small-Business Impacts Survey Summary'. The bottom of the screenshot shows a Windows taskbar with various application icons and system tray icons including a 100% battery indicator and the time 11:31 AM.



GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

October 23-24, 2019

MARKETPLACE WISCONSIN

Governor's Conference on Diverse Business Development

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



REGISTER FOR MARKETPLACE



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BUYER MEETINGS



CONTRACTING ACADEMY RE

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

10. BID – WIN - PERFORM

• BID to WIN

- Read the Solicitation and associated Requirements
- Understand the bid process and your obligations
- Respond as detailed in the requirement
- Ask if you do not understand
- Consider Partnering, Mentor-Proteges, Joint Ventures, and Subcontracting – be selective in who you choose
- Know your competition. (Market Research: FPDS and USASpending.gov)
- Be selective in what you bid. “You can’t do everything.”

• WIN

- CELEBRATE with employees, stakeholders
- UNDERSTAND what you WON

• PERFORM

- Past Performance is critical to future contract awards
- Communicate with subcontractors and suppliers – they affect your Past Performance rating.

TO REVIEW... THE BASICS

1. Explore the Government market – is there a potential opportunity for your business?
2. Understand the U.S. SBA SMALL BUSINESS PROGRAMS
3. Register in SAM
4. Develop a strong profile in DSBS
5. Do your Market Research - TARGET your market
6. Identify current and future opportunities – refine your TARGET
7. Develop a targeted and strong Capabilities Statement
8. Learn the process, rules, requirements and regulations
9. Develop relationships: Government agencies, current contractors / subcontractors and supporting resources at networking events!

10. BID – WIN - PERFORM

LAST WORDS OF ADVICE

- Do Your Homework – Understand your Customer and their needs.
- YOU NEED TO GET OUT THERE and **NETWORK**
- LEARN – as much as you can to compete and succeed
- PATIENCE
- TENACITY
- BE WILLING TO SHARE
- BE WILLING TO PARTNER
- ASK WPI if you NEED HELP



UPCOMING TRAINING - EVENTS



NDIA MIDWEST REGIONAL CONFERENCE SERIES

JUNE 2

2:00 – 3:00 PM

The National Defense Industrial Association's (NDIA) Great Lakes, Great Rivers and Iowa-Illinois chapters, partnered with the Wisconsin Procurement Institute (WPI), invite you to attend the first of a three-part virtual series featuring leaders in U.S. Defense. In this series, you will have the opportunity to learn about current issues, programs, and priorities critical to Defense contractors and subcontractors.

[Registration Now Open](#)

...More at wispro.org/events



Partnering With Purpose Series

Session 1

FUNDAMENTALS OF TEAMING AND PARTNERING

June 15 | 10 am – Noon [REGISTER HERE](#)

Session 2

CHALLENGES IN DEVELOPING SUCCESSFUL BUSINESS TEAMS AND PARTNERSHIPS

July 20 | 10 am – Noon [REGISTER HERE](#)

Session 3

A ROADMAP TO DEVELOPING SUCCESSFUL TEAMS AND PARTNERSHIPS

Aug 17 | 10 am – Noon [REGISTER HERE](#)

[Registration Now Open](#)

...More at wispro.org/events

CYBER FRIDAY LIVE WEBINAR SERIES

May 28, 2021 The Cybersecurity Plan Looks Great

June 11, 2021 Blockchain

June 25, 2021 The Role of Standardization in Cybersecurity Plans

Register at: <https://www.wispro.org/faqs/what-is-wpis-current-cyber-friday-webinar-schedule/>

PRESENTED BY



A Procurement Technical Assistance Center (PTAC)

 Cyber Friday

TECHNOLOGY
INNOVATION CENTER
— at RESEARCH PARK



5/20/21

ACQUISITION HOUR LIVE WEBINAR SERIES

- June 16, 2021

Acquisition Hour: The New SAM.gov

[CLICK HERE](#) for additional information

Presented by Kim Garber, Wisconsin Procurement Institute

- July 13, 2021

Acquisition Hour: The Spend to the End

[CLICK HERE](#) for additional information

Presented by Benjamin Blanc, Wisconsin Procurement Institute

- July 21, 2021

Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors

[CLICK HERE](#) for additional information

Presented by Benjamin Blanc, Wisconsin Procurement Institute

Contact Information

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US Forest Service:

Carol Northrop, Contract Specialist carol.northrop@usda.gov

Shawn Lacina, Supervisory Contract Specialist shawn.lacina@usda.gov

Colleen Reitinger, Supervisory Contract Specialist colleen.m.reitinger@usda.gov

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LeAnne Kachmarsky, Procurement Counselor leanne.kachmarsky@networksnorthwest.org

Leo Isleib, Procurement Counselor leo.isleib@networksnorthwest.org

Ponca Economic Development Corporation (PEDCO) – PTAC

Darren Osborne, Program Manager dosborne@pedcoptac.org

Wisconsin Procurement Institute

Mark Dennis, Government Contract Specialist markd@wispro.org