



DoD Supplier Roadmap Series
Developing a DoD Business Strategy

November 17, 2022



Webinar Etiquette

PLEASE

- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

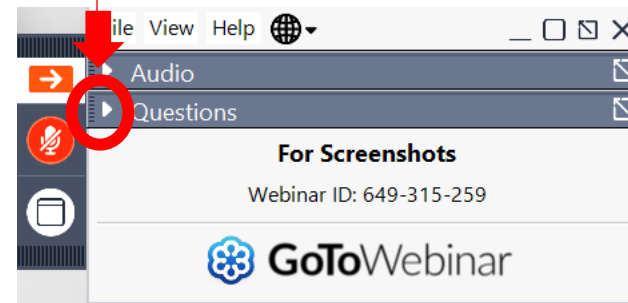
THANK YOU!

QUESTIONS?



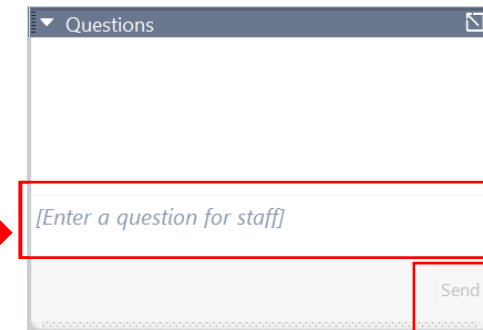
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



USING THE QUESTIONS BOX

Type questions
here at any time
during a
presentation



Click Send when ready to submit a question



ABOUT WPI

Supporting the mission



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/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies

WPI is a Procurement Technical Assistance Center (PTAC) funded in part by the Department of Defense (DOD), WEDC and other funding sources.



Sign-up for our Newsletter

Stay up-to-date with the latest WPI news and events.

<https://www.wispro.org/newsletter-signup/>

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)*

▪ FOND DU LAC

- *Envision Greater Fond du Lac*

▪ GREEN BAY

- *NWTC Startup Hub*

▪ APPLETON

- *Fox Valley Technical College*

▪ OSHKOSH

- *Fox Valley Technical College*
- *Greater Oshkosh Economic Development Corporation*

▪ EAU CLAIRE

- *Western Dairyland*

▪ LADYSMITH

- *Indianhead Community Action Agency*

▪ RHINELANDER

- *Nicolet Area Technical College*

▪ ASHLAND

- *Ashland Area Development Corporation*

▪ FLORENCE

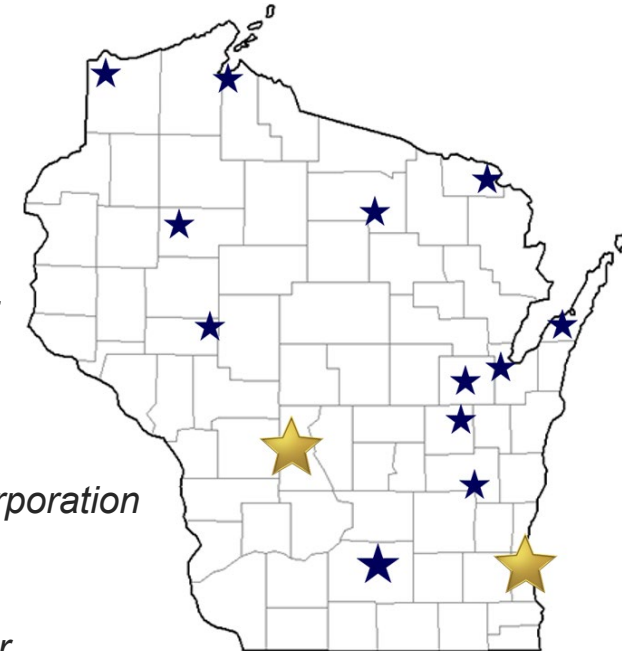
- *Florence County Economic Development*

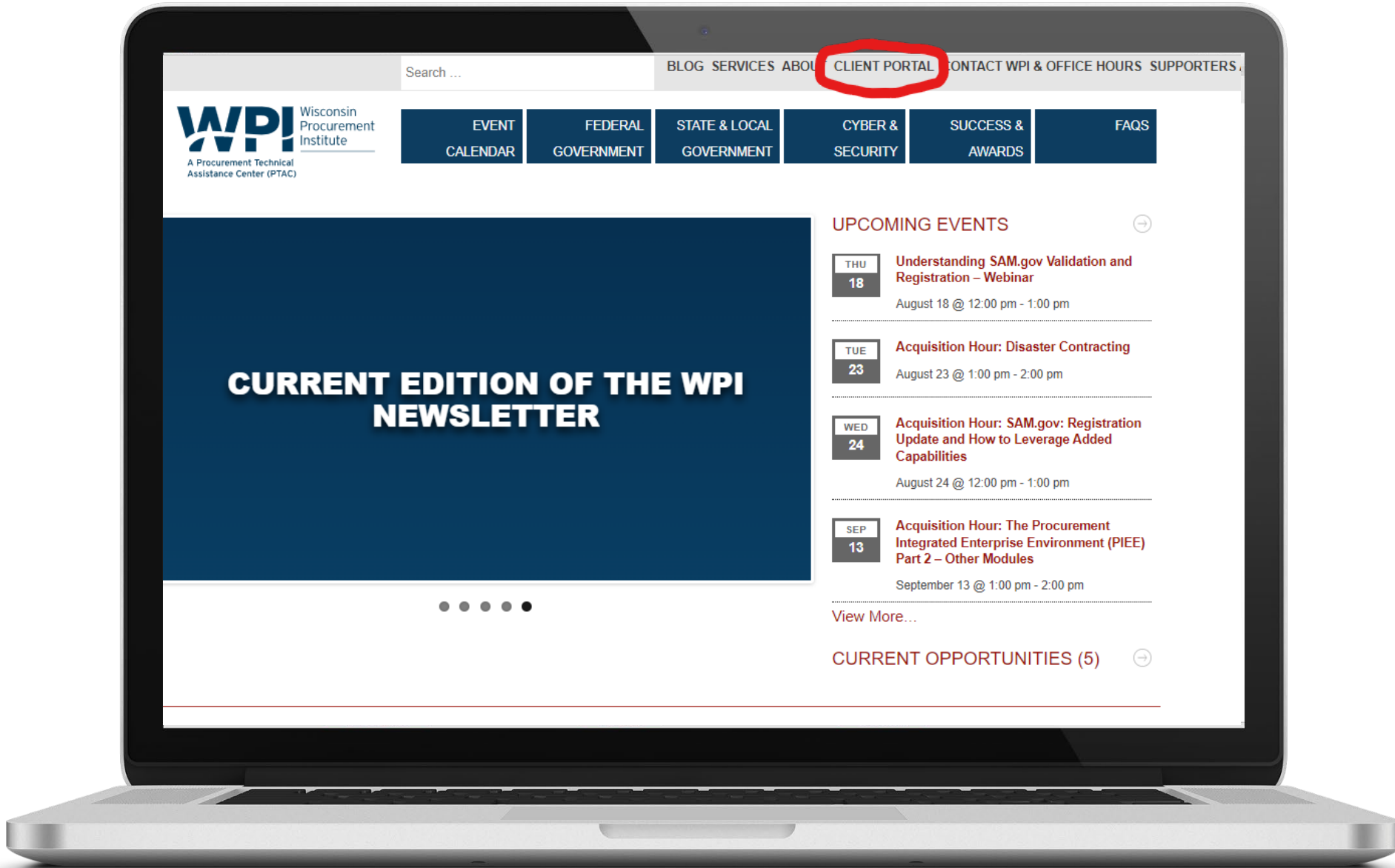
▪ DOOR COUNTY

- *NE WI Technical College*
- *Door County Economic Development Corporation*

▪ SUPERIOR

- *Small Business Dev Center; UW Superior*







U.S. Small Business
Administration

HUBZone Certification

Shane Mahaffy

Lead Business Opportunity Specialist

HUBZone Program Purpose



Set-Asides for Certification Programs and Socio-Economic Categories

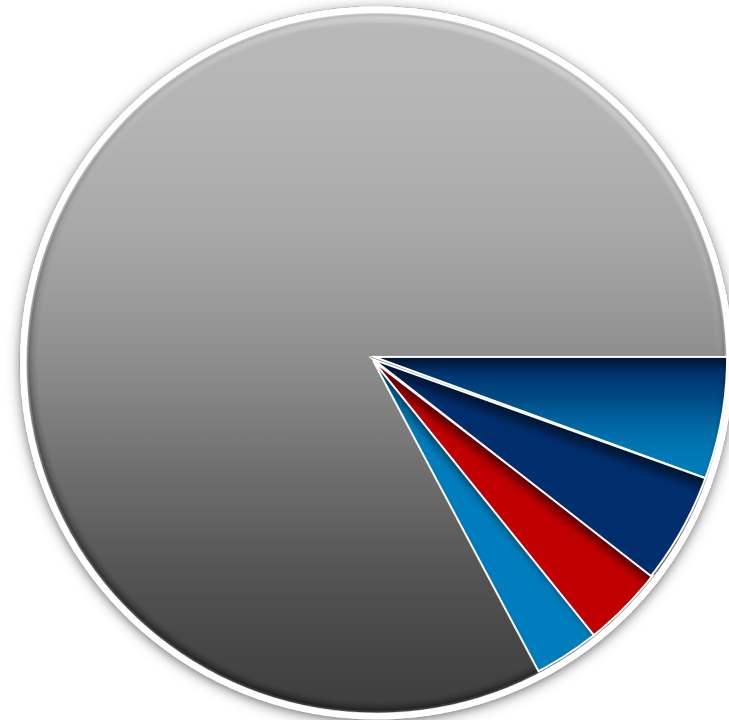
Targeted set-asides and acquisition goals:

Women-Owned Small Businesses
(5%)

Small Disadvantaged Businesses
(including 8(a) certified) (12%)

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 FY21 Small Business Contract Numbers



WI Small Businesses received in excess of \$1.1 Billion with the U.S. Government



Certified HUBZone firms received over \$54.5 Million



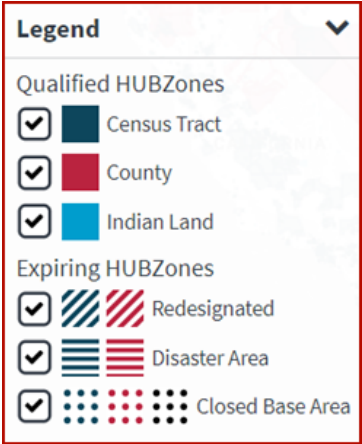
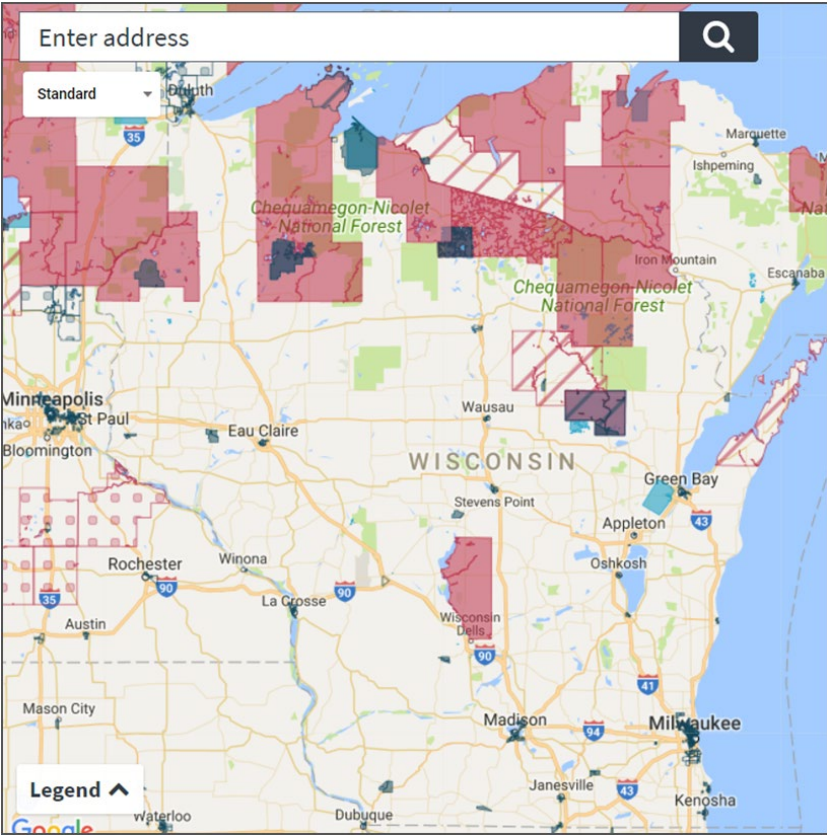
Current total WI certified HUBZone Firms: 56 companies

HUBZone Federal Contracting Mechanism

Contracts for goods and services are targeted by Agencies to HUBZone CERTIFIED small businesses via:

- Set-asides (including Multiple Award Contracts—MACs)
- Sole-source awards
- Price Evaluation Preference: Application of a 10% price evaluation preference applied in full and open competition (only applies if initial low offer is from a large business, not if low bidder is a small business)

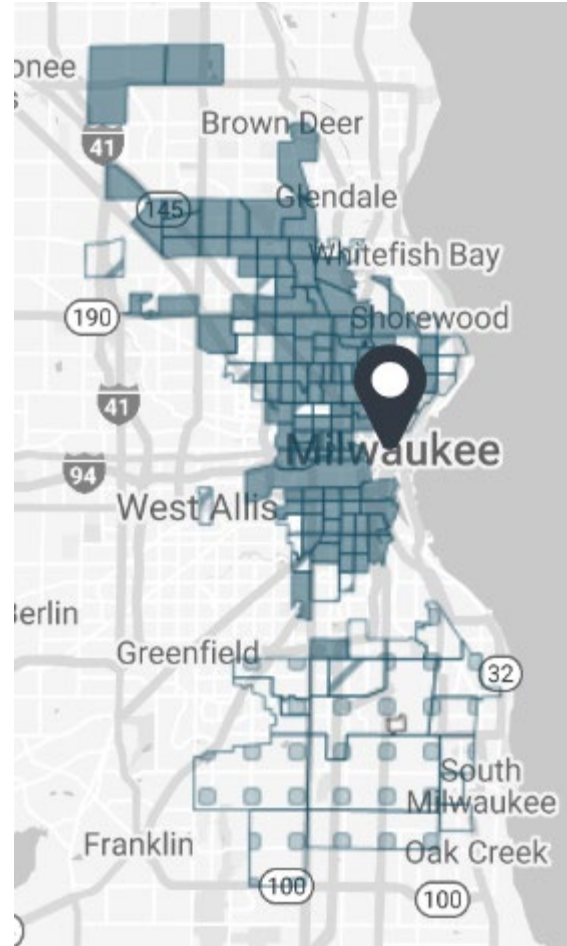
Wisconsin HUBZones



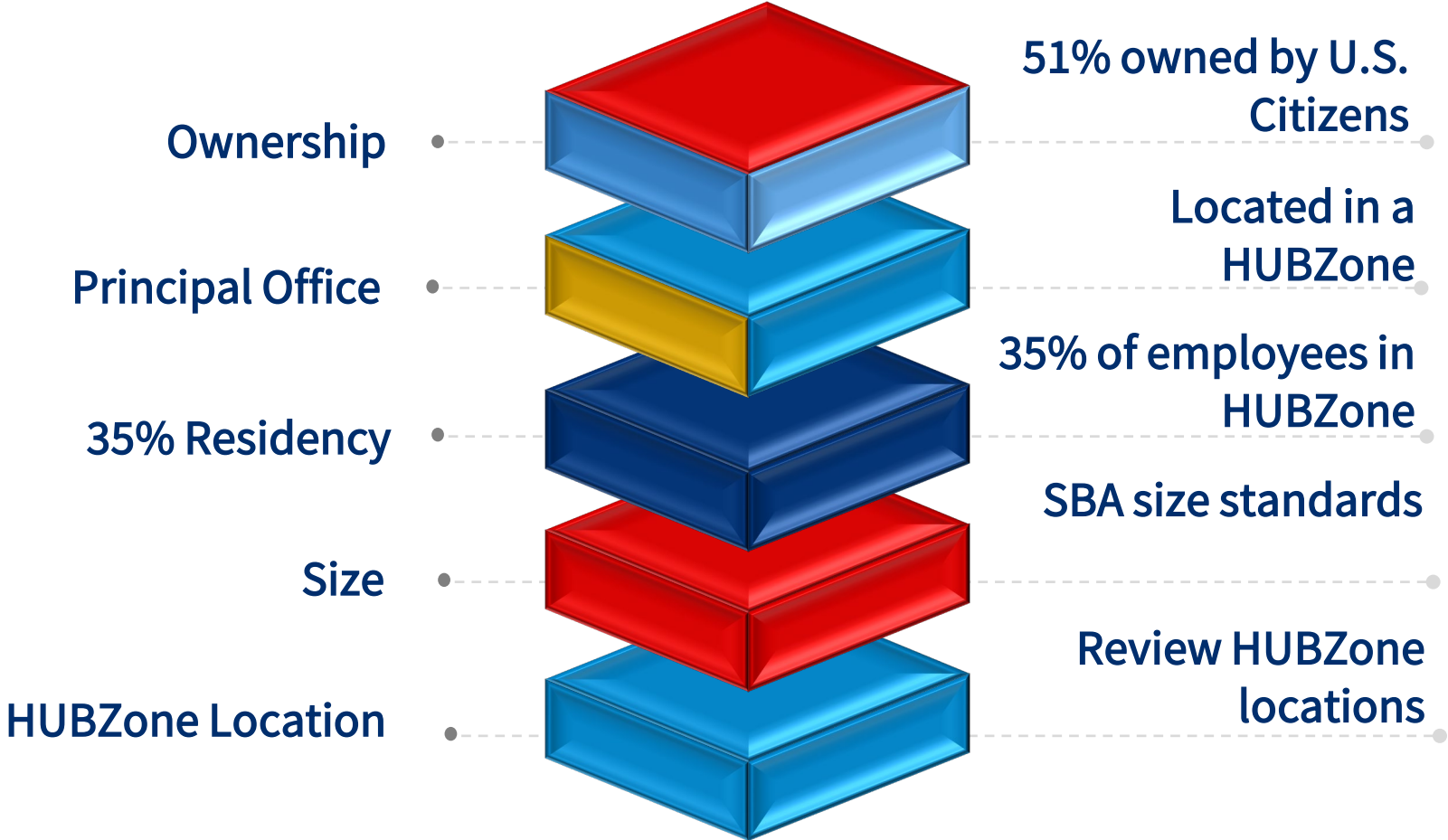
Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

[HUBZone Map](#)

Wisconsin HUBZones



HUBZone Eligibility and Requirements



SBA HUBZone Responsibilities

**Implements and
Regulates Program**



**Streamlines
Certification
Process**



**Determines and
Adjudicates Eligibility**



**Maintains Certification
Listing**



HUBZone Application Process



BEFORE APPLICATION

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



APPLY FOR CERTIFICATION

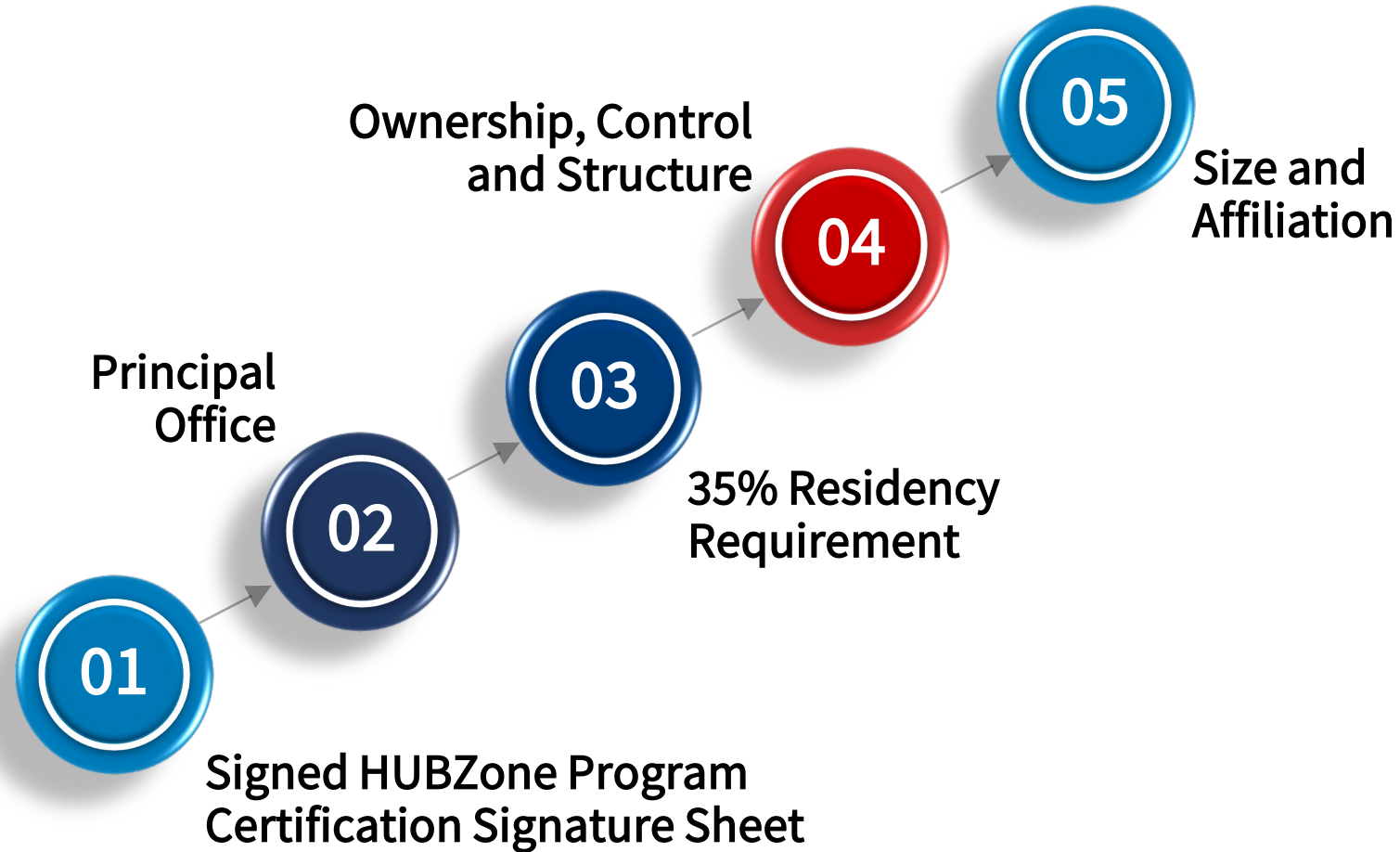
- Review application guide
- Gather supporting documentation
- Apply using the General System



DOCUMENTATION

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

Supporting Documentation Requirements



HUBZone Site Visits and Re-certification



- Participate in site visits
- Meet HUBZone criteria
- Maintain SBA standards
- Recertify Annually

SBA and FAR Regulatory Action

Direct Final Rule: Extending HUBZone Map Freeze

[86 FR 23863](#)

- Extends the HUBZone Map freeze until June 30, 2023
 - Qualified census tract data using the 2020 Census results will not be available until late 2022.
 - Applies to all current Redesignated Areas and Qualified Base Closure Areas, and most current Qualified Disaster Areas.
 - The HUBZone Map has been updated to reflect the new expiration date for those areas.
 - After SBA receives the Census data from HUD, SBA will post a list identifying areas newly designated as Qualified Census Tracts, Qualified Non-metropolitan Counties, and Redesignated Areas, so that firms can plan accordingly.

Final Rule: HUBZone Comprehensive Review

[84 FR 65222](#)

- HUBZone maps, currently frozen through June 30, 2023, will be updated every five years
- Moves to annual recertification (from three-year), effective for all HUBZone contracts for the one-year period
- Requires HUBZone status in DSBS at time of *offer* (not time of award)
- For non-HUBZone multiple-award contract (other than FSS contract), firm must be certified as a HUBZone at time of offer on a HUBZone set-aside order

Final Rule: HUBZone Comprehensive Review

(cont.)

[84 FR 65222](#)

- Requires 35% employee HUBZone residency at time of certification and recertification; “attempt to maintain” during contract performance
- Defines “attempt to maintain” HUBZone status during HUBZone contract performance as having at least 20% HUBZone employees (must be 35% at application and recertification) and recruiting HUBZone employees
- An employee who resides in a HUBZone for at least 6 months before and after time of certification continues to count as HUBZone employee as long as an employee of the firm—even if employee moves or residence no longer qualifies
- Employees temporarily living overseas in connection with performance of a contract will be considered to reside at their U.S. residence

Final Rule: HUBZone Comprehensive

[84 FR 65222](#) Review (cont.)

- Firms that invest in HUBZones by purchasing building or entering into long-term lease are deemed to meet principal office requirement for 10 years—even if office location no longer qualifies as a HUBZone
- Includes affiliate employees in 35% and principal office calculations if no clear line of fracture between firms
- Starting January 1, 2020 applications for HUBZone certification will be processed within 60 days of a complete submission



2023
NATIONAL SMALL
BUSINESS WEEK
AWARDS

Now Accepting Nominations!

sba.gov/nsbw

Nominate a Business!

- Small Businessperson of the Year
 - Small Business Exporter
 - 8(a) Graduate of the Year
- Emerging Small Businessperson of the Year
 - Minority Small Business Champion
 - Veterans Small Business Champion

Visit www.sba.gov/nsbw for guidelines

Wisconsin POC: PAS Shirah Apple, Rachel.apple@sba.gov

SUBMIT at www.sba.gov/nsbw by **DECEMBER 8**

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

www.sba.gov/wi

Wisconsin District Office Newsletter:

[GET EMAIL UPDATES](#)

Twitter: @SBA_Wisconsin

For Questions, Email:

Wisconsin@sba.gov

- Points of Contact
- Agency Strategic Plans
 - GAO products
 - Awards
 - Press Releases
 - News articles
 - Certifications

One document

- <https://business.defense.gov/Work-with-us/Guide-to-working-with-DoD/>

One document

- **10 Tips for Marketing to DoD**

1. Follow the money.
2. Arm yourself with information and facts, not emotion.
3. Find your niche. Don't try to be everything to everybody.
4. Target your market and understand your prospective customer's mission, environment, challenges and hot buttons.
5. Meet with Small Business Professionals.
6. Don't provide a standard, canned presentation to potential customers. Research their requirements and understand their challenges.
7. Explain how your service or product has a positive impact on a project's cost, schedule and performance.
8. Identify your differentiators—what separates you from other great performers?
9. Translate the relevancy of your past performance; don't expect a prospective customer to do it for you.
10. When you meet with Program Managers and Contracting Officers, be prepared to discuss a real requirement, not your generic capabilities

Finding points of contact

- **Procurement Center Representatives**
- [Procurement Center Representatives \(PCRs\)](#) help small businesses win federal contracts. PCRs view many federal acquisition and procurement strategies before they're announced. This enables them to influence opportunities that should be set aside for small businesses.
- PCRs also conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more.

Finding points of contact

https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-dir...

back to Counseling and help

Counseling and help

Contracting area directors

Procurement Center representative directory

Commercial Market representatives

Tel: 309-782-6159

Fax: 202-481-6522

Email: thomas.krusemark@sba.gov

Activities covered

- Wright Patterson AFB - Dayton
- Air National Guard - Youngstown & Springfield
- Air National Guard – Mansfield (Interim)

Wisconsin

Mr. Steven A. Szalo (Interim)

Procurement Center Representative

U.S. Small Business Administration

Office of Government Contracting, Area IV

Building 131, Suite 104

Rock Island Arsenal, IL 61299

Tel: 309-782-6159

Fax: 202-481-5751

Email: steven.szalo@sba.gov

Activities covered

- U.S. Army Mission and Installation Contracting Command (MICC) - Fort McCoy, Volk Field
Air National Guard Base - Camp Douglas
- U.S. Department of Veterans Affairs (VA) Great Lakes Acquisition Center - Milwaukee

Finding points of contact

- Commercial Market Representative (CMR)
- SBA
- CMRs work to ensure that small businesses are receiving maximum practicable opportunity to participate as federal subcontractors.
- <https://www.sba.gov/federal-contracting/counseling-help/commercial-market-representatives>

Finding points of contact

[← Back to Counseling and help](#)

Counseling and help

[Contracting area directors](#)

[Procurement Center Representative directory](#)

[Commercial Market Representatives](#)

Area 4 - IL, IN, IA, KS, MI, MN, MO, NE, OH, WI

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, and Wisconsin

Ms. Deborah Crumity

Commercial Market Representative

U.S. Small Business Administration

Office of Government Contracting, Area IV

1222 Spruce Street, Room 10.103

St. Louis, MO 63103

Tel: 314-539-6610

Fax: 202-481-2231

Email: deborah.crumity@sba.gov

Finding points of contact

- Office of small business Utilization Centers and Small Business Specialists
- The primary role of the Office of Small and Disadvantaged Business Utilization (OSDBU) is to promote and develop strategies for small business participation in an agency or sub-agency contracting program while adhering to federal small business regulations and ensuring diversity, equity and inclusion in the procurement process.

Finding points of contact



Homeland
Security

Topics ▾

News ▾

In Focus ▾

How Do I? ▾

Get Involved ▾

About DHS ▾

[Home](#) » [Topics](#) » [Homeland Security Enterprise](#) » [Do Business with DHS](#) » [Small Business Assistance](#) »

Office of Small & Disadvantaged Business Utilization Staff

Small Business Assistance

Mentor-Protégé Program

**Office of Small &
Disadvantaged Business
Utilization Staff**

Small Business Specialists

Small Business Vendor
Outreach Sessions

Small Business Resources

Frequently Asked
Questions

Office of Small and Disadvantaged Business Utilization Staff

The primary role of the Office of Small and Disadvantaged Business Utilization (OSDBU) is to promote and develop strategies for small business participation in the DHS contracting program while adhering to federal small business regulations and ensuring diversity, equity and inclusion in the procurement process.

Contacts listed below can provide overall information on the Department of Homeland Security Small Business program. These individuals generally do not make purchases for the organization.

Capability statements and other marketing materials should be sent to the [appropriate component Small Business Specialist](#).

Finding points of contact



Homeland
Security

forecast



Topics



News



In Focus



How Do I?



Get Involved



About DHS



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[Publications](#)

About 1,470 results (0.34 seconds)

Sort by:

Relevance

[Advance Acquisition Planning: Forecast of Contract Opportunities ...](#)

<https://www.dhs.gov/advance-acquisition-planning-forecast-contract-opportunities>

Nov 5, 2020 ... The Acquisition Planning **Forecast** System (APFS) was implemented July 11, 2011. The system provides query tools to assist businesses in ...

Labeled [All DHS Sites](#) [DHS.gov](#)

Finding points of contact



- Topics ▾
- News ▾
- In Focus ▾
- How Do I? ▾
- Get Involved ▾
- About DHS ▾

[Home](#) » [Topics](#) » [Homeland Security Enterprise](#) » [Do Business with DHS](#) » Advance Acquisition Planning: Forecast of Contract Opportunities

Do Business with DHS

[Accessibility Requirements](#)

[Acquisition Innovations in Motion](#)

[Acquisition Policy Resources](#)

[Acquisition Policy](#)

[Advance Acquisition Planning: Forecast of Contract Opportunities](#)

[Business Contacts](#)

[Business Opportunities](#)

Advance Acquisition Planning: Forecast of Contract Opportunities

The Acquisition Planning Forecast System (APFS) was implemented July 11, 2011. The system provides query tools to assist businesses in finding opportunities that are relevant to their areas of expertise. [Please visit the APFS for additional information.](#)

Keywords

[ACQUISITION](#)

[PLANNING](#)

Finding points of contact

- Small Business Specialists can provide overall information on an agency or sub agency' Security Small Business program.
- These individuals generally do not make purchases for the organization.

Finding points of contact

Federal Emergency Management Agency	+
United States Secret Service	-

Operating Element / Address	Small Business Specialist / Phone / E-mail Address
U.S. Secret Service Procurement Division 950 H Street, NW Washington, D.C. 20223 Secret Service Website	Kimberly Witcher, Small Business Specialist (202) 406-9683 kimberly.witcher@uss.dhs.gov ✉ Tameka Flowers, Alternate Small Business Specialist (202) 406-5233 Tameka.Flowers@uss.dhs.gov ✉

Items procured: Computer equipment, computer facilities management, passenger car leasing, software, computer systems design, telecommunications, custom computer programming, hardware manufacturing, computer repair, janitorial services.

541519 - Other Computer Related Services

921190 - Other General Government Support

Finding points of contact



The screenshot shows a web browser window with the URL <https://business.defense.gov/Work-with-us/Military-Departments-and-Defense-Agencies/>. The page header includes the text "An official website of the United States government" and a search bar for the "Office of Small Business Programs, Department of Defense". The navigation menu contains links for HOME, ABOUT, WORK WITH US, PROGRAMS, SOCIOECONOMIC PROGRAMS, RESOURCES, ACQUISITION, and ENGAGE. The breadcrumb trail reads "HOME > WORK WITH US > MILITARY DEPARTMENTS AND DEFENSE AGENCIES".

DoD Small Business Offices

Are you a small business interested in working for DoD? Small Business Professionals inside Small Business Offices can help you understand their organization's mission, challenges and requirements. They can also help you identify prime contracting and subcontracting requirements.

Links to DoD Small Business Office websites are included below.

Army

- [Aberdeen Proving Ground](#)
- [Army Contracting Command](#)
- [Army Corps of Engineers \(HQ\)](#)
- [Army Corps of Engineers \(Jacksonville District\)](#)
- [Army Intelligence & Security Command \(INSCOM\)](#)
- [Army Joint Munitions & Lethality Life Cycle Management Command](#)
- [Army Materiel Command](#)
- [Army Medical Research and Materiel Command](#)
- [Army Program Executive Office Simulation, Training and Instrumentation](#)
- [Army Space & Missile Defense Command](#)
- [Army Sustainment Command](#)

RESOURCES

- [NAVSEA Small Business Industry Day slides](#)

Finding points of contact



"Advocating for small business utilization and ensuring equal opportunities to conduct business with the Command"

USSOCOM's Office of Small Business Programs (OSBP) is designated to advocate on behalf of small businesses and strives to meet the goals mandated by Congress and the Office of the Secretary of Defense, ensuring equal opportunities to conduct business with the Command. This office should be one of a small business' first contacts when initiating communication with USSOCOM.

The OSBP is dedicated to helping you and your business. They will explain known requirements, help you understand who buys what within the Command, and can assist you in locating other likely markets within DoD and developing strategies for accessing those markets. They provide information and guidance on defense procurement policies and procedures as well as methods for identifying prime contracting and subcontracting opportunities.

The DoD and USSOCOM continually strive to increase the number of contract awards to small businesses, service-disabled veteran-owned small businesses, woman owned small businesses, small disadvantaged businesses, historically underutilized business zones. Small businesses are encouraged to contact the office directly with questions or requests to visit the command.

Mailing Address:

USSOCOM Office of Small Business Programs
(OSBP)

ATTN: SOF AT&L/AS HQ OSBP

7701 Tampa Point Blvd.

MacDill AFB, FL 33621-5323

email: OSBP@socom.mil

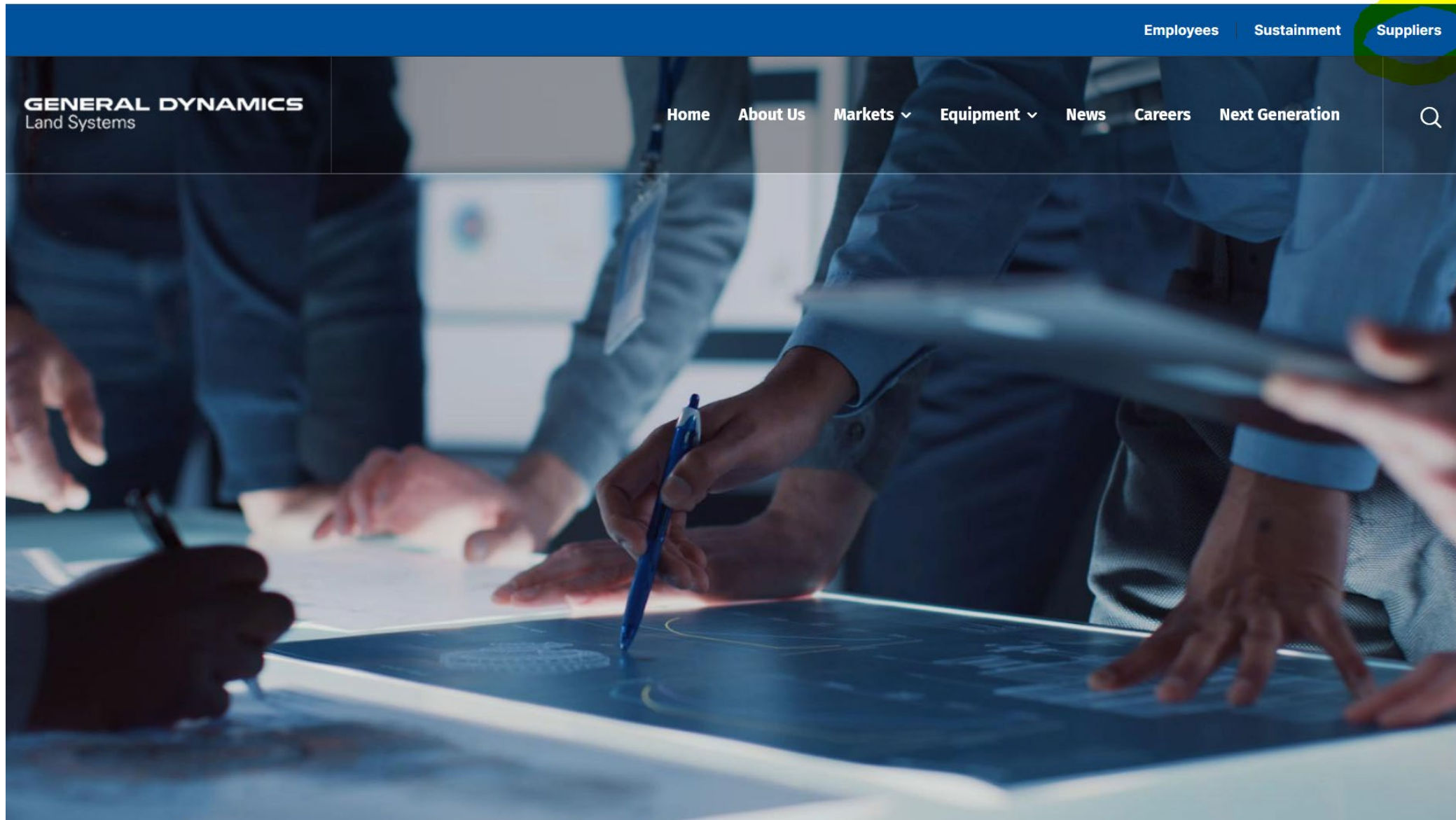
(Click here) [USSOCOM Small Business Outreach Calendar](#)

- [Opportunities with USSOCOM](#)
- [DoD Office of Small Business Programs](#)
- [Federal Acquisition Regulation](#)
- [Veteran Small Business \(VSB\) Program](#)
- [U.S. Small Business Administration Subcontracting Network](#)
- [TENTATIVE Acquisition Forecast FY22-FY25](#)

Finding points of contact

- Small Business Liaison Officers
- SBLO's primary function is to assist all departments comply with equal opportunity procedures for the acquisition of goods and services. The SBLO directs and participates in outreach activities which identify and encourage the use of goods and services from qualified and diverse small businesses to the prime contractors

Finding points of contact



Finding points of contact

Suppliers

General Dynamics Land Systems' Supply Chain Management organization is dedicated to managing the supply chain to consistently provide on-time, quality and cost-effective material and services to our customers. This is achieved through developing best-in-class relationships and core processes across all General Dynamics Land Systems organizations, customers and the valued supply base in an environment of open communication, mutual trust and continuous improvement and with the highest ethical standards.

[Download Brochure](#)

Doing Business with Land Systems

For small business opportunities,
please contact:

Jeanne Schabath-Lewis

Small Business Liaison Officer

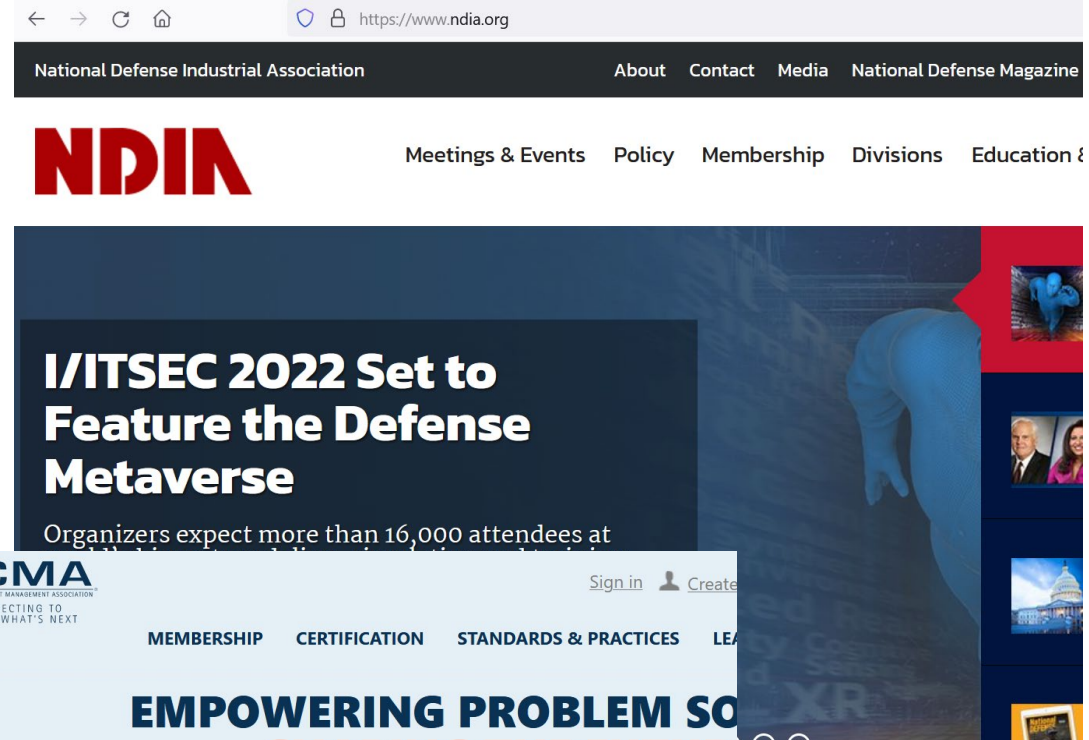
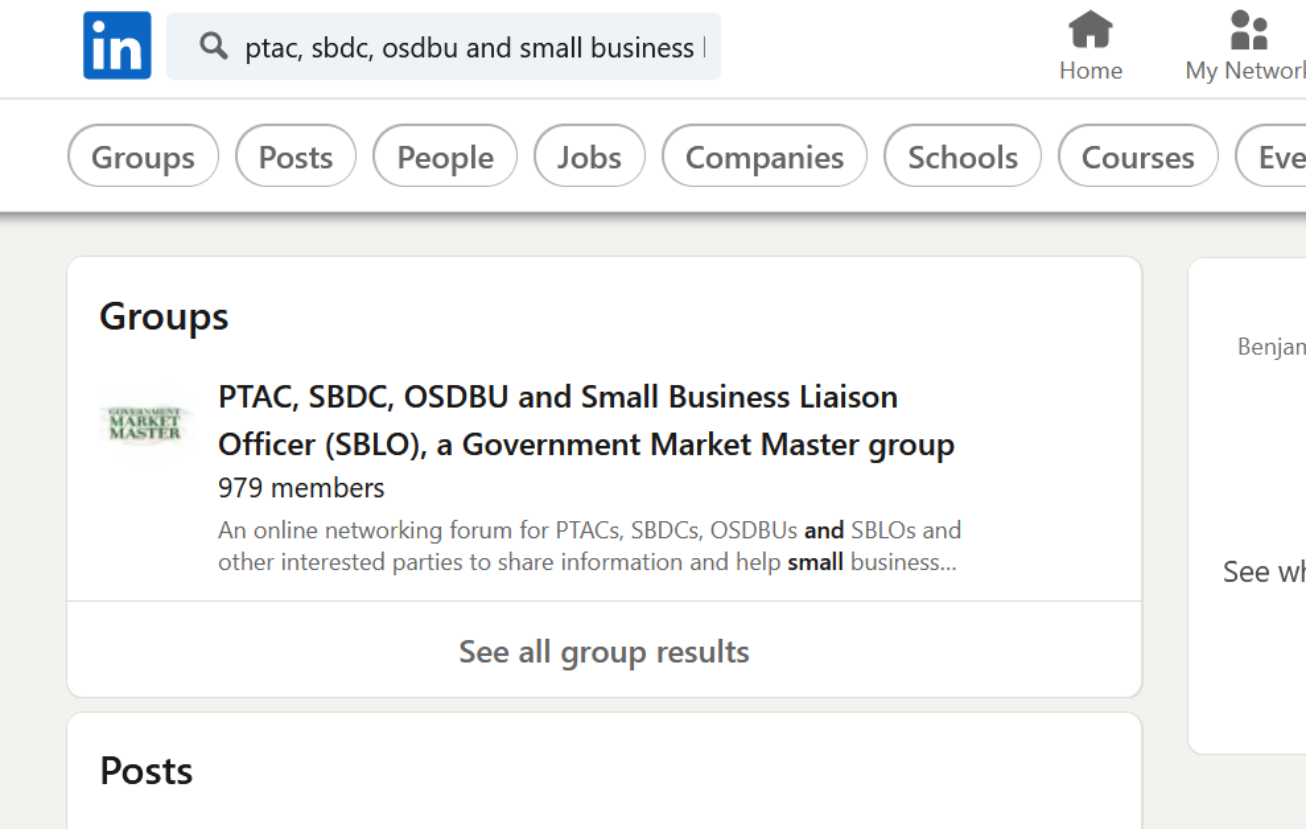
sb@gdls.com

Finding points of contact

- Use keywords to search within the Prime Contractor's website
 - SBLO
 - SMALL BUSINESS LIAISON OFFICER
 - SUPPLIER DIVERSITY
 - DOING BUSINESS WITH
 - ...

Finding points of contact

- Social media, professional associations



Finding points of contact

- PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The screenshot shows the APTAC website homepage. At the top left is the APTAC logo (Association of Procurement Technical Assistance Centers). To the right, there is a user greeting 'Welcome, Guest | Member Login' and a 'Find a PTAC' button with a US map icon. Below this is a search bar. The main navigation bar includes links for HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, PTAC LOGIN, and CONTACT US. The main content area features a 'Find a PTAC' section with a state selection dropdown and a map of the United States. A red banner at the bottom left reads 'ASSISTANCE FOR SMALL BUSINESSES'. The central section is titled 'HELP FOR GOVERNMENT CONTRACTING' and describes PTACs, listing services like workshops, one-on-one counseling, and SAM assistance. A right-hand sidebar titled 'Contracting Success' displays statistics: 'In 2019, PTAC clients were awarded \$24 BILLION IN CONTRACTS with over 57,000 businesses receiving assistance.' and a 'Learn More' button. At the bottom right, there is an 'APTAC Partners' section.

<https://www.aptac-us.org/>

Find a PTAC

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.

[American Indian PTACs »](#)

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)
Your local PTAC is dedicated to helping businesses succeed in public sector marketplaces. Funded, in part, by the US Department of Defense, the PTACs provide no-cost advising on all aspects of selling to the federal, state, and local governments.

- ▶ **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to your specific needs – *always free* of charge!
- ▶ SAM Assistance: **System for Award Management (SAM) registration is FREE**, and your PTAC can help you with this *and everything else you need* to sell to federal, state and local government agencies at little or no charge

[Find your PTAC now! »](#)

Contracting Success

In 2019, PTAC clients were awarded

\$24 BILLION IN CONTRACTS

with over

57,000 businesses receiving assistance.

[Learn More ▶](#)

APTAC Partners

Finding points of contact

- PROCUREMENT TECHNICAL ASSISTANCE CENTERS

https://www.wispro.org

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

EVENT CALENDAR FEDERAL GOVERNMENT STATE & LOCAL GOVERNMENT CYBER & SECURITY SUCCESS & AWARDS FAQs

**DECEMBER 6 - MARKETPLACE:
GOVERNOR'S ANNUAL
CONFERENCE ON DIVERSE
BUSINESS DEVELOPMENT**

UPCOMING EVENTS

- NOV 15 1:30 pm - 4:00 pm
Government Opportunities Business Day in Partnership with Truax Field/ 115th Fighter Wing
- NOV 16 11:00 am - 12:00 pm
Acquisition Hour: Certifications for Veteran Owned Businesses
- NOV 16 1:00 pm - 2:00 pm
Acquisition Hour: Preparing for One-on-One Buyer Meetings
- NOV 17 1:00 pm - 2:00 pm
DoD Supplier Roadmap Series: Developing a DoD Business Strategy
- NOV 18 11:00 am - 1:00 pm
Cyber Friday: Incident Identification, Reporting Requirements, and Recovery

View Calendar

https://www.wispro.org/

Agency Strategic Plans

- How does the DOD do business
- How does the DOD want to do business in the future
- https://www.acq.osd.mil/asda/dpc/ce/docs/1-Strategic_Plan.pdf

Agency Strategic Plans



Strategic Plan

For

Defense Wide Procurement Capabilities

(A Functional Strategy)

Agency Strategic Plans

This plan was developed within the framework of the National Defense Strategy and targets the reform line of effort to change the way we do business to maximize DoD enterprise solutions, leverage standards and acquire equipment and services more efficiently. Initiatives achieved to date are summarized at https://www.acq.osd.mil/dpap/pdi/p2p/p2p_capability_summaries.html. Target initiatives for FY20-FY2025 are identified in Appendix 5.1. Most initiatives target improvements to achieve efficiencies, implement legislation, and address audit findings and sustainment of internal controls.

Agency Strategic Plans



AFMC
STRATEGIC PLAN
July 2020

Agency Strategic Plans

LINE OF EFFORT #1: Increase Readiness & Lethality

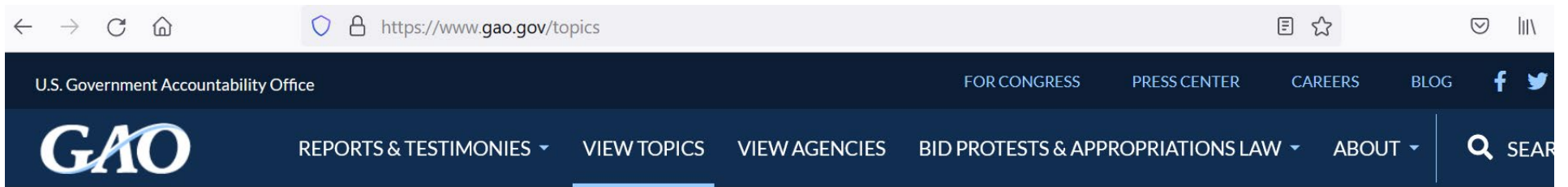
To increase readiness and lethality, we must execute our war-time mission every day to develop, deliver, support, and sustain air, space, and cyberspace dominance, today and tomorrow. Our decision-makers need to be fully threat informed, and the National Defense Strategy (NDS) directs us to rapidly respond with higher-fidelity threat information tailored to our customers' needs. AFMC is the trusted provider of Air Force resources and systems across our changing domains. By delivering the measured improvements in the below categories, we will ensure that this effort remains successful.

- **Infrastructure** – Invest in ready, resilient, lethal bases.
- **Counter-Small Unmanned Aircraft Systems (C-sUAS)** – Develop strategy and deploy systems to protect against this emerging threat.
- **Cybersecurity** – AFMC CONOP development and execution.
- **Aircraft Availability Improvement Plan (AAIP)** – Increase Mission Capable Rates each Fiscal Year.
- **Priority Program Reviews** – Synchronize AFMC review and support of special interest items & programs.
- **Decision—Tools & Processes** – Analyze resource capability shortfalls relative to Air Force Warfighting Integration Capability.
- **Operational Agility** – Maximize AFMC effectiveness as we support the warfighter.

GAO PRODUCTS

- GAO (US Government Accountability Office) offers a variety of resources which may or may not help to answer a question, provide insight, or point in the direction of a current or future need.
- Of course, GAO is probably best known for Bid Protests but as can be seen in the following list, they publish a variety of resources.

GAO PRODUCTS



[Home](#) > [View Topics](#)

View Topics

You can browse our information by topic area or see what we highlight in our featured topics. These pages provide reports, recommendations, curated information and summaries, videos, podcasts, blog posts, and more.

Featured Topics



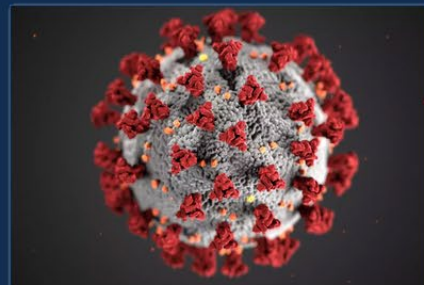
Tracking the Funds

Following Community Project



Cybersecurity

An overview of cyber challenges



Coronavirus Oversight

An ongoing review of the federal



High Risk List

GAO's list, updated at the start of

GAO PRODUCTS

The screenshot shows the GAO website interface. At the top, the browser address bar displays the URL <https://www.gao.gov/agencies/department-defense>. The navigation bar includes the GAO logo, the text "Government Accountability Office", and links for "FOR CONGRESS", "PRESS CENTER", "CAREERS", and "BLOG". A secondary navigation bar contains "REPORTS & TESTIMONIES", "VIEW TOPICS", "VIEW AGENCIES", "BID PROTESTS & APPROPRIATIONS LAW", "ABOUT", and a search icon labeled "SEARCH".

The main content area features a grid of report cards. Each card includes a title, a brief description, a GAO report number, and publication/release dates. On the right side, there is a featured article titled "Mission-readiness of DOD Aircraft" dated Thursday, November 10, 2022, with a "Transcript" link. Below this is a video player with a red play button and the text "SATellite CONSTELLATIONS". At the bottom right, another featured article is titled "GAO: Large Constellations of Satellites Technology Assessment" dated Thursday, September 29, 2022, also with a "Transcript" link. A banner at the bottom right reads "INFORMATION AGE ACTIVITIES".

Triángulo Norte: Los Departamentos de Defensa y de Estado necesitan políticas mejoradas para abordar el uso indebido de equipo
GAO-23-106186
Published: Nov 02, 2022.
Publicly Released: Nov 02, 2022.

National Security Snapshot: Department of Defense and Intelligence Community Preparedness for Biological Threats
GAO-23-106066
Published: Oct 20, 2022.
Publicly Released: Oct 20, 2022.

Working Dogs: Federal Agencies Need to Better Address Health and Welfare
GAO-23-104489
Published: Oct 19, 2022.
Publicly Released: Oct 19, 2022.

Army Ammunition: Actions Needed to Improve Management of Procurement and Production Practices
GAO-23-105352
Published: Oct 13, 2022.
Publicly Released: Oct 13, 2022.

Mission-readiness of DOD Aircraft
THURSDAY, NOVEMBER 10, 2022
[Transcript](#)

GAO: Large Constellations of Satellites Technology Assessment
THURSDAY, SEPTEMBER 29, 2022
[Transcript](#)

INFORMATION AGE ACTIVITIES

GAO PRODUCTS

- GAO provides Congress, the heads of executive agencies, and the public with timely, fact-based, non-partisan information that can be used to improve government and save taxpayers billions of dollars.
- Their work is done at the request of congressional committees or subcommittees or is statutorily required by public laws or committee reports, per their Congressional Protocols.

GAO PRODUCTS

Technology Readiness Assessment Guide: Best Practices for Evaluating the Readiness of Technology for Use in Acquisition Programs and Projects [Reissued with revisions on Feb. 11, 2020.]

GAO-20-48G

Published: Jan 07, 2020.

Publicly Released: Jan 07, 2020.

Cost Estimating and Assessment Guide: Best Practices for Developing and Managing Program Costs

GAO-20-195G

Published: Mar 12, 2020.

Publicly Released: Mar 12, 2020.

If the government is following the GAO's guide to assess technology, then it would make sense for a company to use that same guide to evaluate its technology and possibly identify areas that need to be corrected or shored up prior to pitching it to the government.

The item dealing with costs is probably more relevant in a general sense.

GAO PRODUCTS

Another report example:


Veterans Community Care Program: VA Needs to Strengthen Its Oversight and Improve Data on Its Community Care Network Providers

If the report is pointing out weaknesses or deficiencies then the agency may need to take action and that may equate to developing a new program or letting a contract.

If a company is responding to a RFP the information in a slightly related report may provide ideas on how to structure their response/offerings.

AWARDS

USAspending.gov | Fiscal Data An official website of the U.S. go

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Keyword ⓘ

Time Period ⌵

Fiscal Year | Date Range

All Fiscal Years

FY 2023 FY 2015

FY 2022 FY 2014

FY 2021 FY 2013

FY 2020 FY 2012

FY 2019 FY 2011

FY 2018 FY 2010

2 Active Filters:

TIME PERIOD: FY 2023 | FUNDING AGENCY: Department of Defense (DOD)


[TABLE](#) [TIME](#) [MAP](#) [CATEGORIES](#) [Prime Awards](#)

Spending by Prime Award

Contracts 997 | **Contract IDVs** 12 | **Grants** 925 | **Direct Payments** 0 | **Loans** 0 | **Other** 3


Award ID	Recipient Name	Start Date (Period of Performance)	End Date (Period of Performance)
DEAC5207NA27344	LAWRENCE LIVERMORE NATIONAL ...	5/9/2007	9/30/2026
DENA0003525	NATIONAL TECHNOLOGY & ENGIN...	1/18/2017	4/30/2027
89233218CNA000001	TRIAD NATIONAL SECURITY LLC	6/8/2018	10/31/2023


AWARDS


 Award IDV Information > My Reports > **Design Mode: Report Builder**


INDEX X




- Summary of your selections
- 1 Start Date for Date Signed**
- 2 End Date for Date Signed
- 3 Start Date for Last Modified Date
- 4 End Date for Last Modified Date
- 5 Choose the attributes of the report (Required)
- 6 Choose the metrics of the report
- 7 Qualify on any attribute
- 8 Metric qualification




1. Start Date for Date Signed
Please Enter a Start Date for Date Signed
 

2. End Date for Date Signed
Please Enter an End Date for Date Signed
 

3. Start Date for Last Modified Date
Please Enter a Start Date for Last Modified Date
 

4. End Date for Last Modified Date
Please Enter an End Date for Last Modified Date
 

5. Choose the attributes of the report (Required)
Select the attributes to include on your report:
This prompt requires at least one selection.
Look in:
Search results:  
Search for:
 
Available:

- Business Size Selection** 
- Competition Information 
- Contract Dates 

Selected:
(none)

AWARDS

DEFENSE LOGISTICS AGENCY
ENTERPRISE BUSINESS SOLUTIONS
DLA INTERNET BID BOARD SYSTEM


Home | Solicitations | RFQs | RFP/IFB/Other RFQs | Tech Data | Downloads | Awards

Navigation: Navigation/Documents - - - - - GO Database Search: Choose Search Value: GO

Notice: - The Link - Connecting Suppliers with DLA, Issue 26 » [Read Notice](#)

Please read notices posted on the [Notices page](#).

<https://www.dibbs.bsm.dla.mil//>

LOGGED OFF 
[299] 10/27/2022 10:33:36 AM

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



Help

- On-Line Help
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
- Contact Us

Vendor Registration

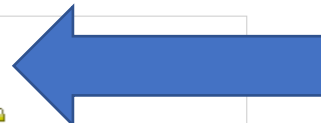
- Vendor Registration
 - [Registration Guidelines](#)
 - [DLA Small Business Programs](#)

Solicitations

- Requests for Quotation (RFQ)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- Requests for Proposal (RFP) / Invitation For Bid (IFB)
- Other DLA Opportunities
 - [Contracting Opportunities \(FBO\)](#)

Awards

- Awards
- Subsistence Market Ready Orders
- Post Award Request (PAR)
Allows vendors to submit post award requests.
- Other DLA Awards
 - [Contracting Opportunities \(FBO\)](#)



References

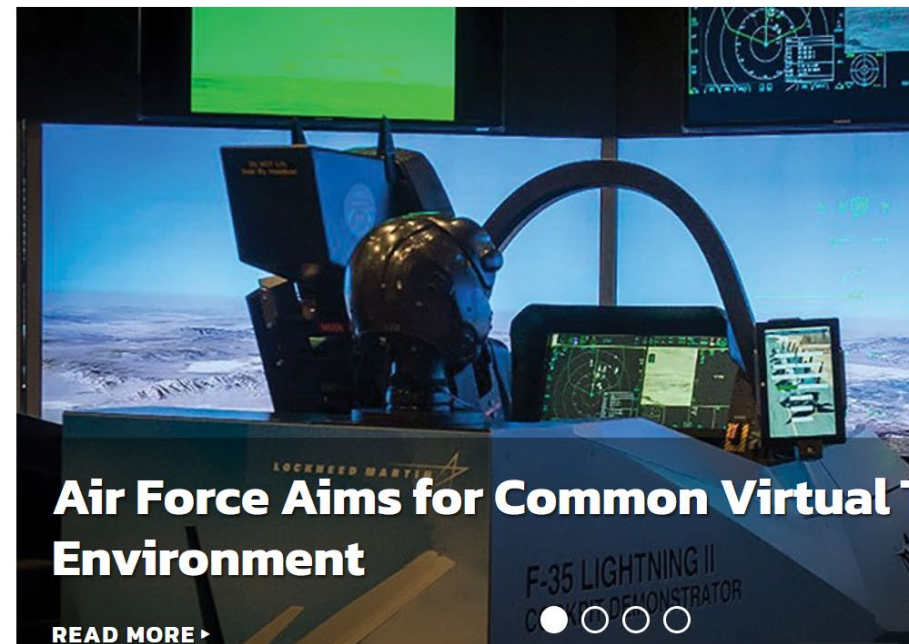
- [Global Search](#)

Technical Data

- [DLA Collaboration Folders \(cFolders\)](#)

STAYING INFORMED: PRESS RELEASE AND NEWS

Navigation bar for National Defense magazine website. Includes the logo "National DEFENSE" and the tagline "NDIA's Business & Technology Magazine". Navigation links include: Contact Us, Media Kit, Editorial Calendar, eBooks, AR App, Mega Directory, Join NDIA, News, Podcast, Digital Issue, Magazine, Subscriber Services, and a blue "SUBSCRIBE" button.



Air Force Aims for Common Virtual Environment

LOCKHEED MARTIN
F-35 LIGHTNING II
CONCEPT DEMONSTRATOR

READ MORE >

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AFA AIR, SPACE & CYBER CONFERENCE

EXPLORE C



Air Force Research Lab awards \$76 million for lunar experimentation

AFRL expects the Oracle satellite to launch in 2025 and have a two-year mission life.



Q&A with Mart Noorma, the new director of NATO's cyber brain trust

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STAYING INFORMED: PRESS RELEASE AND NEWS

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Defense



Defense Department Health Plan Cuts Its Pharmacy Network by Nearly 15,000 Outlets

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FCW Workshop

Cloud-Driven Transformation

Wednesday, November 16, 2022

Live Event | Washington D.C.

REGISTER TODAY >>

The poster features a dark background with a glowing network diagram at the bottom, including a central cloud icon and various nodes connected by lines.

CERTIFICATIONS AND WHY THEY MATTER

Small Business Program Goals & Performance

In order to fulfill our strategic goals and mission, we seek out opportunities and strategic activities to increase small business dollars competitively awarded by DoD military departments and agencies. These statistical tables and reports show our goals and demonstrate how well we are performing, by Fiscal Year (FY).

* Goals / Percentages are based on all DoD spending

Prime Contracting Goals	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
SB	22.28%	22.50%	22.50%	21.35%	21.60%	21.26%	22.00%	22.00%	21.80%	22.05%	21.95%	22.5%
HUBZone	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDVOSB	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	9.50%
WOSB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

Subcontracting Goals	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
SB	31.70%	36.70%	36.70%	36.70%	36.00%	34.50%	34.00%	33.00%	32.00%	32.00%	32.25%	32.25%
HUBZone	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDVOSB	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
WOSB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

SB=Small Business, **WOSB**=Women-Owned Small Business, **SDB**=Small Disadvantaged Business, **HUBZone**=Historically Underutilized Business Zone, **SDVOSB**=Service-Disabled Veteran-Owned Small Business

FY2022 DoD Goals

*Prime Contracting: **22.5%***

*Subcontracting: **32.25%***

CERTIFICATIONS AND WHY THEY MATTER

Does your business qualify for Certifications?

Anticipate

WOSB: 3 months

HUBZone 60 days

8(a) 90 days for SBA to render its decision

SDVOSB – self certification in SAM.GOV

Advantages

Set aside

Sole source

Price Preference

Do not Misrepresent

CERTIFICATIONS AND WHY THEY MATTER

Table of size standards

Effective Oct 1, 2022

SBA's table of small business size standards helps small businesses assess their business size.

DOWNLOAD .PDF

<https://www.sba.gov/document/support-table-size-standards>

The table of size standards can also be found online in the small business size regulations set forth in the [Electronic Code of Federal Regulations](#).

Certain government programs, such as SBA loan programs and contracting opportunities, are reserved for small businesses. In order to qualify, businesses must satisfy SBA's definition of a small business concern, along with the size standards for small business.

What is a small business size standard?

A size standard, which is usually stated in number of employees or average annual receipts, represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a

CERTIFICATIONS AND WHY THEY MATTER

- [← Back to Contracting assistance programs](#)
- Contracting assistance programs**
- Small Disadvantaged Business**
- [Women-Owned Small Business Federal Contracting program](#)
- [Veteran assistance programs](#)
- [8\(a\) Business Development program](#)
- [SBA Mentor-Protégé program](#)
- [Joint ventures](#)
- [7\(j\) Management and Technical Assistance program](#)
- [HUBZone program](#)
- [Natural Resource Sales Assistance program](#)

Small Disadvantaged Business

Register to contract with the government as a Small Disadvantaged Business.

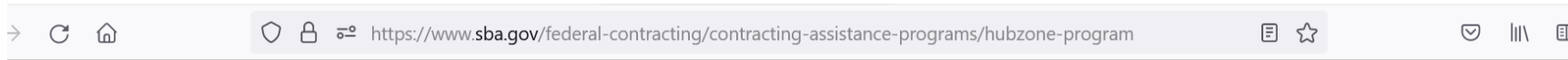
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/small-disadvantaged-business>

Each year, the Federal Government awards about 10% of all federal contract dollars, or roughly \$50 billion in contracts, to Small Disadvantaged Businesses. SBA's Office of Government Contracting and Business Development monitors the progress of 24 Executive Branch agencies in contracting with Small Disadvantaged Businesses.

You may register your business as a Small Disadvantaged Business if you meet the following criteria set by the Code of Federal Regulations:

- The firm must be 51% or more **owned** and **controlled** by one or more disadvantaged persons.
- The disadvantaged person or persons must be **socially disadvantaged** and economically disadvantaged.
- The firm must be small, according to SBA's **size standards**.

CERTIFICATIONS AND WHY THEY MATTER



- [Back to Contracting assistance programs](#)
- Contracting assistance programs**
- [Small Disadvantaged Business](#)
- [Women-Owned Small Business Federal Contracting program](#)
- [Veteran assistance programs](#)
- [8\(a\) Business Development program](#)
- [SBA Mentor-Protégé program](#)
- [Joint ventures](#)
- [7\(j\) Management and Technical Assistance program](#)
- HUBZone program**
- [Natural Resource Sales Assistance program](#)

HUBZone program

The HUBZone program fuels small business growth in historically underutilized business zones with a goal of awarding at least 3% of federal contract dollars to HUBZone-certified companies each year.

Content

[Program changes and improvements](#)

[Program benefits](#)

[HUBZone program qualifications](#)

[Apply to get certified as a HUBZone small business](#)

[Maintain HUBZone certification](#)

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program#section-header-0>

Program changes and improvements

CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 📄 🔍 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-progr> 📄 ☆

- ← Back to Contracting assistance programs
- Contracting assistance programs
- Small Disadvantaged Business
- Women-Owned Small Business Federal Contracting program
- Veteran assistance programs
- 8(a) Business Development program
- SBA Mentor-Protégé program
- Joint ventures
- 7(j) Management and Technical Assistance program
- HUBZone program
- Natural Resource Sales Assistance program

8(a) Business Development program

The federal government's goal is to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year.

Content

[Program overview](#)

[Program benefits](#)

[Program qualifications](#)

[Apply to get certified as an 8\(a\) small business](#)

[Maintain eligibility and certification](#)

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>

Program overview

CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-f> 📄 ☆

- ← Back to Contracting assistance programs
- Contracting assistance programs
- Small Disadvantaged Business
- Women-Owned Small Business Federal Contracting program
- Veteran assistance programs
- 8(a) Business Development program
- SBA Mentor-Protégé program
- Joint ventures
- 7(j) Management and Technical Assistance program
- HUBZone program
- Natural Resource Sales Assistance program

Women-Owned Small Business Federal Contracting Program

The federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year.

Content

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>

[Program benefits](#)

[WOSB and EDWOSB certification improvements](#)

[Program eligibility requirements](#)

[Get certified as a women-owned small business](#)

[WOSB Federal Contracting Program Assistance](#)

CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 🔍 https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-f 📄 ☆

- ← Back to Contracting assistance programs
- Contracting assistance programs
- Small Disadvantaged Business
- Women-Owned Small Business Federal Contracting program
- Veteran assistance programs
- 8(a) Business Development program
- SBA Mentor-Protégé program
- Joint ventures
- 7(j) Management and Technical Assistance program
- HUBZone program
- Natural Resource Sales Assistance program

Women-Owned Small Business Federal Contracting Program

The federal government is allocating more contracting dollars to women-owned small businesses.

Content

[Program benefits](#)

[WOSB and EDWOSB certification improvements](#)

[Program eligibility requirements](#)

[Get certified as a women-owned small business](#)

[WOSB Federal Contracting Program Assistance](#)

Third-party certification

There are four organizations approved by SBA to provide third-party certification. Contact them to find out about their certification process and any associated costs. They are:

- [El Paso Hispanic Chamber of Commerce](#)
- [National Women Business Owners Corporation](#)
- [U.S. Women's Chamber of Commerce](#)
- [Women's Business Enterprise National Council](#)

CERTIFICATIONS AND WHY THEY MATTER

- [← Back to Contracting assistance programs](#)
- Contracting assistance programs**
- [Small Disadvantaged Business](#)
- [Women-Owned Small Business Federal Contracting program](#)
- [Veteran assistance programs](#)**
- [8\(a\) Business Development program](#)
- [SBA Mentor-Protégé program](#)
- [Joint ventures](#)
- [7\(j\) Management and Technical Assistance program](#)
- [HUBZone program](#)
- [Natural Resource Sales Assistance program](#)

Veteran-Owned Small Business verification

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-header-2>

Program benefits

Small businesses owned by veterans can compete for set-aside contracts at the Department of Veterans Affairs (VA). Through its [Veterans First Contracting program](#), VA awards a large amount of contract dollars to veterans every year by offering [set-aside contracting opportunities](#). VA also sets aside contracting opportunities for businesses owned by veterans who are service-disabled.

Eligibility requirements

Businesses must be formally verified as a Veteran-Owned Small Businesses (VOSB) or Service-Disabled Veteran-Owned Small Businesses (SDVOSB) to participate.

Notice: VOSB verification will transfer from VA to SBA in 2023

As required by the National Defense Authorization Act (NDAA) of 2021, VA's Center for Verification and Evaluation will be transferred to SBA effective January 1, 2023.

What this means for your business

CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 📄 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-header-9> 📄 ☆

- ← Back to Contracting assistance programs
- Contracting assistance programs
- Small Disadvantaged Business
- Women-Owned Small Business Federal Contracting program
- Veteran assistance programs**
- 8(a) Business Development program
- SBA Mentor-Protégé program
- Joint ventures
- 7(j) Management and Technical Assistance program
- HUBZone program
- Natural Resource Sales Assistance program

Service-Disabled Veteran-Owned Small Business program

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-header-9>

Program benefits

The federal government aims to award at least 3% of all federal contracting dollars to Service-Disabled Veteran-Owned Small Businesses (SDVOSB) each year.

Competition is limited for certain federal contract opportunities to businesses that participate in the SDVOSB program.

Joining the SDVOSB program makes your business eligible to compete for the program's [set-aside contracts](#). You can still compete for contract awards under other socio-economic programs you qualify for.

SDVOSBs may self-certify their status to compete for set-aside contracts at most federal agencies. However, VA does not recognize SDVOSB self-certification.

Eligibility requirements

To qualify for the SDVOSB program, your business must:

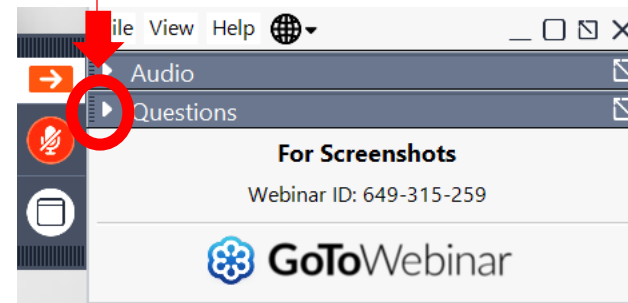
- Be a small business according to [SBA's size standards](#)
- Be at least 51% owned and controlled by one or more service-disabled veterans
- Have one or more service-disabled veterans manage day-to-day operations who also make

QUESTIONS?



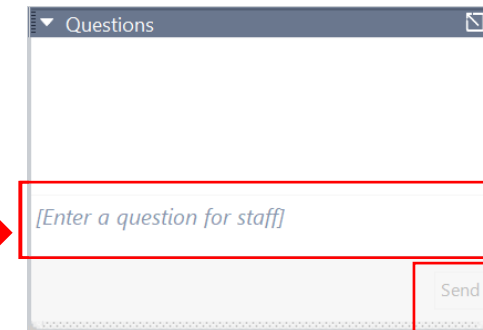
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



USING THE QUESTIONS BOX

Type questions
here at any time
during a
presentation



Click Send when ready to submit a question



CYBER FRIDAY LIVE WEBINAR SERIES

- ~~November 4, 2022~~
 - ~~Developing and Implementing Essential Security Policies, Practices, and Procedures~~
~~[CLICK HERE](#) for additional information~~
~~Presented by Marc Violante, Wisconsin Procurement Institute~~
- November 18, 2022
 - Incident Identification, Reporting Requirements, and Recovery**
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute
- December 2, 2022
 - Designing and Using Security Exercises to Test and Improve Security Programs**
[CLICK HERE](#) for additional information
Presented by Marc Violante, Wisconsin Procurement Institute

PRESENTED BY



A Procurement Technical Assistance Center (PTAC)



ACQUISITION HOUR LIVE WEBINAR SERIES

- ~~November 1~~
 - ~~Preparing for One-on-One Buyer Meetings~~
- ~~November 15~~
 - ~~Certifications for Veteran Owned Businesses~~
- November 29
 - The HUBZone Program – Certification Benefits and Regulations
- January 10
 - The SBA 8(a) Program and Small Disadvantaged Business (SDB) Program

...More information and registrations at wispro.org/events

DOD SUPPLIER ROADMAP SERIES

- October 27
Locating Opportunities
- November 3
Non-Traditional Acquisition Methods
- November 10
Information Types & Handling Procedures
- November 17
Developing a DoD Business Strategy

Save the date



The
Contracting
Academy

Developing and Growing Government Contractors

December 6-7, 2022

MarketplaceWisconsin.com

252.204-7020 – Basic Assessment

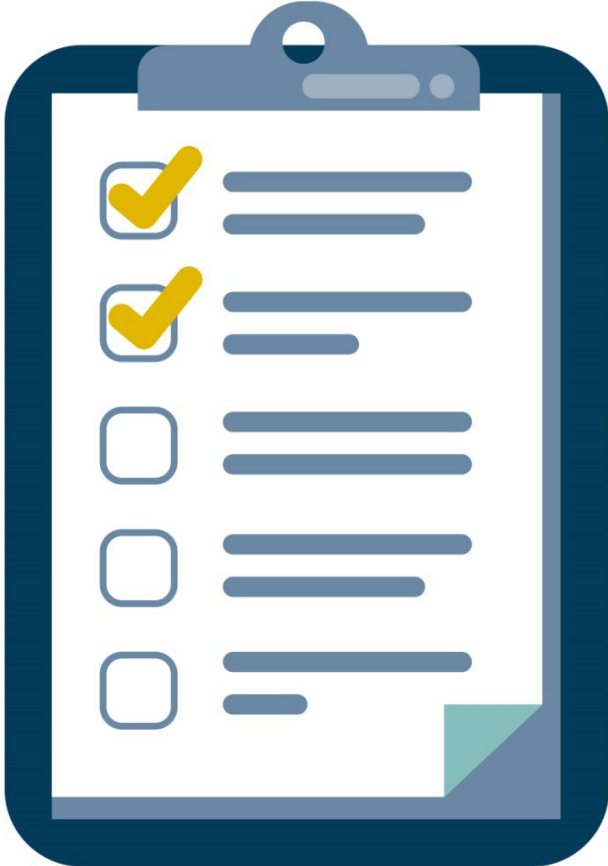
- Requires
 - System Security Plan(SSP)
 - Plan of Action – with dates for outstanding items
 - Basic Assessment
- Six elements uploaded to Supplier Performance Risk System (SPRS)
 1. System Security Plan name (if more than one system is involved)
 2. Brief description of Plan Architecture
 3. CAGE code associated with SSP
 4. Date Assessment performed
 5. Summary Score
 6. Date a score of 110 to be achieved

Current Cyber Requirements

- FAR 52.204-21 – Federal Contract Information
- DFARS 252.204-7012
- Requirements cited in solicitation/contract

Need assistance – please contact Marc Violante from WPI at marcv@wispro.org or 920-456-9990

SURVEY



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For a certificate of this credit, please contact:

Caroline Boettcher

carolineb@wispro.org

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