



Acquisition Hour
**The SBA 8(a) Program and Small
Disadvantaged Business (SDB) Program**

January 10, 2023



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

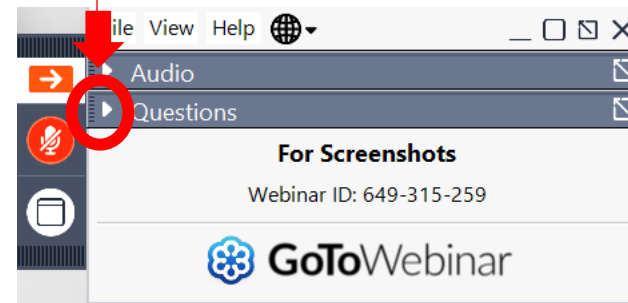
THANK YOU!

QUESTIONS?



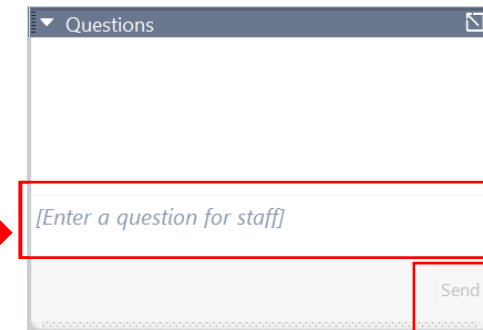
OPENING THE QUESTIONS BOX

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/virtually
- **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 1200 companies

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

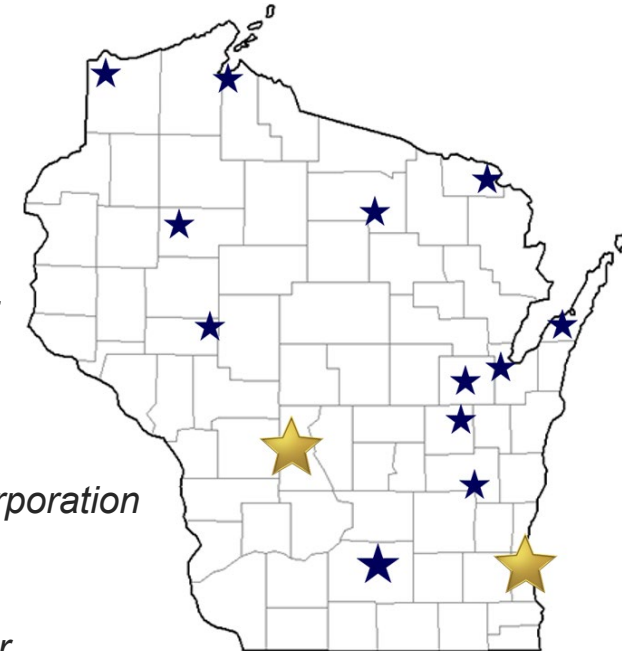
- *Florence County Economic Development*

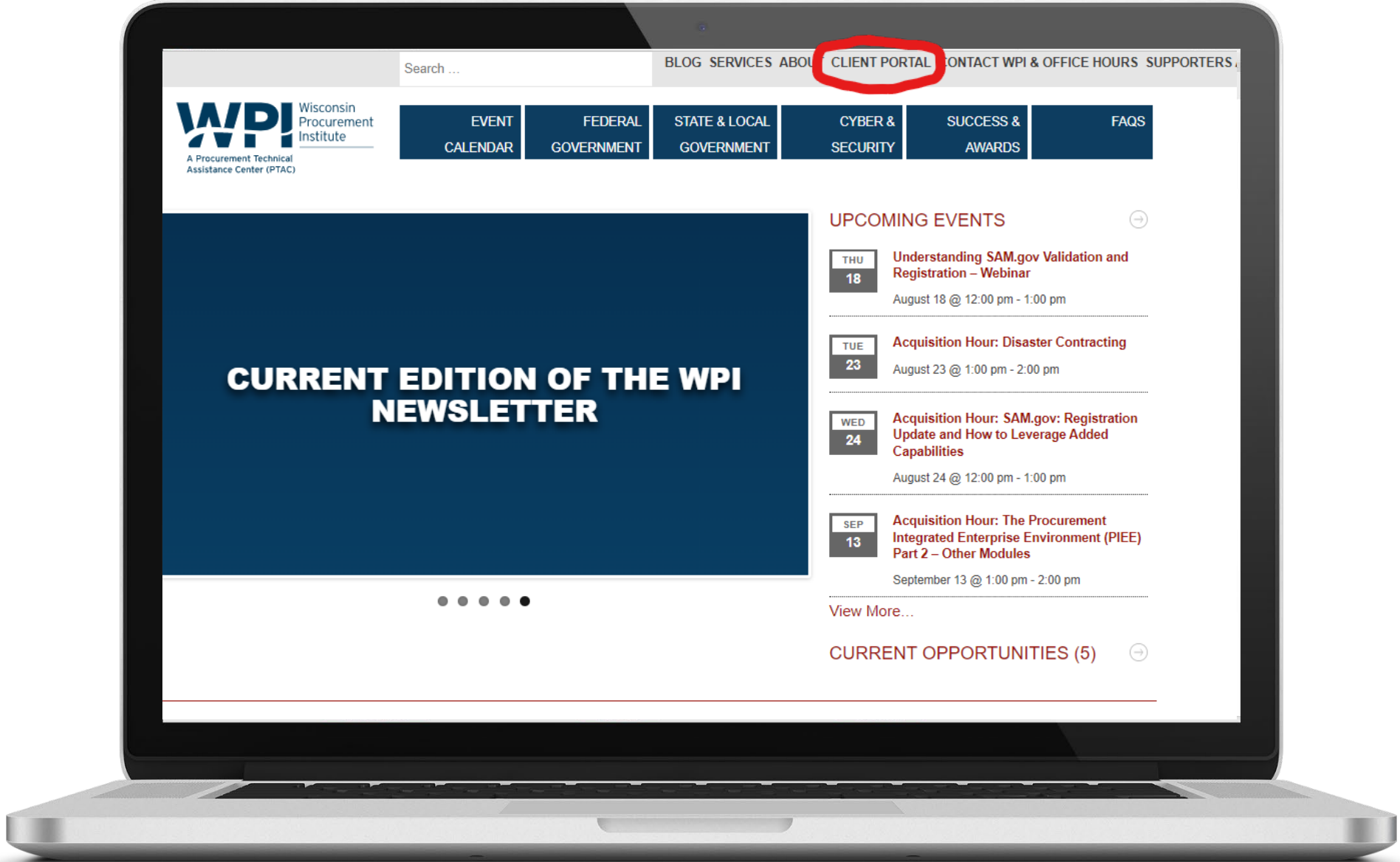
▪ DOOR COUNTY

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

▪ SUPERIOR

- *Small Business Dev Center; UW Superior*







U.S. Small Business
Administration

8(a) Business Development Certification Program

Shane Mahaffy

Lead Business Opportunity Specialist

Set-Asides for Certification Programs and Socio-Economic Categories

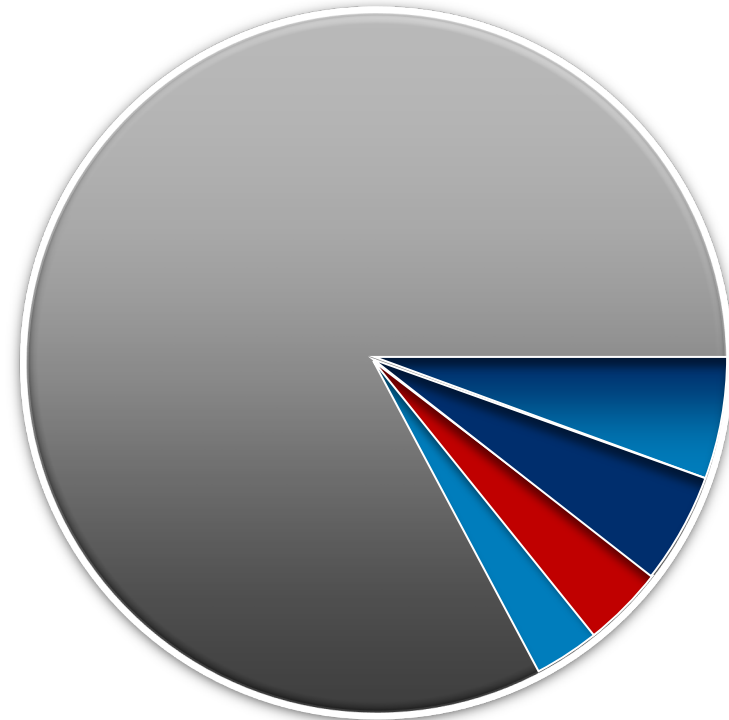
Targeted set-asides and acquisition goals:

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



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



**Small Disadvantaged Business
received over \$417 Million**

8(a) Business Development Program



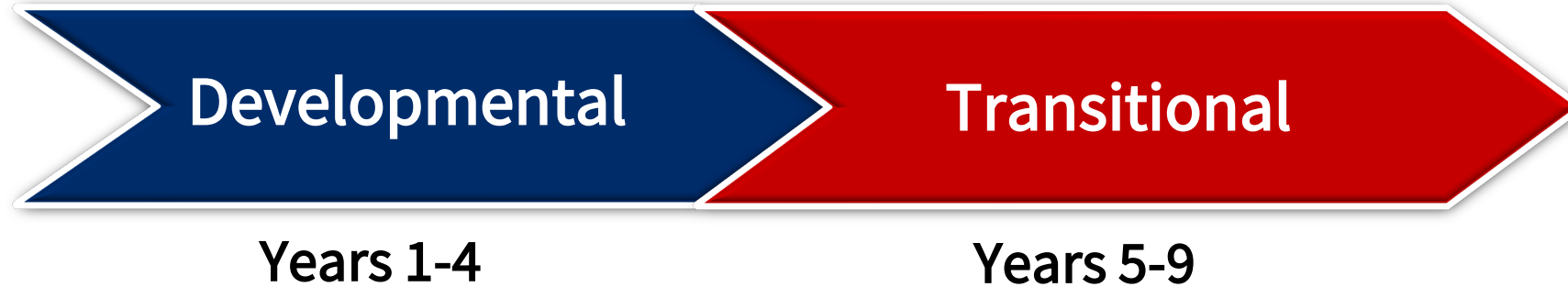
Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

Participation and Continued Eligibility

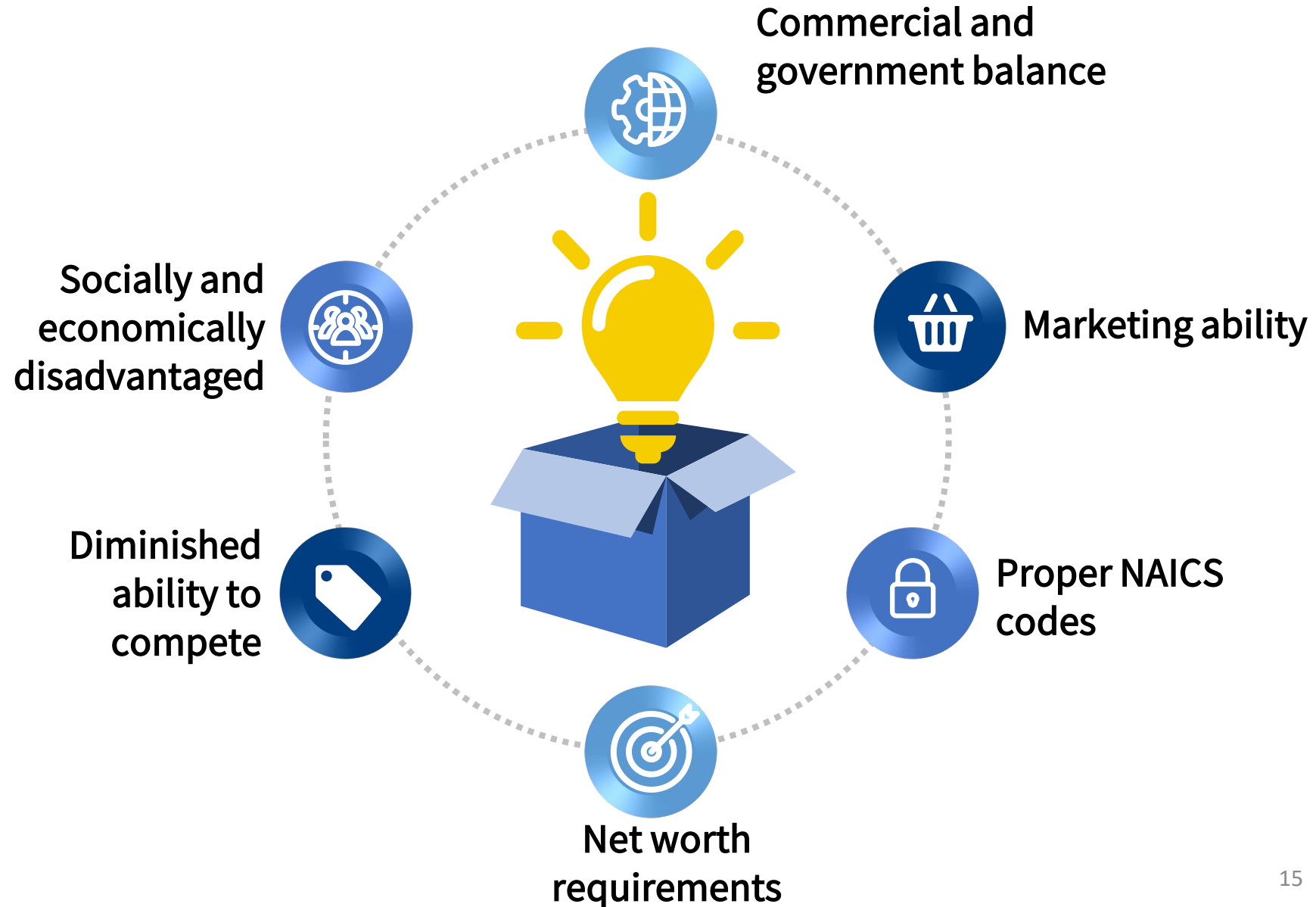
Participation Starts at Date of Approval



To maintain eligibility:

- Submit 8(a) annual update on time
- Inform SBA of all material and business changes (prior approval required)
- Maintain SAM and DSBS profiles

Is the 8(a) Certification Appropriate for You?



8(a) Program Expectations

Setting Expectations



Progress measurement



Is a business development program



Not suited for all firms



Limited total dollar value of contracts

When Should You Apply?

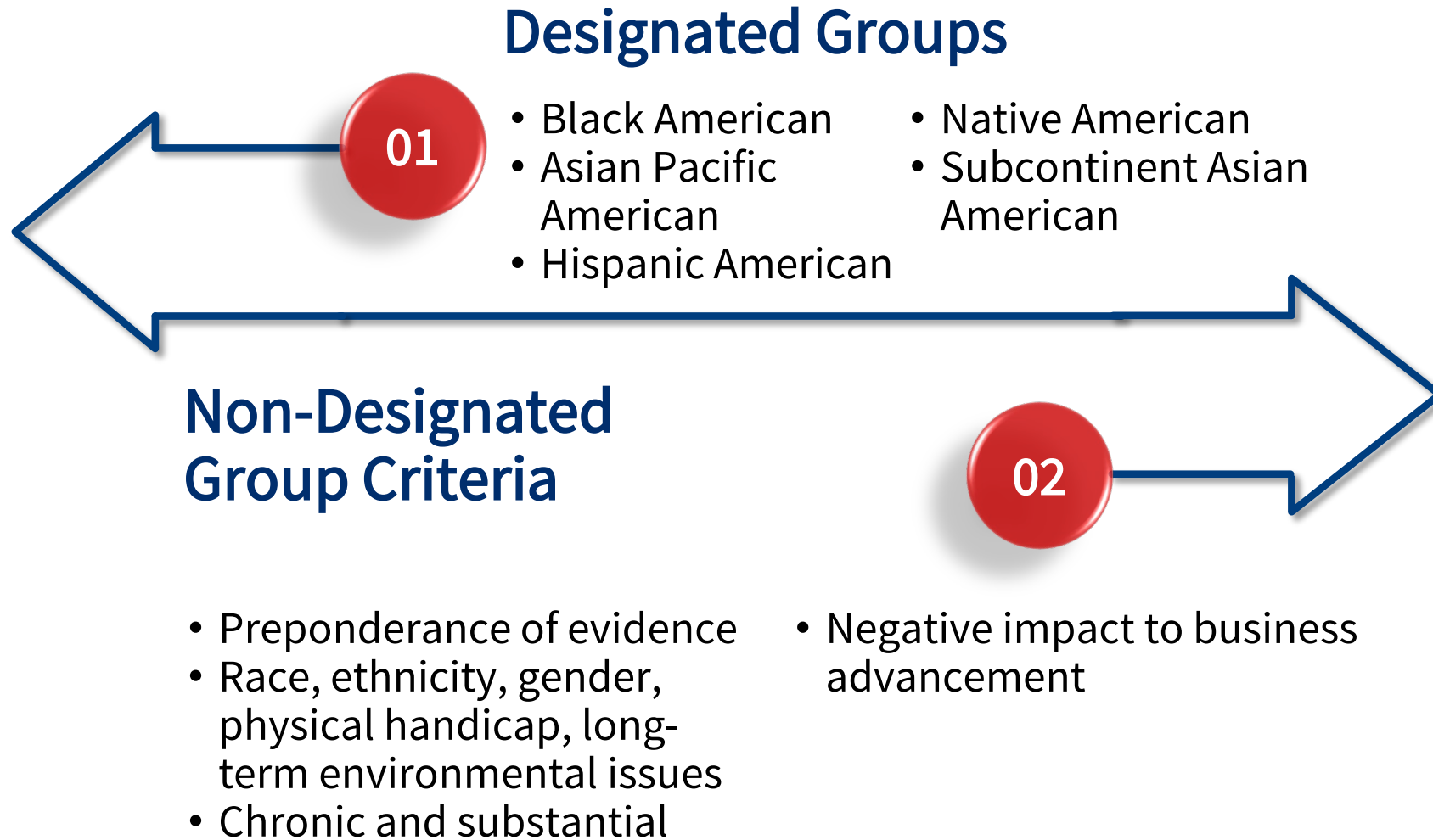
Are You Ready... 8(a) Is One-time Only

- 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



Designated Socially Disadvantaged Criteria



Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

8(a) Application Process



BEFORE APPLICATION

- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.sba.gov)



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.sba.gov)

certify.SBA.gov



SBA Certification Portal

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

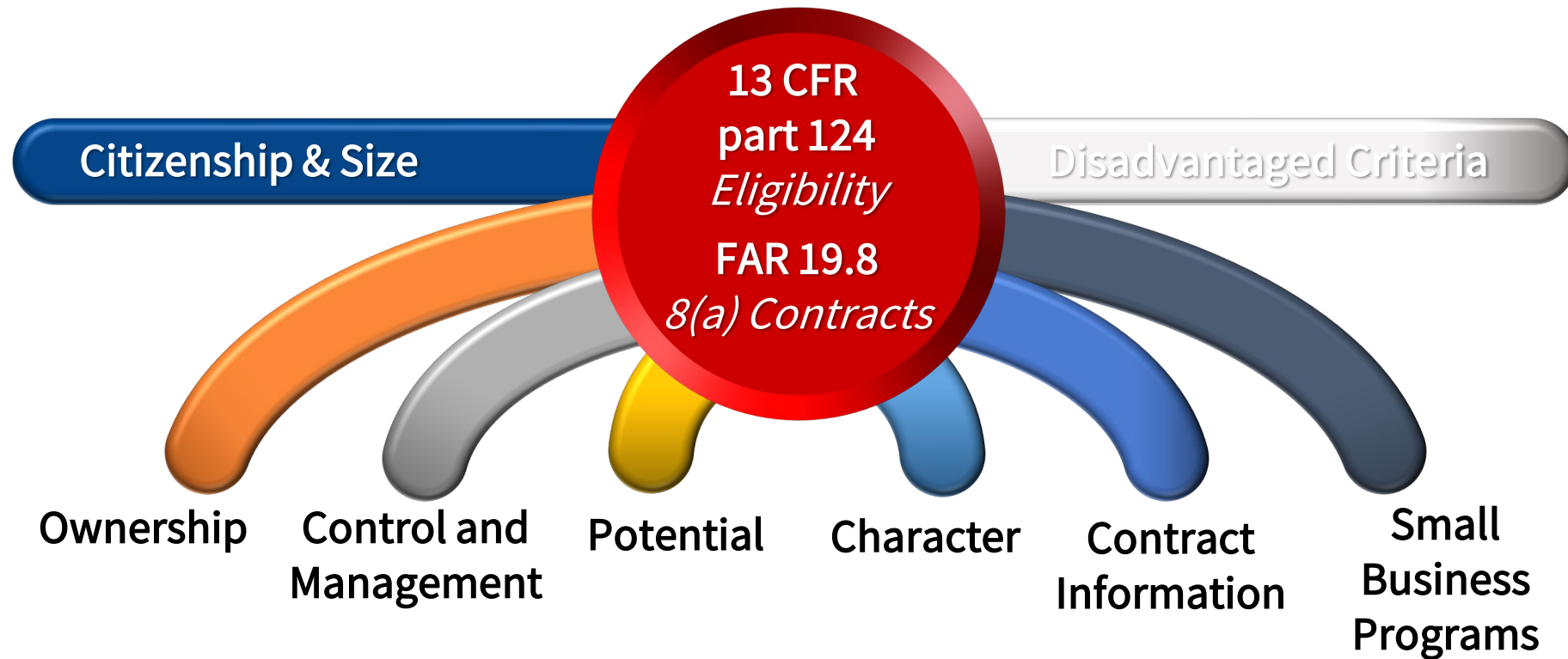
Automatic Migration

Pulls business information from SAM.gov

Online Forms

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

Know the Rules for 8(a) Certification





U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback



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

Locating 8(a) set aside opportunities

Locating 8(a) set aside opportunities

Home
Report Awards
Bid Search
Contact Information
Surveys
Events
Links

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 if your profile needs updating.

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

<https://www.usaspending.gov/>

USAspending.gov | Data Lab | Fiscal Data

USASPENDING.gov

Spending Explorer | Award Search

WE CAN DO THIS We can do this. Find COVID-19 vaccines near you. Visit [Vaccines.gov](https://www.vaccines.gov)

The federal government has spent **\$3.54 trillion** in response to COVID-19.

Coronavirus
\$149,983,227
OUTLAYED AMOUNT

HRSA COVID-19 Claims Uninsured Program Assistance Fund
\$140,145,895
OUTLAYED AMOUNT

Education Stabilization Fund
\$73,360,965,100
OUTLAYED AMOUNT

federal spending

Client General Screen | SAM.gov | Search

Showing 1 - 25 of 131 results

Lease for office space - 3098 Sq Ft Required

Notice ID: DACA45-5-22-00117

The US Government currently occupies office and related space in a building under lease Kenosha, WI that will be expiring. The government is considering...

Department/Ind.Agency: DEPT OF DEFENSE
Subtitle: DEPT OF THE ARMY
Office: W071 ENDIST OMAHA

Child Care for Yellow Ribbon Event in Wisconsin Dells on February 5, 2022

Notice ID: W5059F-22-Q-0005

Current Date Offers Due: January 18, 2022, 03:00 PM CST

Notice Type: Updated Combined

Sam.gov

Locating 8(a) set aside opportunities

www.Sam.gov

The screenshot shows the SAM.gov search interface. At the top, there is a navigation bar with links for Home, Search, Data Bank, Data Services, and Help. The Search bar contains the text "All Words" and "e.g. 1606N020Q02". Below the search bar, there are buttons for "Search Results", "Saved Searches", and "Actions". The "Select Domain" dropdown menu is open, showing a list of options: "All Domains", "Contract Opportunities", "Assistance Listings", "Entity Information", "Federal Hierarchy", and "Wage Determinations". A blue arrow points to the "All Domains" option. Below the dropdown menu, there is a "Filter By" section and a "Keyword Search" section.

Locating 8(a) set aside opportunities

www.Sam.gov

Select Domain
Contract Opportunities

Filter By

Keyword Search
For more information on how to use our keyword search, visit our [help guide](#)

Any Words ⓘ
 All Words ⓘ
 Exact Phrase ⓘ

e.g. W91QVN-17-R-008

Federal Organizations ▾
Dates ▾
Notice Type ▾
Product or Service Information ▾
Set Aside ▲

8(a) Set-Aside (FAR 19.8)

Showing 1 - 25 of 704 results

Sort by
Updated Date ▾

Final Request for Proposal (RFP) California Regional Center Administrative and Technical Support Services III (CATSS III)
Notice ID: 80AFRC22R0002A
This notice is being issued as a Request for Proposal under solicitation number 80AFRC22R0002. The principal purpose of Center Administrative and T ...
Department/Ind.Agency: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Subtier: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Office: NASA ARMSTRONG FLIGHT RESEARCH CNTR
Contract Opportunities
Current Date Offers Due: February 14, 2023 at 06:00 PM CST
Notice Type: Original Solicitation
Updated Date: Jan 9, 2023
Published Date: Jan 9, 2023

California Regional CATSS III
Notice ID: 80AFRC22R0002
THIS IS NOT A REQUEST FOR PROPOSAL. NO PROPOSALS ARE TO BE SUBMITTED IN RESPONSE TO THIS NOTICE.
This notice is issued by the NASA Armstron ...
Department/Ind.Agency: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Subtier: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Office: NASA ARMSTRONG FLIGHT RESEARCH CNTR
Contract Opportunities
Current Date Offers Due: February 14, 2023 at 06:00 PM CST
Notice Type: Updated Solicitation
Updated Date: Jan 9, 2023 (1)
Published Date: Jan 9, 2023

Temporary Services; Multiple Job Corps Centers
Notice ID: 80AFRC22R0002
Questions and Answers have been posted. Document added to ...
Contract Opportunities
Current Date Offers Due: December 05, 2022 at ...

Locating 8(a) set aside opportunities

<https://www.usaspending.gov/>

The screenshot shows the USAspending.gov website. At the top, there is a dark blue navigation bar with the text "USAspending.gov | Data Lab | Fiscal Data". Below this is the USAspending.gov logo and the text "USASPENDING.gov". To the right of the logo are the links "Spending Explorer" and "Award Search". A blue banner across the top of the main content area features the "WE CAN DO THIS" logo and the text "We can do this. Find COVID-19 vaccines near you. [Visit Vaccines.gov](https://www.vaccines.gov)".

The main content area has a light purple background. The primary headline reads: "The federal government has spent \$3.54 trillion in response to COVID-19." Below this headline is a purple button with the text "View all COVID-19 spending". At the bottom of this section, it states "USAspending is the official open data source of federal spending information".

On the right side of the screenshot, there is a vertical purple bar containing a list of spending categories and their corresponding "OUTLAYED AMOUNT":

- Coronavirus Response and Relief Supplemental Appropriation Act of 2020: \$149,983,229
- HRSA COVID-19 Clinical Research and Public Health Assistance Fund: \$140,145,895
- Education Stabilization Fund: \$73,360,965

Locating 8(a) set aside opportunities

<https://www.usaspending.gov/>

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

USASPENDING.gov Spending Explorer Award Search Profiles Download Resources

Advanced Search Download

Filters

Submit Search
[Reset search](#)

> 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

TABLE TIME MAP CATEGORIES Prime Awards Sub-Awards

←

Choose your filters and submit your search to begin.

Locating 8(a) set aside opportunities

<https://www.usaspending.gov/>

The screenshot shows the 'Advanced Search' interface on the USASpending.gov website. The left sidebar contains a list of search filters. The 'Recipient Type' filter is expanded, showing several options. A blue arrow points to the 'Special Designations' checkbox, which is also highlighted with a blue box. Below 'Special Designations', there are several sub-options, including '8a Program Participant', 'Ability One Program', 'DoT Certified Disadvantaged Business Enterprise', 'Emerging Small Business', and 'Federally Funded Research and'.

Advanced Search Download

- > Award Type
- > Agency
- > Treasury Account Symbol (TAS)
- > Location
- > Recipient
- ▼ Recipient Type
 - > Business
 - > Minority Owned Business
 - > Women Owned Business
 - > Veteran Owned Business
 - Special Designations
 - 8a Program Participant
 - Ability One Program
 - DoT Certified Disadvantaged Business Enterprise
 - Emerging Small Business
 - Federally Funded Research and

Locating 8(a) set aside opportunities

<https://www.usaspending.gov/>

The screenshot shows the 'Advanced Search' interface on the USASpending.gov website. The left sidebar contains several search filters, each with a right-pointing chevron icon:

- Assistance Listing (CFDA Program)
- Disaster Emergency Fund Code (DEFC) i
- North American Industry Classification System (NAICS) ≡
- Product or Service Code (PSC) ≡
- Type of Contract Pricing
- Type of Set Aside ▼

The 'Type of Set Aside' dropdown is expanded, displaying a list of checkboxes:

- 8(a) Sole Source
- 8(a) with HUBZone Preference
- 8A Competed
- Buy Indian
- Combination HUBZone and 8(a)

Below the list is a link: [See 21 more](#) ▼. A large blue arrow points from the right towards the 'Type of Set Aside' header.

Locating 8(a) set aside opportunities

The image shows a screenshot of the Defense Information Systems Agency (DISA) website. At the top left is the DISA logo with the text "DEFENSE INFORMATION SYSTEMS AGENCY" and "A COMBAT SUPPORT AGENCY". To the right is a green "Operating Status" button, a search bar containing "Search DISA.mil", and social media icons for Facebook, Twitter, YouTube, and LinkedIn. Below the header is a dark navigation bar with links for "About", "News and Events", and "Services and Capabilities". The main content area features a large purple banner with the text "DISA PARTNERS WITH GOOGLE" in white and blue. A "READ MORE" button is positioned below the banner. Below the banner are three image-based navigation buttons: "LEARN MORE" (with an image of people in a meeting), "OPPORTUNITIES" (with an image of a handshake), and "JOIN OUR TEAM" (with an image of three people in uniform).

Locating 8(a) set aside

CONTACT US

From Application Services to Fourth Estate agencies, download our [Help Guide](#) to learn who to contact at DISA.

[Contact Us](#)

SERVICES & CAPABILITIES

From analytics and testing to collaboration services, we connect and protect the warfighter in cyberspace.

[Learn more](#)

ANTIVIRUS

We support the operation and defense of the DOD Information Network by providing virus protection to DODIN assets.

[Learn more](#)

SMALL BUSINESS PROGRAMS

Learn about opportunities and how the small business community is essential in helping our agency provide support to warfighters and national-level leaders.

[Find Small Business Opportunities](#)

Our Work

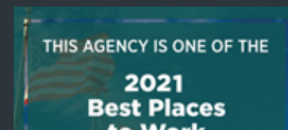
- [Our Leaders](#)
- [Our Organization Structure](#)
- [Our History](#)
- [Small Business Programs](#)
- [Issuances/Policy](#)

News & Events

- [News](#)
- [Events](#)
- [Training](#)
- [Media Resources](#)

Careers at DISA

- [Employment Opportunities](#)
- [Learning and Development](#)
- [New Employees](#)
- [New Military Employees](#)
- [Quality of Work Life](#)
- [Recruiting Events](#)
- [SDC Recruitment](#)
- [Search for Opportunities](#)
- [WHCA Recruitment](#)



Legal & Regulatory

- [Accessibility Notice](#)
- [Data Rights/Intellectual Property](#)
- [FOIA](#)
- [Inspector General](#)
- [Inventories & Schedules](#)
- [Linking Policy](#)
- [No Fear Act](#)
- [Privacy Impact Assessments](#)
- [Privacy Office](#)
- [Security/Privacy](#)
- [Whistleblower](#)



Defense Information Systems Agency

[Contact Us](#)

Subscribe to DISA email updates:

[▶](#)

Locating 8(a) set aside opportunities

About » **Small Business**

Print Share

ABOUT

OUR WORK

OUR LEADERS

OUR STRATEGIC PLAN

OUR HISTORY

SMALL BUSINESS

OSBP Mission and Vision

Connect with DISA

OUTREACH

What DISA Buys

Do Business with DISA

Resources And Training

DISA POLICY/ISSUANCES

FACT SHEETS

INDUSTRY PARTNERS

CONTACT US



OFFICE OF SMALL BUSINESS PROGRAMS

Small businesses play a critical role in supporting DISA's mission requirements and the overall strength of our industrial base. The DISA Office of Small Business Programs (OSBP) is fully committed to providing small businesses with maximum opportunities to participate at both the prime contract and subcontract levels. Small business innovation is essential in helping our agency provide support to warfighters and national level leaders. In fiscal

Contact Us

Phone: 301-225-6003

DISASmallBusiness@mail.mil

DISA Business Match event

April 25, 2022

Locating 8(a) set aside opportunities

Resources And Training	517110 (WIRED TELECOMMUNICATIONS CARRIERS)	35,317	62.6888%	\$1,827,264,469.82
DISA POLICY/ISSUANCES	541512 (COMPUTER SYSTEMS DESIGN SERVICES)	1,374	2.4389%	\$973,674,873.25
FACT SHEETS	517410 (SATELLITE TELECOMMUNICATIONS)	5,585	9.9136%	\$603,574,249.92
INDUSTRY PARTNERS	511210 (SOFTWARE PUBLISHERS)	375	0.6656%	\$533,330,262.27
CONTACT US	334111 (ELECTRONIC COMPUTER MANUFACTURING)	420	0.7455%	\$333,178,789.01
	541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	338	0.6000%	\$296,858,964.28
	541330 (ENGINEERING SERVICES)	785	1.3934%	\$194,556,420.50
	517311 (WIRED TELECOMMUNICATIONS CARRIERS)	4,014	7.1250%	\$177,248,407.41
	541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	132	0.2343%	\$84,102,558.50

Learn more: Current [DISA Forecast of Procurement Actions](#).



[DISA Fact Sheets](#)

Locating 8(a) set aside opportunities

systems Operation & JONUS Navy Enterprise work	541519 - Other Computer Related Services	Re-compete Requirement	HC101917C0001	PREMIER SOLUTIONS HI LLC	DO/TO	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 21	4th QTR	FY 22	1st QTR	PL72
/results to PACAF squadrons/Wings for let enclaves	541512-Computer Systems Design Services	Re-compete Requirement	HC101917F0066	NISGA'A DATA SYSTEMS LLC	DO/TO	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 22	1st QTR	FY 22	4th QTR	PL72
lement and manage a pliance Assessment tion	541512-Computer Systems Design Services	Re-compete Requirement	HC101918F0051	NORTHTIDE GROUP LLC	DO/TO	Single	\$5M - \$9.99M	5	Pacific AOR	Secret	FY 22	4th QTR	FY 23	3rd QTR	PL72
pport across multiple in the directorate	541512-Computer Systems Design Services	Re-compete Requirement	HC101919F0015	NORTHTIDE GROUP LLC	DO/TO	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 22	4th QTR	FY 24	2nd QTR	PL72
lopment and technical SCOP web applications	541512-Computer Systems Design Services	Re-compete Requirement	HC101919F0001	VMD SYSTEMS INTEGRATORS INC	DO/TO	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 22	4th QTR	FY 24	2nd QTR	PL72
rations services within D approved refigurations	541512-Computer Systems Design Services	Re-compete Requirement	HC101919F0009	WAKELIGHT TECHNOLOGIES INC	DO/TO	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 23	1st QTR	FY 24	3rd QTR	PL72
r-level team to maintain End-User environment	541519 - Other Computer Related Services	Re-compete Requirement	HC101919C0004	3IT CONSULTING LLC	Contract	Single	\$10M - \$49.99M	5	Pacific AOR	Secret	FY 23	1st QTR	FY 24	4th QTR	PL72
curity support services	541512-Computer Systems Design Services	New Requirement	TBD	TBD	Contract	Single	\$100M - \$249.99M	5	Pacific AOR	Secret	FY 21	4th QTR	FY 22	2nd QTR	PL72
to support the Breach Record Notices, and sipping Agreements	541512 - Computer Systems Design Services \$25.5M	New Requirement	TBD	TBD	DO/TO GSA MAS SIN #541515	Single	\$10M - \$49.99M	5	Contractor Facility	Secret	FY 21	3rd QTR	FY 21	4th QTR	Rand, Michelle L.
security of the DSO is site	561210 - Facilities Support Services \$35.5M	Re-compete Requirement	HC1028-20-P-0026	AEGIS CORPS, INC.	8(a) Competitive Set Aside	Single	\$5M - \$9.99M	5	Annapolis, MD	Secret	FY 21	3rd QTR	FY 21	4th QTR	Rand, Michelle L.
Integration support	Systems Design Services \$25.5M	New Requirement	TBD	TBD	Competitive Award IDIQ	Single	\$5M - \$9.99M	2	TBD	Secret	FY 21	3rd QTR	FY 21	4th QTR	Rand, Michelle L.
ort for various SaaS rings	511210 - Software Publishers \$35.5M	New Requirement	TBD	TBD	Single or Multiple Award IDIQ	TBD	\$10M - \$49.99M	5	TBD	Secret	FY 22	2nd QTR	FY 22	4th QTR	Smith, Quinton A.
upport for the Global e Desk	541512 - Computer Systems Design Services \$25.5M	New Requirement	TBD	TBD	DO/TO SETI	Single	\$50M - \$99.99M	5	TBD	Top Secret	FY 21	3rd QTR	FY 22	2nd QTR	Smith, Quinton A.
g services for GCCS-J	541512 - Computer Systems Design Services \$25.5M	Re-compete Requirement	HC104720F0025	Bluestone Logic LLC	DO/TO SETI	Single	\$10M - \$49.99M	5	DISA, HQ	Top Secret	FY 21	3rd QTR	FY 22	1st QTR	Smith, Quinton A.
gical, and architecture port	541512 - Computer Systems Design Services \$25.5M	Re-compete Requirement	HC1028-18-F-0436; HC1028-18-C-0026; HC1047-18-C-0025	Soliel L.L.C.	MAS 541515	Single	\$10M - \$49.99M	5	Fort George G. Meade, MD	Secret	FY 21	3rd QTR	FY 21	4th QTR	Burns, Jennifer
idated approach to DCMA's applications base	541512 - Computer Systems Design Services \$25.5M	Re-compete Requirement	HC1047-19-F-0003; HC1047-19-F-0085	Discovery Technologies LLC; CTIS, Inc.	MAS 541515	Single	\$10M - \$49.99M	2	TBD	TBD	FY 21	3rd QTR	FY 21	4th QTR	Bontempo, Michelle

Locating 8(a) set aside opportunities

WPI Bidmatching Service

- Home
- Report Awards
- Bid Search
- Contact Information
- Surveys
- Events
- Links



Center Ga

an extension of www.1

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 inform if your profile needs updating.

[Archive Search](#) [Company Profile](#) [Supply Codes](#) [Detailed Supply Codes](#) [NAICS Search](#)

RFQ Date	FBO	DLA	Other Fed	Web	Intl	Loc
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

Marketing your 8(a) certified business

Sign In

Home Search Data Bank Data Services Help



sam.gov


Official U.S. Government Website
 100% Free

The Official U.S. Government System for:

Contract Opportunities
(was fbo.gov)

Contract Data
(Reports ONLY from fpds.gov)

Wage Determinations
(was wdol.gov)

Federal Hierarchy
Departments and Subtiers

Assistance Listings
(was cfda.gov)

Entity Information
Entities, Disaster Response Registry, and Exclusions

Entity Reporting
SCR and Bio-Preferred Reporting

NEW [Learn More](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity

 [Check Registration Status](#)

Skip Navigation Accessibility Options



SBA Search Results

[Mobile View](#) [Print](#) [Exit](#) [Help](#)
[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

SBA Search Results

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Table Listing, where
 the profile address is in DOOR (county) of WI;
 the profile location is in: Wisconsin;
 the profile's status is Active;
 the profile may have expired in SAM;
 the business is not necessarily registered in SAM (no CAGE code issued yet);
 and randomized by original start time of search: 2022-01-24 02:02:46 PM.
 queries took 2.66 seconds and 2.94 seconds, respectively.

Displaying profiles 1 - 25 (of 126 profiles matching criteria):

DSBS is experiencing intermittent issues in displaying the most up-to-date certifications for some registrants. If a firm claiming certification does not certified in DSBS, please contact answerdesk@sba.gov for assistance.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	Vinkler, Katalin	Katalin Vinkler	9099 Cottage Row Fish Creek, WI 54212-0000	
2	Forbes Building LLC	Jeffery M Weir	3182 County MM Sturgeon Bay, WI 54235-9413	
3	DAWNS LAWN CARE LLC	Monty M Thorson	2177 COUNTY RD S STURGEON BAY, WI 54235-9306	
4	j.m.s.towing.service.inc	Susan M Londo	212 Alabama St sturgeon bay, WI 54235-2318	Providing tug boat and barge services on the Great Lakes including in particular
5	CHANGING HEARTS GIFTWARE LLC C.H.G.	CAROL S. MOONEY	11249 BAY VIEW RD SISTER BAY, WI 54234-9670	Promotional products and services. Products include apparel (hats, shirts,coats, supplies (pens,PC accessories,laser pointers), bags, luggage, blankets and misc fulfillment and marketing and consulting.

2/3/2023

40

Doing Business With FDA

[f Share](#) [t Tweet](#) [in LinkedIn](#) [✉ Email](#) [🖨 Print](#)

Doing Business With FDA

[FDA eBidBoard](#)

[Enterprise System Life Cycle Management Support \(ELMS\)](#)

[FDA Business Investments](#)

[FDA Procurement & Grants Forecast](#)

[FDA Procurement Policies](#)

[FDA Small Business and Disadvantaged Opportunities](#)

COVID-19 Safety Requirements for FDA Contractors and Visitors

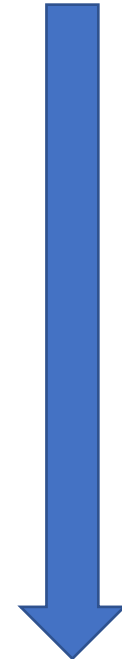
Contractors and/or visitors are required to have a completed [Certification of Vaccination form](#) when entering a federal facility. If a contractor or visitor is not fully vaccinated, they must have in their possession documentation of a negative COVID-19 test result from an [FDA approved or authorized test](#) within the last 72 hours to show the FDA. If a contractor or visitor does not complete the form or is not in compliance with the building entry requirements referenced above, they will be denied access to the facility.

Foreword

The Office of Acquisition & Grants Services (OAGS) is the single organization within the FDA that holds the authority for awarding contracts, grants and interagency agreements. OAGS also provides credit cards to personnel in the FDA to order some goods and services. All invoices for FDA awards are paid by the Division of Payment Services (DPS). Additional information on their services can be found [here](#). The philosophy of OAGS is to stimulate competition among potential awardees/recipients and to award contracts and

Content current as of:

11/23/2022



Small Business Outreach Vendor Fairs



Doing Business With FDA

[FDA eBidBoard](#)

[Enterprise System Life Cycle Management Support \(ELMS\)](#)

[FDA Business Investments](#)

[FDA Procurement & Grants Forecast](#)

[FDA Procurement Policies](#)

[FDA Small Business and](#)
[Procurement](#)

2021 FDA Virtual Small Business Fair

The FDA hosted the 2021 FDA Virtual Small Business Fair on April 6 2021 that was open to all small business vendors. We had over 200 small business representatives attend the virtual event. The event featured a morning speaker session with speakers from OAGS, OIMT, CFSAN, and the small business community. The presentations and interactive panels conveyed pertinent information about how small businesses can do business with the FDA. A copy of the slide presentation can be found below.

In the afternoon, matchmaking meetings connected contracting staff, program managers, and small business vendors.

Any questions regarding this event or future events can be sent to FDA-Small_Business_Outreach@fda.hhs.gov.

[Speaker Series Presentations \(PDF - 19.5 MB\)](#)

Content current as of:
04/08/2021

Develop a TARGETED Capabilities Statement



CAPABILITIES STATEMENT

DUNSB 143133754
CAGE# 472W5

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.
18051 Dumfries Shopping Plaza
Dumfries, Virginia 22026

703.221.7151 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

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:

<p>PROJECTS</p> <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 • POFF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps
---	--



Custom Fabricating & Supplies
5500 West Oakwood Park Drive
Franklin, WI 53132
(P) 414-421-2600 (F) 414-421-2700



Capability Statement

Founded in 2001, Custom Fabricating & Supplies (CFS) is a privately held, certified Women Owned Small Business located in Franklin, Wisconsin. Our 30+ years of expertise along with our Custom Rubber Molded Parts and Die Cuts, Extrusions, 3D Rapid Prototyping and same day shipping on stock items have made us an industry leader in Masking Protection and Plastic Finishing. Providing Great Customer Service is top priority and our goal has been the same since day one – to make sure YOU are completely satisfied!

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



Primary NAICS Codes

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



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



Quality Policy

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






DEVELOP A TARGETED AND STRONG WEBSITE

The image shows two overlapping website screenshots. The top screenshot is for National Business Furniture, featuring a navigation bar with categories like Workplace, Healthcare, Government, and Education. The main content area displays a government office desk setup with a white overlay box titled "Government Furniture Solutions for Government" and a "Learn More" button. The bottom screenshot is for TAPCO, with a dark header and a "Military Signs" section. This section includes a photo of military vehicles and signs, a text box stating "TAPCO is amongst the nation's largest sign manufacturers...", and a "Learn More" button. Below this is a "Federal Contracts" section with introductory text.

Develop a TARGETED BUSINESS CARD

- **CLEARLY** states what your business DOES – use a tag line if necessary
- **COMPLETE** contact information including street address, telephone and email
- **NAICS** codes – **NIGP** 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

	Business Name <i>Tagline/Clear statement of what business does</i> First and last name, Job title
<i>Complete Contact Information</i> Street Address Telephone <i>Email</i> <u>Website</u>	FRONT Quality level, ITAR, other professional/technical certifications All Small Business Designations (Small, HUBZone, SDVOSB, MBE...)
	DUNS Number CAGE Code Experience you have supplying to government agencies NAICS codes, NIGP codes
<i>Memberships, Recognition, Awards</i>	
BACK	

Develop a Prepared VERBAL Introduction
your business

of

- 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

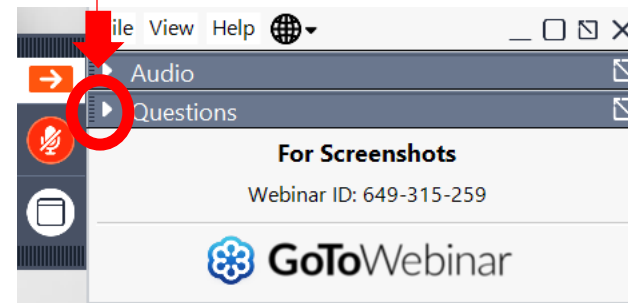
Good afternoon. Example - My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction.

QUESTIONS?



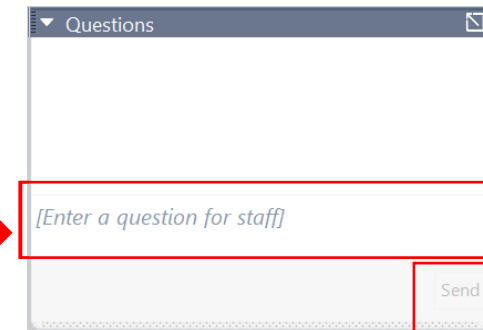
OPENING THE QUESTIONS BOX

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



A Procurement Technical
Assistance Center (PTAC)

ACQUISITION HOUR

ACQUISITION HOUR LIVE WEBINAR SERIES

- January 11
Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)
presented by Carol Murphy Government Contract Specialist Wisconsin Procurement Institute
- February 1
Acquisition Hour: Preparing a Winning Government Proposal
presented by Carol Murphy Government Contract Specialist Wisconsin Procurement Institute
- March 1
Acquisition Hour: Service Contracts with Federal Agencies
presented by Carol Murphy Government Contract Specialist Wisconsin Procurement Institute
- March 8
Acquisition Hour: ESRS Individual Subcontractor Reporting (ISR) Basics
presented by Kim Garber Director Small Business Programs Wisconsin Procurement Institute
- April 5
Acquisition Hour: Overview of Contractor Performance Assessment Reporting System (CPARS)
presented by Carol Murphy Government Contract Specialist Wisconsin Procurement Institute

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

CYBER FRIDAY LIVE WEBINAR SERIES

February 10 – Preparing for Self-Assessment

February 24 – System Security Plan and Plan of Action and Milestones Construction

March 10 – Preparing for a Cyber Incident

March 24 – Protecting the Data

April 14 – The Forensic Record

April 28 – Culture of Security

PRESENTED BY



A Procurement Technical Assistance Center (PTAC)



TECHNOLOGY
INNOVATION CENTER
— at RESEARCH PARK



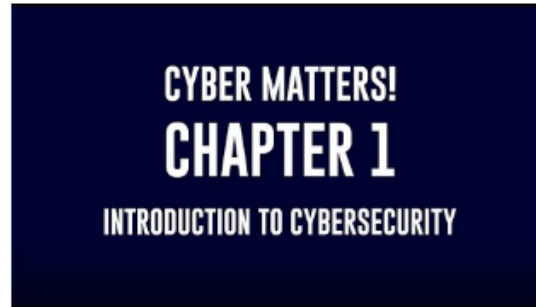
Cybersecurity Matters!

FOR DIVERSE AND SMALL BUSINESSES

Cybercrime is one of the most serious threats facing businesses today. The average hack incapacitates a company for four days and costs more than \$3 million to fix.

WEDC wants to help.

Matt Frost from the Wisconsin Procurement Institute provides a broad overview, key factors to consider, and three exercises over **eleven short videos**. These videos provide the basic knowledge necessary to make Diverse and small companies more secure.



Chapter 1 - Introduction to Cybersecurity

(10:04) Learn the basics of Cybersecurity and discover practical ways to begin and advance your journey of protecting yourself and your business from risk. Use these tools and tips to investigate where you currently stand relative to four strategic imperatives.



Chapter 2 - Sorting Data

(5:44) Learn strategies to identify your critical data, control access to your data and establish good data behaviors. Discover free tools and ways to engage in productive conversations with third party providers.

New HUBZone Counties In WI: Jackson and Marinette

- Governor Evers' application to the U.S. Small Business Administration for HUBZone status for Jackson and Marinette Counties was approved.
- Join WPI in person for two events to learn more:
 - February 8 - [“Expanding Business Opportunities in Rural Wisconsin – Jackson County”](#)
 - February 9 – [“Expanding Business Opportunities in Rural Wisconsin – Marinette County”](#)

RUSD Construction Manager / General Contractor Meet and Greet



CM Meet & Greet

Thursday, January 19, 2023

3 to 4:30 p.m.



- Racine Unified School District (RUSD) is undertaking \$595 million in construction projects.
- Targeted Businesses are located in Racine, Kenosha, Walworth, Waukesha, and Milwaukee Counties
- Bring you business cards and capabilities statements and be ready to meet and pitch!

Sales Opportunities Local with Government Agencies

January 19

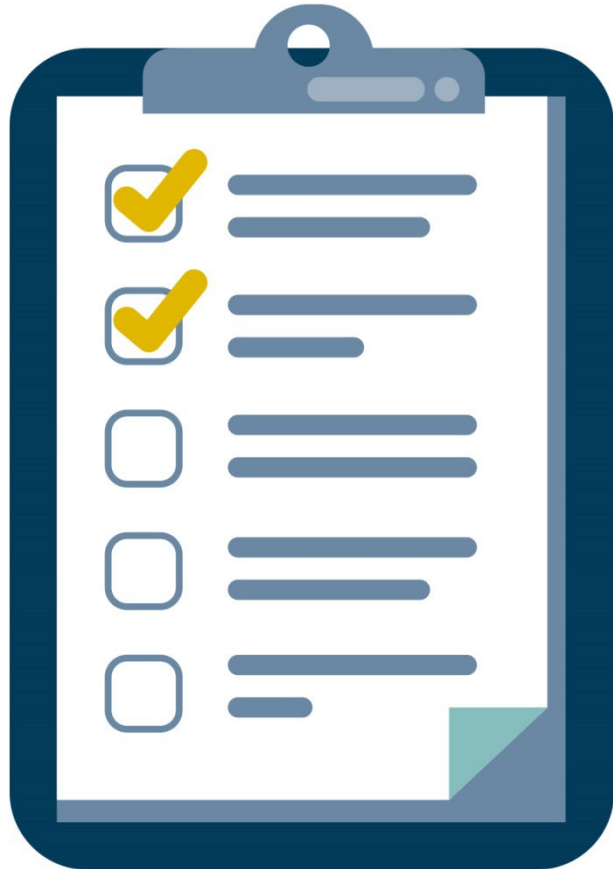
11:00 am - Noon

Madison Area Technical College, Commercial Avenue Campus
2125 Commercial Avenue, Room 242 | Madison, WI 53704

Join Tondra Davis, Director, State of Wisconsin Supplier Diversity Program, and WPI staff to learn more about Wisconsin's Supplier Diversity Program (SDP) for Minority, Woman and Service-Disabled Veteran owned businesses. She will share with us details about the certification process, how to leverage your certifications, and much more. As this is an in-person event, you will have the opportunity to discuss, ask questions and share information about your business with Ms. Davis. Last year certified businesses received a record \$192 million.

wispro.org/events

SURVEY



CONTINUING PROFESSIONAL EDUCATION



This webinar is eligible for 1 CPE credit.
For a certificate of this credit please contact:

Caroline Boettcher

carolineb@wispro.org



Wisconsin
Procurement
Institute

~~A Procurement Technical
Assistance Center (PTAC)~~

As of October 1 2022 –

WPI is now a **DOD APEX ACCELERATOR** – under the
Department of Defense

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)



PRESENTED BY

Wisconsin Procurement Institute (WPI)
www.wispro.org

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