

Selling to the Government
Is There an Opportunity for
Your Small Business

August 9, 2023

Wisconsin Latino Chamber



WPI is Wisconsin's APEX ACCELERATOR

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

WPI provides services to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops
- Conferences including one on one buyer meetings – Marketplace, The Contracting Academy, Small Business Academy, Wisconsin Federal Contractor Forum, Acquisition Hour, Cyber Fridays, DOD Roadmap series, Government Opportunities Business Conference, End of Year Federal Contractor Update, Annual DOD Contract Management Update, Evening FAR sessions and more.....

www.wispro.org

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)*

■ ASHLAND

- *Ashland Area Development Corporation*

■ CAMP DOUGLAS

- *Juneau County Economic Development Corporation (JCEDC)*

■ EAU CLAIRE

- *Western Dairyland*

■ FOND DU LAC

- *Envision Greater Fond du Lac*

■ GREEN BAY

- *NWTC Startup Hub*

■ LACROSSE

- *Veterans in Professions*

■ MANITOWOC

- *Progress Lakeshore*

■ OSHKOSH

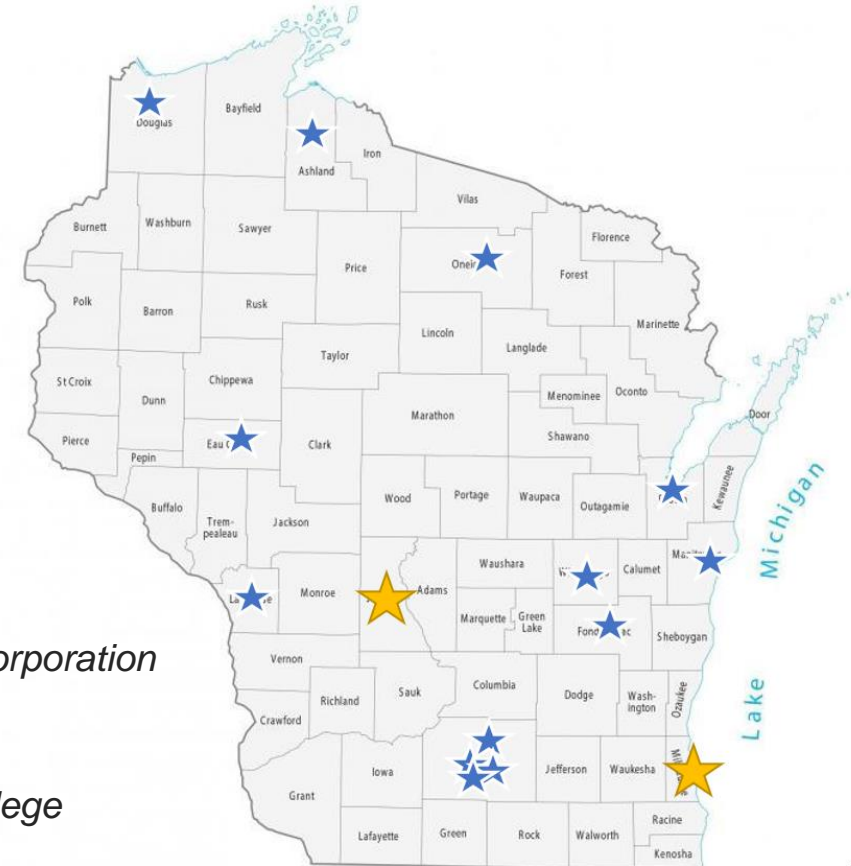
- *Greater Oshkosh Economic Development Corporation*

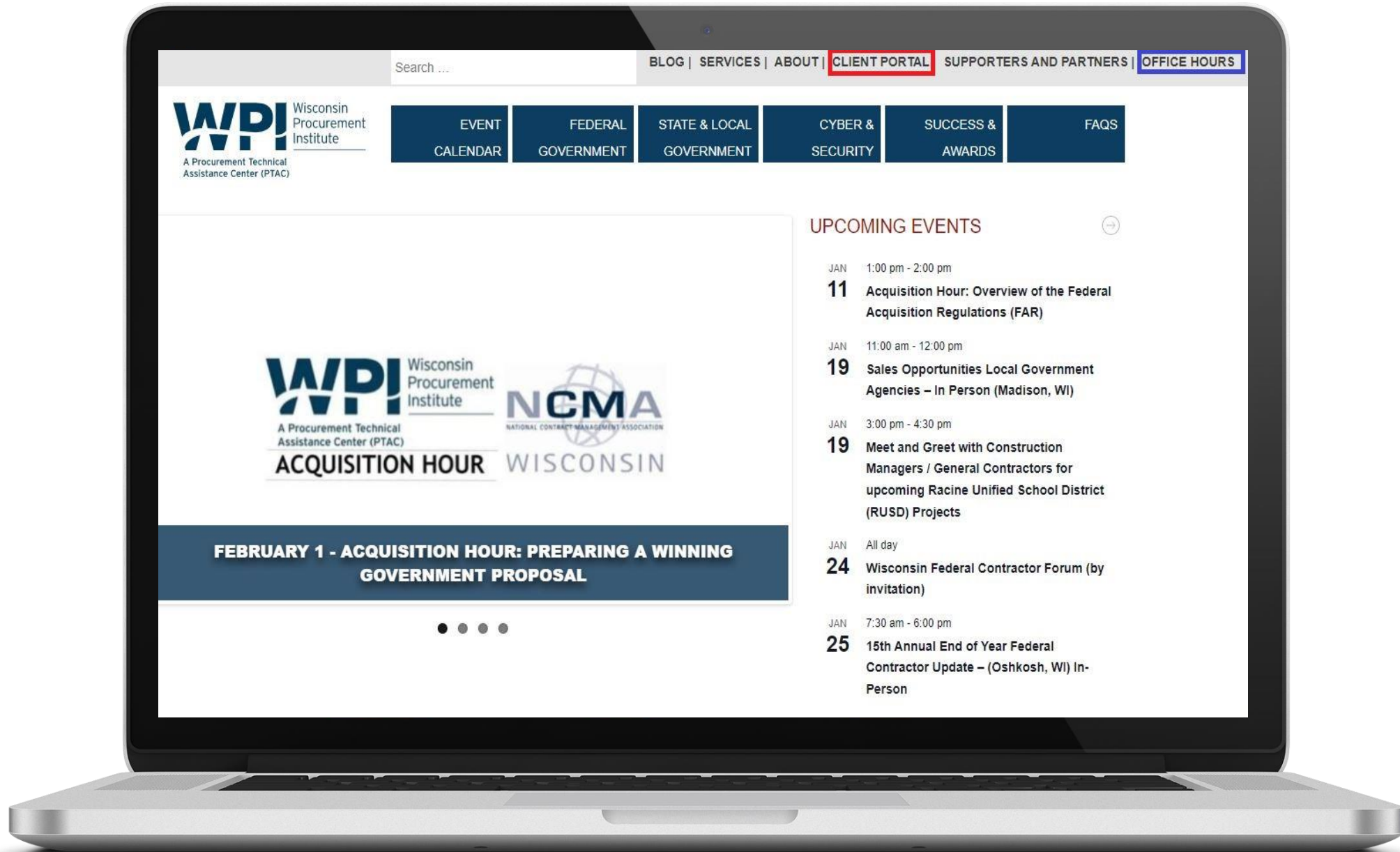
■ RHINELANDER

- *Nicolet Area Technical College*

■ SUPERIOR

- *Small Business Dev Center;*
UW Superior





Search ...

BLOG | SERVICES | ABOUT | **CLIENT PORTAL** | SUPPORTERS AND PARTNERS | OFFICE HOURS



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- CYBER & SECURITY
- SUCCESS & AWARDS
- FAQS



FEBRUARY 1 - ACQUISITION HOUR: PREPARING A WINNING GOVERNMENT PROPOSAL



UPCOMING EVENTS



- JAN 1:00 pm - 2:00 pm
11 Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)
- JAN 11:00 am - 12:00 pm
19 Sales Opportunities Local Government Agencies – In Person (Madison, WI)
- JAN 3:00 pm - 4:30 pm
19 Meet and Greet with Construction Managers / General Contractors for upcoming Racine Unified School District (RUSD) Projects
- JAN All day
24 Wisconsin Federal Contractor Forum (by invitation)
- JAN 7:30 am - 6:00 pm
25 15th Annual End of Year Federal Contractor Update – (Oshkosh, WI) In-Person

WHAT DOES THE GOVERNMENT BUY

PRETTY MUCH EVERYTHING AND ANYTHING –

1. Janitorial Services
2. Cheese
3. Manufacturing
4. Kitchen Equipment
5. Shelving
6. Architect/Engineering
7. Professional Services
8. Document Destruction Service
9. Child Care
10. Construction
11. Fuel Delivery

The CHALLENGE is determining WHO, HOW and WHEN they are BUYING what you sell

FEDERAL GOVERNMENT

- **Federal – a \$600+ billion market**
 - Very Large market
 - Worldwide
 - Complex
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Manufacturing, Construction, Services, R&D, Products – anything / everything
- **Federal Primes**
 - Large market
 - Worldwide
 - Less Complex – flow-down of rules from Federal Prime contractor
 - Benefit to being SMALL [SMALL BUSINESS SET ASIDES]
 - Diverse products and services

LOCAL / STATE GOVERNMENT

- **State**

- Medium size market
- Statewide
- Less complex – DIFFERENT FROM FEDERAL – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Products, Services and construction for the most part
- Minimal manufacturing and R&D
- Some DIVERSITY PROGRAMS

- **Local**

- Smaller market
- Smaller geography
- Less complex - DIFFERENT FROM FEDERAL AND STATE – REGULATIONS AND CERTIFICATIONS AND PROCESS
- Products, Services and construction for the most part
- Some DIVERSITY PROGRAMS

FEDERAL GOVERNMENT

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

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](#)

SBA Search Results

Skip Navigation Accessibility Options
Mobile View Print Exit Help
DSBS Quick Market Search TM OnLine

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.

UNDERSTANDING THE FEDERAL SMALL BUSINESS PROGRAM GOALS

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

Large Prime Contractors must also negotiate small business goals

MARKET RESEARCH AND LOCATING OPPORTUNITIES



Center Ga

an extension of www1

- 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 inform if your profile needs updating.

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

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

USAspending.gov | Data Lab | Fiscal Data

USASPENDING.gov Spending Explorer Award Search

We can do this. Find COVID-19 vaccines near you. Visit [Vaccines.gov](#)

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

[View all COVID-19 spending](#)

USAspending is the official open data source of federal spending information

\$149,983,225
 OUTLAYED AMOUNT
 HRSA COVID-19 Cla
 Uninsured Program
 Assistance Fund
 \$140,145,895
 OUTLAYED AMOUNT
 Education Stabiliza
 \$73,360,965,
 OUTLAYED AMOUNT

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 consid

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

Edit 12 January 2022:

Sam.gov



128th Air Refueling Wing (WIANG) – Dionne Holloway, Contract Specialist
1919 E. Grange Avenue
Milwaukee, WI 53207
(414) 944-8517 dionne.f.holloway.mil@mail.mil
U.S. Department of Agriculture – Colleen M. Rettinger, Supervisory Contract Specialist Forest Products Laboratory & Northern Research Station
One Gifford Pinchot Drive
Madison, WI 53726-2398
608-231-9285 creittinger@fs.fed.us
U.S. Forest Service – Shawn Lacina, Contracting Officer
Lake States Acquisition Team (LSAT)
500 Hansen Lake Road
Rhineland, WI 54501
(715) 362-1347 slacina@fs.fed.us
U.S. Veterans Affairs – Steve Maier, Small Business Liaison
Great Lakes Acquisition Center (GLAC)
112th South 84th St. Suite 101
Milwaukee, WI 53214
(414) 844-4824 steven.maier2@va.gov
Environmental Protection Agency – Adrienne Callahan
Small and Disadvantaged Business Utilization Coordinator
USEPA, Region 5
77 West Jackson Blvd. (MC-10J)
Chicago, IL 60604
(312) 353-5556 Callahan.adrienne@epa.gov
Oxford Prison – Bob Pahmeier, Contract Specialist
Federal Correctional Institution
P.O. Box 500
Oxford, WI 53952
(608) 584-5511 rpahmeier@bop.gov
115th Fighter Wing – SMSgt Katherine Pinnow
Wisconsin Air National Guard
3110 Mitchell Street
Madison, WI 53704
(608) 245-4528 katherine.pinnow@ang.af.mil

Fort McCoy Contracting Division – Tony Steinhoff, Small Business Specialist
Mission & Installation Contracting Command
60 South O Street
Fort McCoy, WI 54656
(608) 388-7351 tony.r.steinhoff.civ@mail.mil
General Services Administration – Kimberly Hutchinson
Small Business Specialist
U.S. General Services Administration
Great Lakes, Region 5
Office of Small Business Utilization (E)
General Services Administration Public Building Services (PBS) – Susan Dobrosavljevic
Public Buildings Service, Great Lakes Region
Acquisition Management Division
230 S. Dearborn Street, Rm 3300
Chicago, Illinois 60604
United States
(312) 886-0539 susan.dobrosavljevic@gsa.gov
United States Transportation Command - Suzanne M. Mudd-Yarber
Director, Small Business Programs
Office of Small Business Programs
USTRANSCOM/TCAQ-SB
508 Scott Drive
Scott AFB, IL 62225-5357
(618) 220-7066
www.transcom.mil/about/org/tccs/OSBP.cfm
Argonne National Laboratory
9700 S. Cass Avenue
Argonne, IL 60439
(630) 252-2000
Department of Veterans Affairs – David Diercks, Small Business Liaison
VA Midwest Health Care Network VISN 23
316 Robert Street N Suite 506
Saint Paul, MN 55101
(651) 293-3045 David.Diercks2@va.gov
National Park Service, Midwest Region – George Sievers, Regional Chief of Contracting
601 Riverfront Drive
Omaha, NE 68102-4226
402-661-1680 (voice) george.sievers@nps.gov

U.S. Army Corps of Engineers Chicago & Detroit – Bonita Carroll
312-846-5565 bonita.m.carroll@usace.army.mil
Chicago District Main Office
231 S. LaSalle St., Suite 1500
Chicago, IL 60604
Phone: (312) 846-5330
Detroit Area Office
6309 W. Jefferson, Bldg. 414
Detroit, MI 48209
(313) 226-2206
U.S. Army Corps of Engineers St. Paul District – Kevin P. Henricks
Contracting Division
District Contracting Chief
180 5th St. East, Ste. 700
St. Paul, MN 55101-1678
(651) 290-5414 Kevin.p.henricks@usace.army.mil
U.S. Army Corps of Engineers Rock Island Arsenal – John Dengler
1500 Rock Island Lines Railroad
Rock Island, IL
(309) 794-5205 john.e.dengler@usace.army.mil
U.S. Army Corps of Engineers Rock Island Arsenal – Troy Robbins
(309) 794-5205 Troy.A.Robbins@usace.army.mil
U.S. Coast Guard Sector Lake Michigan
2420 S. Lincoln Memorial Drive
Milwaukee, WI. 53207
(414) 747-7100
Volk Field Combat Training Readiness Training Center – MSgt Seth Swieter
WIANG Government Contract Officer
Volk Field CRTC/LGC
100 Independence Drive, Bldg. 1C
Camp Douglas, WI 54618-5001
(608) 427-1235 seth.swieter@us.af.mil
Wisconsin Army National Guard
100 Independence Dr
Camp Douglas, WI 54618
UNITED STATES PROPERTY & FISCAL OFFICE for Wisconsin - Zachary R. Tevis
First Sergeant HHC 157th MEB
1 Williams Street
Camp Douglas, WI 54618
(608) 427-7277 zachary.r.tevis@mail.mil



REGIONAL FEDERAL CONTRACTING AGENCY INFORMATION



LOCAL FEDERAL AGENCY OFFICES

- USDA Fond du Lac County Farm Service Agency

<https://www.fsa.usda.gov/state-offices/Wisconsin/index>

W6529 Forest Ave, Fond du Lac, WI 54937

- U.S. Social Security Administration

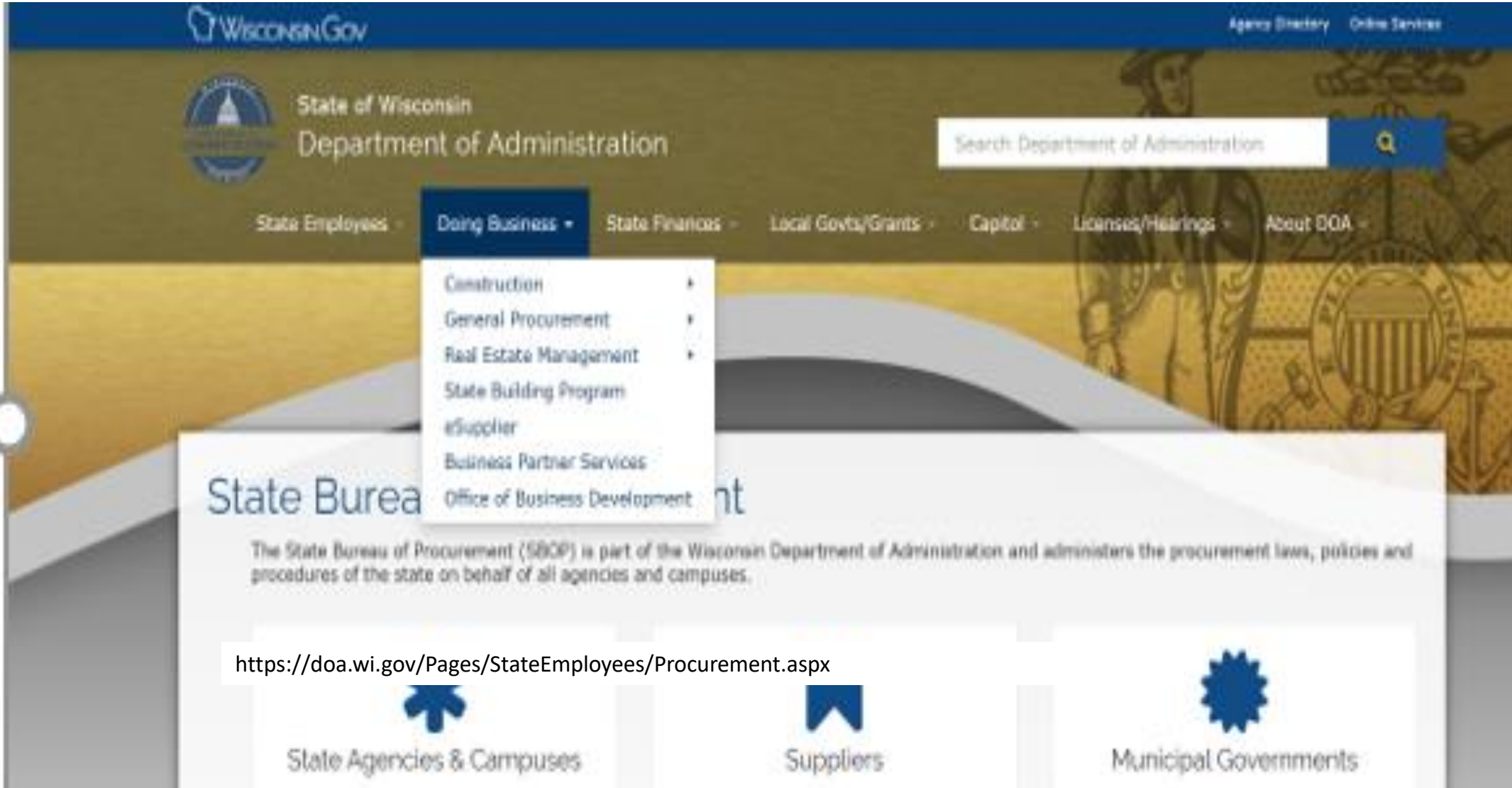
180 Knight's Way STE 100, Fond du Lac, WI 54935

- US District Court – Eastern District of Wisconsin

<https://www.wied.uscourts.gov/court-locations/green-bay>

- FBI Green Bay - 300 N Broadway, Green Bay, WI 54303

STATE GOVERNMENT



<https://doa.wi.gov/Pages/StateEmployees/Procurement.aspx>

My INFORMATION

Please login to respond to solicitations. If you do not have an account, please click on the **Create your WAMS ID** link below

WAMS Username:

Password:

[Need help registering as a bidder?](#)

Log in Assistance:

[What is WAMS?](#)

[Create your WAMS ID](#)

[Forgot your WAMS ID and/or password?](#)

System Requirements:

[Minimum System Requirements](#)

HELP DESK

Questions related to Solicitations

Please reference the Agency Contact on the solicitation page.

General Procurement Questions

ANNOUNCEMENTS

The Wisconsin eSupplier Portal for bidders provides easy access to information about state agency bidding opportunities related to purchases of goods and services. This portal will also be the source for bidders to manage their company information, replacing this feature of VendorNet. For more information about this transition, see [VendorNet](#).



[VendorNet
Lookup At
Public No](#)

- [How](#)
- [How](#)
- [How](#)
- [How](#)
- [How](#)
- [How](#)
- [New](#)

No Upcoming Solicitations Have Been Announced

CURRENT SOLICITATIONS

Most Recent Solicitations

SOLICITATION REFERENCE	TITLE	DUE
RFP MA220911	Statewide Public Safety Interoperable Communication System	
437002-M22-0001889	DECE Customer Support Co	
433001-M22-0001936	Public Awareness Campaign	
JD-RFI22-1320	eGrant Management System Request for Information (RFI)	
JD-P22-1213	Forensic Science Laboratory Information Management System (LIMS)	

Solicitation Information

PUBLIC AWARENESS CAMPAIGN

The purpose of this document is to provide interested parties with information to enable them to provide input to the Child Abuse and Neglect Prevention Board's (CANPB) Public Awareness Campaign focusing on organizations' programs and policies make all families feel welcome.

The Public Awareness Campaign will promote Family Resource Centers as local, community-based families by being inclusive of all families and creating programs and policies ensuring services are welcome.

The State as represented by the Wisconsin Department of Children and Families (DCF) on behalf for Proposal (RFP) to award a contract for the Public Awareness Campaign which will be welcome.

Please do not submit questions through Wisconsin eSupplier but use the email address shown in

SOLICITATION INFORMATION	AGENCY CONTACT INFORMATION
Event Number: 12120	Name: Beth Blanchard
Event Status: Posted/Awaiting Responses	Email: dcfprocurement
Solicitation Reference #: 433001-M22-0001936	Phone: 608/422-6363
Agency: Child Abuse & Neglect Prev Bd	Fax:
Available Date: 01/11/2022	
Response Due Date: 02/22/2022 at 2:00PM	

DOCUMENT DOWNLOADS



<https://esupplier.wi.gov/>



State of Wisconsin Supplier Diversity Program

[ABOUT US](#)[MBE](#)[DVB](#)[WBE](#)[BUSINESS RESOURCES](#)[REPORTS](#)[FAQ](#)

WI Supplier Diversity Program

The Wisconsin Supplier Diversity Program (SDP) certifies Minority-Owned (MBE), Service-Disabled Veteran-Owned (DVB) and Woman-Owned businesses to provide better opportunity for them to do business with the State of Wisconsin and to assist the State of Wisconsin in achieving purchasing 5% with MBEs and 1% with DVBs. The SDP verifies that businesses are at least 51% owned, managed, and controlled by a member or of selected population. WI certified MBE and DVB businesses may receive a permissive 5% bid preference when they bid on state contracts.

[Apply for Certification](#)[Login to SDP Portal](#)[Search Certified Data](#)

<https://supplierdiversity.wi.gov/>

STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

- Projects
 - <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>
- Small Business Transportation DBE program – women-owned, minority-owned
 - <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>



LOCAL GOVERNMENT

LOCAL GOVERNMENT LINKS

Each locality is different – HOW THEY PURCHASE and their associated small business programs

- List of Counties <https://www.wicounties.org/counties.iml>
- List of Cities / Municipalities
<http://www.citytown.info/Wisconsin.htm>
- Fire Departments
<http://www.firedepartment.net/directory/wisconsin>
- Police Departments <http://www.usacops.com/wi/>
- Schools <http://dpi.wi.gov/directories>

Dane County

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

Rock County

<https://www.co.rock.wi.us/departments/financial-services-purchasing/current-bids>

Sauk County

<https://www.co.sauk.wi.us/rfps>

Columbia County

<https://www.co.columbia.wi.us/columbiacounty/accounting/VendorInformation/tabid/2312/Default.aspx>

THE BASICS OF SELLING TO THE GOVERNMENT

DEVELOP A TARGETED CAPABILITIES STATEMENT



DUNSE# 145133754
CAGE# 4TZWS

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

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

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

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

KEY PERSONNEL
Amber Peebles, President
Melissa Schnelder, VP
Clay Froot, COO
Sheila Henderson, CAO

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

703.221.7121 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

CAPABILITIES STATEMENT

COMPANY SUMMARY

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

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

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

CORE COMPETENCIES

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

CORPORATE EXPERTISE

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

<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



www.customfabricate.com

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!

Industries Served

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



Core Competencies

3D Rapid Prototyping

Masking Protection

- Caps
- Plugs
- Tapes
- Hooks

Custom Rubber Molded Parts, Die Cutting and Extrusions

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





Quality Policy

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



Company Snapshot



CAGE Code: 4L1K1
DUNS Number: 058065520

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




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.



DEVELOP A TARGETED AND STRONG WEBSITE

Workplace Healthcare Government Education [Request a FREE Catalog](#)

 **NATIONAL BUSINESS FURNITURE**

Search By Product Name, Item Number, Etc.

Web Code: **CGC944-11717**
877-412-9871

LIFETIME GUARANTEE


Products By Area Resources Design Services Customer Services [Login](#) [Cart](#)

HOME > MARKETS > GOVERNMENT



Government
Furniture Solutions for Government Buy

[Learn More](#)

 **TAPCO**
Safe travels.™

[Request Quote](#) [Request Catalog](#)

1-800-236-0112

HOME ONLINE STORE EXPLORE SOLUTIONS SAFE TRAVELS™ BLOG ABOUT CONTACT CAREERS [Login](#) | [Register](#)

TAPCO Federal

- Explore All Products ▶
- Products Available Online
- Federal Contracts ▶
- Resources

[Request More Information](#)

Call 1-800-236-0112
(8am-5pm CST)



Military Signs

TAPCO is amongst the nation's largest sign manufacturers and we specialize in customized military signing. All signs are TAPCO Made® in Milwaukee, WI according to Federal Specifications.

[Learn More](#)

 **Federal Contracts**

We have a variety of contract agreements available to the

We want to be your primary supplier of traffic and parking control items while making it as easy and economical as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers the most comprehensive selection of approved products and services from GSA AIA Schedule as well as all

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 – **UEI** – 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
	<hr/> <i>Complete Contact Information</i> Street Address Telephone <i>Email</i> <i>Website</i>
FRONT	
	DUNS Number CAGE Code Experience you have supplying to government agencies NAICS codes, NIPG codes
	<i>Memberships, Recognition, Awards</i>
BACK	

DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

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

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

LAST WORDS OF ADVICE

- DO YOUR HOMEWORK – UNDERSTAND YOUR CUSTOMER AND THEIR NEEDS
- UNDERSTAND THAT YOUR MARKET MAY NOT JUST BE LOCAL
- YOU NEED TO GET OUT THERE and **SHMOOZE**
- LEARN – as much as you can to compete and succeed
- PATIENCE
- TENACITY
- BE WILLING TO SHARE
- BE WILLING TO PARTNER
- ASK WPI if you NEED HELP



UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- August 15
Spend to the End
- August 30
Responding to Sources Sought and Preparing a Capabilities Statement
- August 30
Certifications for Woman Owned Businesses
- September 6

FEDERAL CONTRACTING – CONTRACT METHODS AND TYPES OF CONTRACTS

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

CYBER FRIDAY LIVE WEBINAR SERIES

- September 8
NIST SP 800.171 – 3.1 – Access Control
- September 15
NIST SP 800.171 – 3.2 – Awareness & Training and 3.3 Audit & Accountability
- September 22
NIST SP 800.171 – 3.4 Configuration Management and 3.5 Identification & Authentication
- October 6
NIST SP 800.171 – 3.6 Incident Response
- October 20
NIST SP 800.171 – 3.7 Maintenance and 3.8 Media Protection

PRESENTED BY



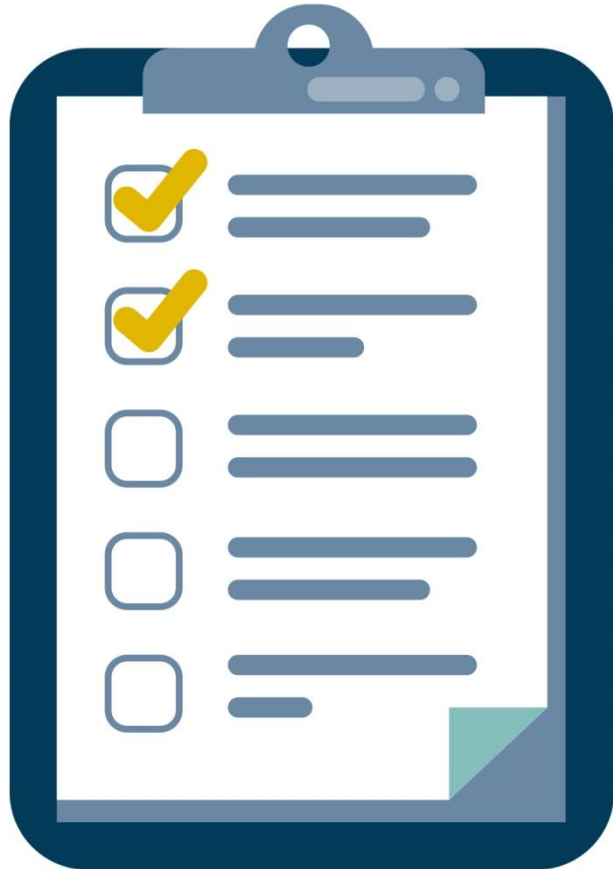
- Save the Date -



December 5-7, 2023

More info coming soon to wispro.org/events

SURVEY



FOR ASSISTANCE

Michael Steger

MichaelS@wispro.org | 414-270-3600

Kim Garber

KimG@wispro.org | 414-270-3600

Wisconsin Procurement Institute (WPI)

10437 Innovation Drive, Suite 320 | Milwaukee, WI 53226

www.wispro.org