



Sales Opportunities with Local Government Agencies

Selling to the State of WI as a Certified Business

October 26 | 11:00 am – Noon



MADISON
AREA | TECHNICAL
COLLEGE



WPI is Wisconsin's APEX ACCLERATOR

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**

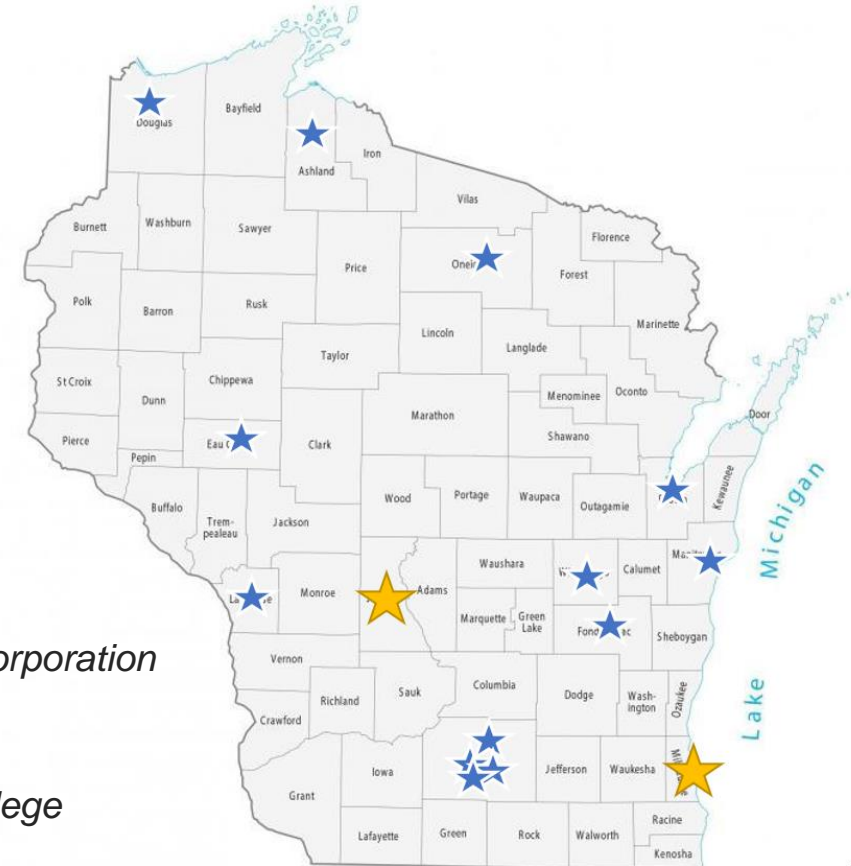
- *Greater Oshkosh Economic Development Corporation*

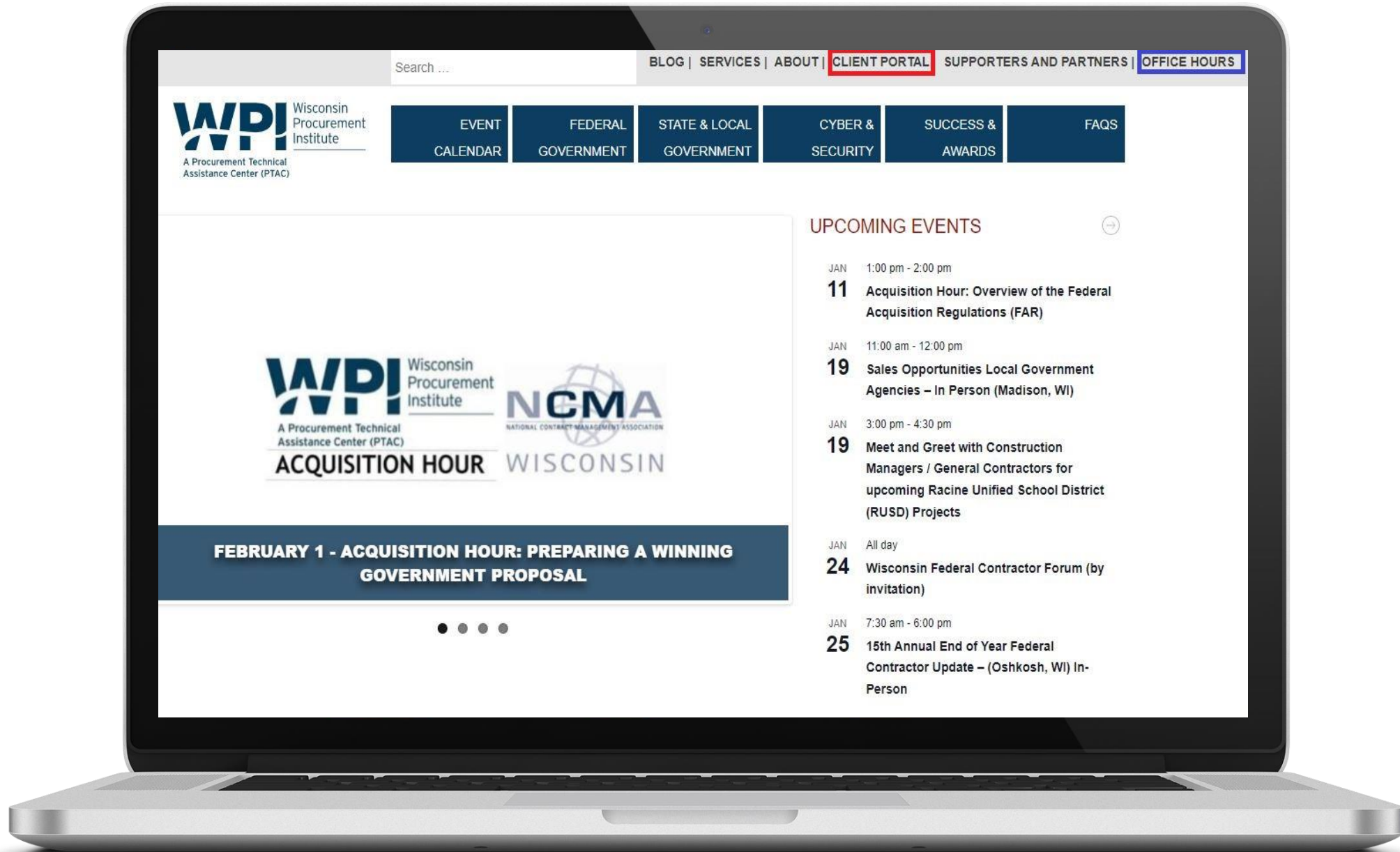
- **RHINELANDER**

- *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

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- November 8
Preparing for One-on-One Buyer Meetings
- November 15
Preparing a Winning Government Proposal
- November 29
Service Contracts with Federal Agencies
- December 12
The HUBZone Program – Certification Benefits and Regulations

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

GOVERNMENT CERTIFICATION WORKSHOPS

- October 12
Federal Certifications
- October 26
Local Certifications
- November 30
State Certifications



MADISON
AREA | TECHNICAL
COLLEGE

MATC Goodman-South Campus
2429 Perry Street, Madison, WI 53713

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

Registration Now Open



**The
Contracting
Academy**

Developing and Growing Government Contractors

MARKETPLACE WI
GOVERNOR'S CONFERENCE ON DIVERSE
BUSINESS DEVELOPMENT
DEC. 5, VIRTUAL | DEC. 6-7, IN PERSON
IN PERSON AT THE BAIRD CENTER, MILWAUKEE

December 5-7, 2023

MarketplaceWisconsin.com

FOR ASSISTANCE

Wisconsin Procurement Institute (WPI)

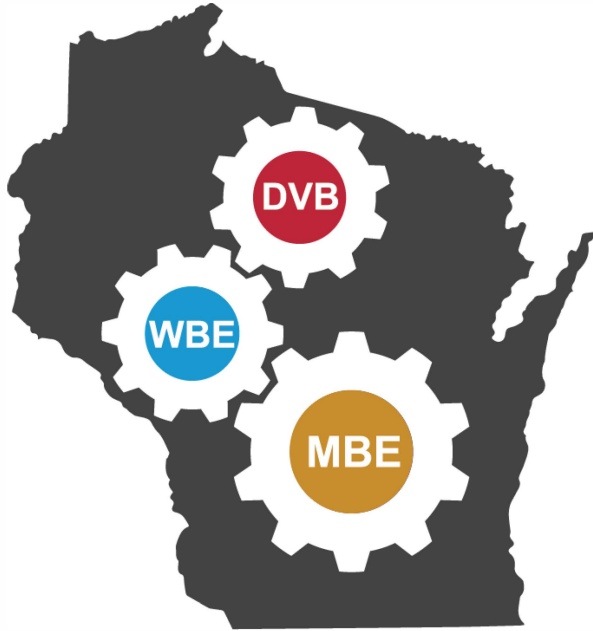
www.wispro.org

Benjamin Blanc

Wisconsin Procurement Institute (WPI)

BenjaminB@wispro.org | 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226



WISCONSIN

SUPPLIER DIVERSITY PROGRAM

Certifying Minority, Disabled Veteran and Woman Owned Businesses

State of Wisconsin has a goal of purchasing 5% with MBEs and 1% with DVBs.

We certify MBEs, DVBs, and WBEs, enhancing their opportunities to work with the State of WI, government agencies, and private companies.



DEBUNKING THE MYTH

OPPORTUNITIES FOR BUSINESSES OF ALL SIZES AND FROM ALL INDUSTRIES



BREAKING BARRIERS

"The State of Wisconsin does business with businesses of all sizes and from all industries."

"Don't believe the myth that the state only contracts with large firms for bulk items or infrastructure projects."



ESUPPLIER



My INFORMATION

ANNOUNCEMENTS

Quick Links

HELP DESK

Questions related to Solicitations

Please reference the Agency Contact on the solicitation page.

General Procurement Questions

State Bureau of Procurement

Email: DOAWISPro@wisconsin.gov

Phone: (800) 482-7813 (U.S. only) or 608-264-7897

Hours: 7:30 am – 6:00 pm CST (M-F)

Technical Questions

Email: STARSupport@wisconsin.gov

Phone: (844) WIS-STAR (947-7827)

Hours: 7:30 am – 6:00 pm CST (M-F)

Most Recent Solicitations

SOLICITATION REFERENCE	TITLE	AGENCY	DUE DATE/TIME
437003-M24-0002291	Lived Experience Stakeholder Support	DCF	11/29/23 2:00PM
JD-B24-0049	Canon Cameras model EOS R5, and Accessories-Rebid	DOJ	11/21/23 3:00PM
24-410-41	E-Grant Processing	DNR	11/17/23 2:00PM
S-1453 DPH-23	CAREWare Implementation and Data Importing	DHS	11/13/23 2:00PM
510514	Setina Auto Products for Law Enforcement Vehicles	WisDOT	11/07/23 2:00PM
JDD0010A	Wausau Crime Lab Janitorial Services	DOJ	11/03/23 3:00PM
24-416-20	Tree Common Stand Exam	DNR	11/02/23 2:00PM
WHS24-0078	Black Point Maintenance and Landscaping	WHS	10/30/23 2:00PM
S-2403	Stocking/Braces Supplies and Services	DHS	10/27/23 2:00PM
S-1364	Facilities Books	DHS	10/25/23 2:00PM

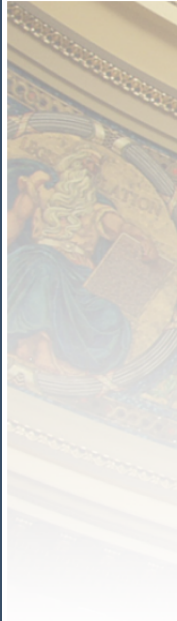
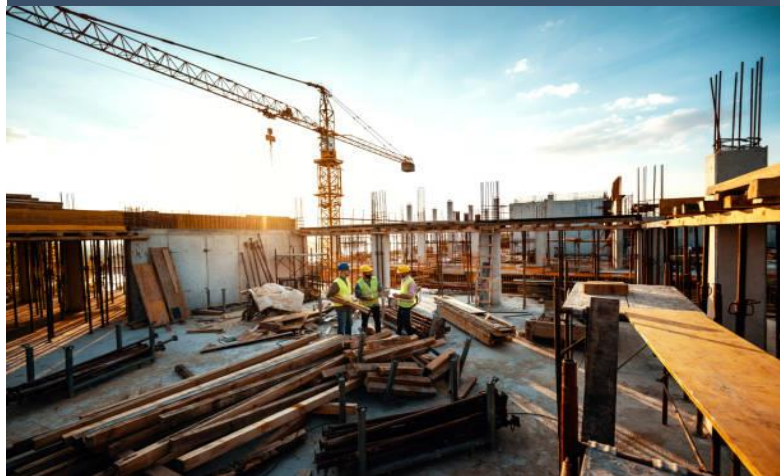
We have resources that can help!



THE DIVISION OF FACILITIES DEVELOPMENT DFD

Building Construction

List of Projects Out For Bid



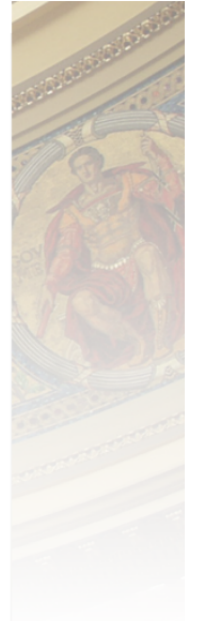
This web page is an electronic listing of Department of Administration construction projects recently bid. Click on underlined text to view additional information:

[Back to Projects Out for Bid](#)

- To view bidding documents click on the project title. Note that the default display is for the past 3 months of bidding. This can be changed using the date boxes below and then clicking on Submit.
- Click on the Bid Tab link under the Bid Date to view the Bid Results.
- If the project number is underlined and/or blue, then one or more construction contracts have been issued for that project. To view the list of contracts issued, click on the project number.
- Note: [Notices of Proprietary Acquisition](#) are located at the bottom of this page.

Project Bidding - Listing of Projects Previously Out for Bid Between Tuesday, Jul 18 2023 and Wednesday, Oct 18 2023

Project Number	Bid Date	Project Title	Agency/Institution	A/E	Estimate Construction Cost	Project Manager	Prebid Tour Date	Prebid Tour Mandatory
1811N GPC	10/18/2023	Box Culvert Removal and New Bridge Construction GPC Only	NATURAL RESOURCES/ STATEWIDE	Cedar Corporation	\$2,500,000	Shumaker	9/28/2023	No
19F1YREBID GPC	10/18/2023 MEP ID	HVAC System Renovation	UNIVERSITY OF WISCONSIN/ EAU CLAIRE CAMPUS	HVP Design, Inc.	\$1,136,500	Sieghan		No
23C15 (Proposal)	10/18/2023	Flooring Replacement	UNIVERSITY OF WISCONSIN/ GREEN BAY CAMPUS	Architects Group Limited	\$126,500	Hoffmann	10/3/2023	No
23D1UREBID (Proposal)	10/18/2023	PRV-4 Discharge Pipe Modification	UNIVERSITY OF WISCONSIN/ MADISON CAMPUS	Juhi Energy, Inc. dba Power Engineers Collaborative LLC	\$100,000	Jansen		No
21K1O GPC	10/17/2023	Exterior Envelope Repairs GPC Only	UNIVERSITY OF WISCONSIN/ MILWAUKEE CAMPUS	Strang, Inc.	\$1,415,000	Hoffman		No
22A1Y GPC	10/17/2023	Readiness Center Roof Replacement GPC Only	MILITARY AFFAIRS/ FORT ATKINSON	InSite Consulting Architects LLC	\$639,450	Kirchstein	10/3/2023	No
22A2IREBID2 (Proposal)	10/17/2023	Concrete Stairs and Sidewalk Replacement	HEALTH SERVICES/ MENDOTA MENTAL HEALTH INSTITUTE, MADISON	Jewel Associates Engineers Inc	\$248,500	Wischhoff	10/3/2023	No
22C3L (Proposal)	10/17/2023 BidTab	Repair Shuttle Road Flood Damage	NATURAL RESOURCES/ HARRINGTON BEACH STATE PARK	AECOM Technical Services Inc	\$168,000	Wischhoff	10/6/2023	No
18H2IREBID3 MEP	10/12/2023 BidTab	New Secure Residential Treatment Unit and Diversion Unit	CORRECTIONS/ OSHKOSH CORRECTIONAL INSTITUTION, OSHKOSH	Venture Architects	\$1,884,000	Hoffmann	9/27/2023	No
21L2J-02 MEP	10/12/2023 BidTab	Pit C to Pit B Steam Line Replacement	CORRECTIONS/ OAKHILL CORRECTIONAL INSTITUTION, OREGON	Affiliated Engineers, Inc.	\$700,000	Cunat	10/3/2023	No
22A2J MEP	10/12/2023 BidTab	Elevator Modernization	UNIVERSITY OF WISCONSIN/ PARKSIDE CAMPUS	Bloom Companies LLC	\$417,300	Hall	9/22/2023	No





HIGHWAY CONSTRUCTION CONTRACT INFORMATION

- General notices to contractors
- Contractor tips
 - Highway Construction Contract Information Contractors Checklist

IS OBTAINING STATE CERTIFICATION A SUITABLE CHOICE FOR YOUR BUSINESS?

- Is your service or product something that the State may want to acquire?
- Can you reliably deliver high-quality products or services on a significant scale?
- Are you open to disclosing your business details?
- Are you prepared to invest effort in securing state contracts?



APPLY *for* CERTIFICATION

SupplierDiversity.wi.gov

- Self Assessment/Eligibility Quiz
- Gather Checklist Documents
- Apply – Entirely Online
- Application Review Within 30 Days
- APPROVED...work begins!



Certification Musts - Overview	MBE	WBE	DVB
≥51% Owned, Managed & Controlled	✓	✓	✓
Useful Business Function	✓	✓	✓
Federal Business Taxes	1 year	3 years	3 years
Application Fee	\$0	\$150	\$150
Certification Period	3 years	3 years	3 years
Out-of-State Business	✓	✓	✗



WISCONSIN

SUPPLIER DIVERSITY PROGRAM

Certifying Minority, Disabled Veteran and Woman Owned Businesses

[Home](#) [Search for Business](#) [Apply for Certification](#) [Login](#)

Once you have completed the registration process you have 30 days to complete and submit the application for certification. After 30 days this registration will be deleted

Business Information

Contact Information

Tax ID:* FEIN DUNS #: Business Name:*

Business Email: Web Site URL:

Street Address:*
(No PO Box)

County:(WI Only) City:* State:* Zip:*

Business Phone:* Ext: Fax:

Certification Applying for:* Minority-Owned Business Enterprise (MBE)
 Woman-Owned Business Enterprise (WBE)
 Disabled Veteran Owned Business (DVB)

GETTING STARTED



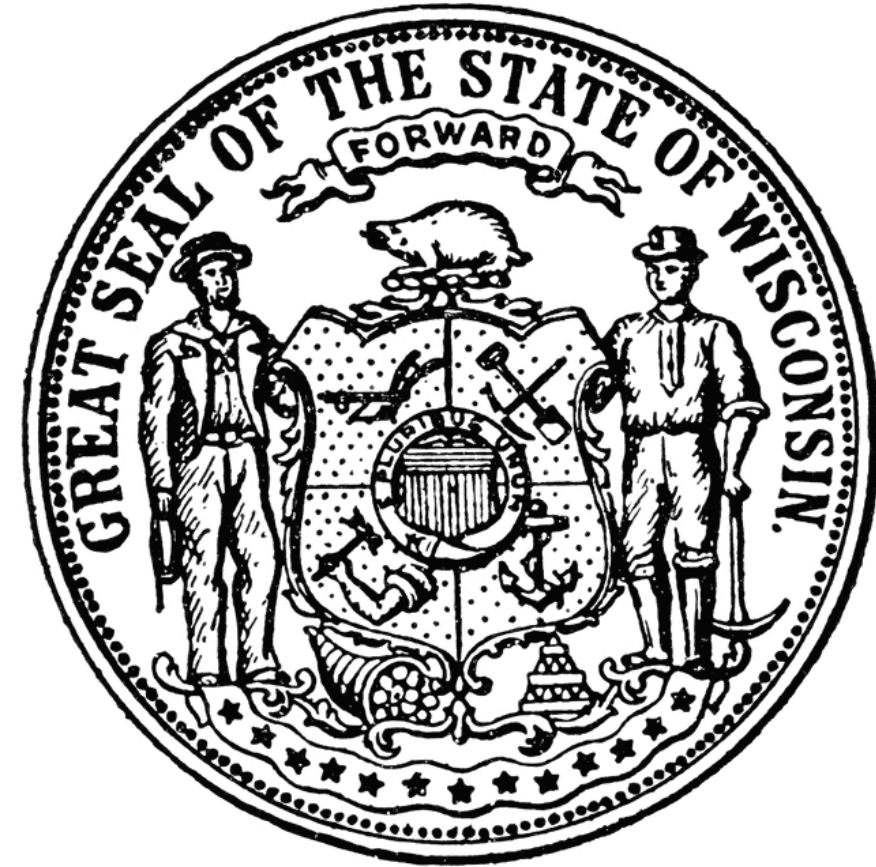
BENEFITS OF CERTIFICATION

- Permissive 5% Bid Preference (MBEs, DVBs) meaning you can bid 5% above the lowest bid and if you meet the required criteria, the bid is awarded to you.
- MBE – 5% State Purchasing Goal
- DVB – 1% State Purchasing Goal
- Business Listed in Database of Certified Suppliers – SupplierDiversity.wi.gov
- Broader Reach to Public and Corporate Buyers
- Logos - to show you are certified



WHY GET CERTIFIED

- Government contracts come with stable revenue streams.
- Expansion into new markets and industries.
- Competitive advantage over non-certified competitors.
- Networking opportunities and valuable resources.
- Training and Development
- Demonstrates commitment to diversity and inclusion, aligning with client and partner values.



Leveraging YOUR CERTIFICATION

**NETWORK
BID | WIN | PERFORM**

SupplierDiversity.wi.gov

- NETWORK
- BID – Locate the Bid Opportunities (Bulletin)
 - Have a well written Capabilities Statement
- WIN – Low or Competitive Bid
 - 5% Bid Preference
- PERFORM
 - Complete Project to Satisfaction of Agency or Campus
 - On Time/Quality
 - Communicate!
- Teaming/Partnering/Subcontracting



CONDUCTING BUSINESS WITH THE STATE OF WISCONSIN

- You do not need to be certified to bid on State projects
- However, you **must be certified** to utilize the MBE or DVB 5% bid preference.
- Opportunities for State of Wisconsin and University of Wisconsin Contracts can be found in the following locations:
 - [FAQ at SupplierDiversity.WI.Gov](#)
 - [eSupplier \(Goods and Services\)](#)
 - doa.wi.gov/Pages/DoingBusiness/AE_Summary.aspx



PLACES TO GET CONNECTED



**ETHNIC & DIVERSE
BUSINESS
COALITION**



eventbrite



**WESTERN WISCONSIN
WOMEN'S BUSINESS CENTER**

start ▶ in
WISCONSIN



WIDEN
Diverse opportunity starts here.

meetup

**Wisconsin Chamber of Commerce
Directory**



CONTACT INFORMATION

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Phone:(608)-267-0297

Thank You!

