



An APEX Accelerator

Emerging Issues:

Innovation – What does innovation look like from DoD’s perspective?

October 24 | 11:00 am - Noon

Presented by:

Marc Violante, Wisconsin Procurement Institute



Webinar Etiquette

PLEASE

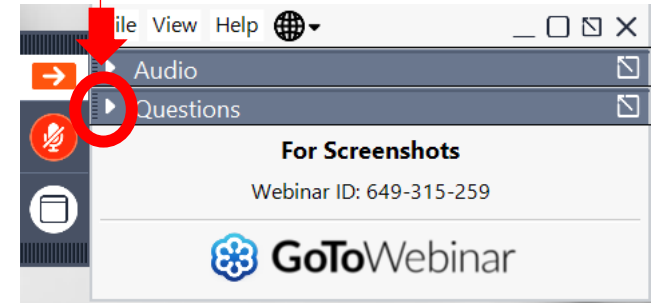
- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

THANK YOU!



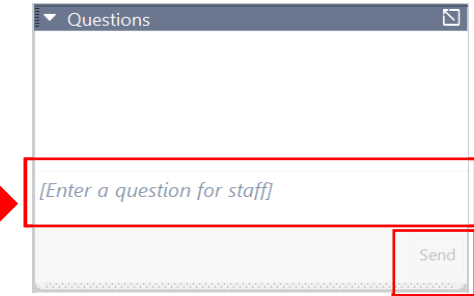
OPENING THE QUESTIONS BOX

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





Assisting Wisconsin businesses compete in the government marketplace.

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)*

■ 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

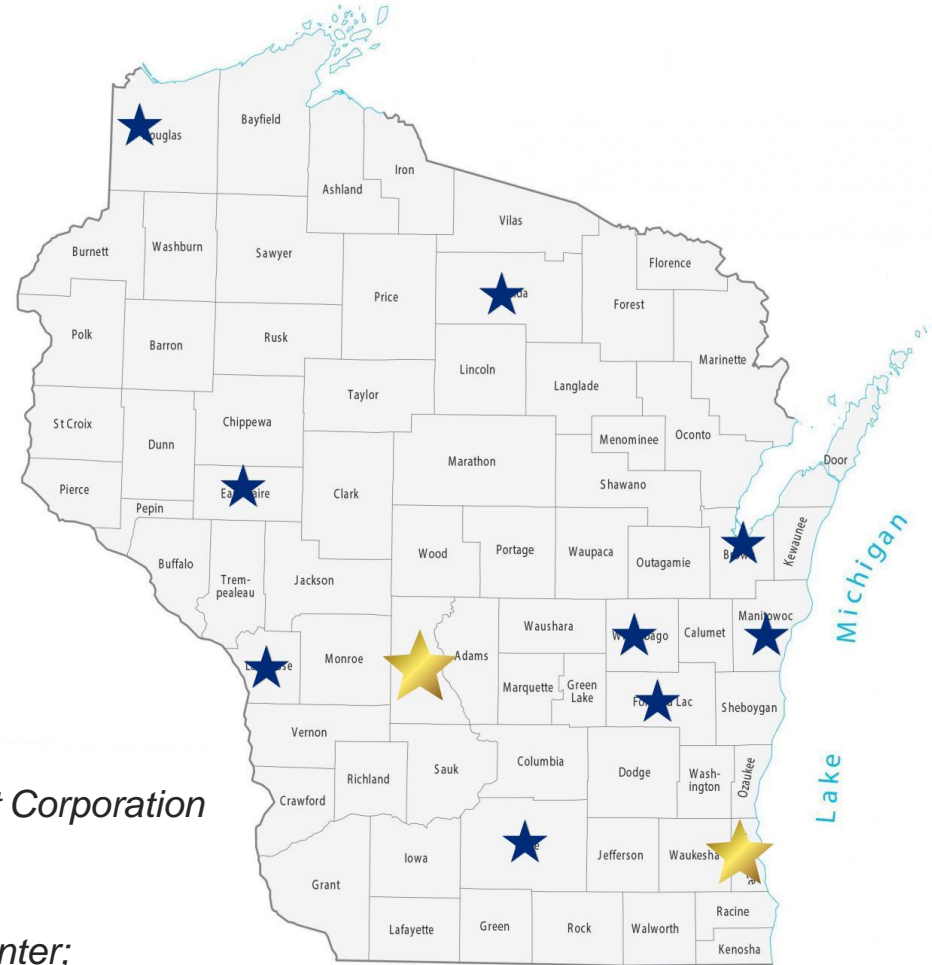
- *Progress Lakeshore*

■ OSHKOSH

- *Greater Oshkosh Economic Development Corporation*

■ SUPERIOR

- *Small Business Dev Center; UW Superior*



APEX ACCELERATORS

WISCONSIN APEX ACCELERATOR

UPCOMING EVENTS

- APR 1:00 pm - 2:00 pm
16 Acquisition Hour: SAM.gov – Tools for Contracting
- APR 9:00 am - 12:00 pm
24 Government Certification Workshop – State Certifications – Madison, WI
- APR 12:00 pm - 1:00 pm
24 Acquisition Hour: Overview of the Contractor Performance Assessment Reporting System (CPARS)
- APR April 30, 2024 - May 3, 2024
30 Lieutenant Governor's Small Business Academy
- MAY 8:00 am - 4:00 pm
16 10th Annual DoD Contract Management Update — Appleton, WI

Innovation

What does innovation look like from DoD's perspective?

Marc N. Violante

Wisconsin Procurement Institute

October 24, 2024

Webinar Overview

- Companies generally see DoD innovation through DARPA, SBIT/STTR topics and other DoD R&D focused opportunities. To an extent, innovation is a one-way conversation. Can companies interested in these opportunities become more successful if they have a better understanding of how DoD looks at innovation?

Disclaimer

- AI – MS Copilot was used to generate many of the images.
- Spelling doesn't seem to be a strong suit.



October 24, 2024

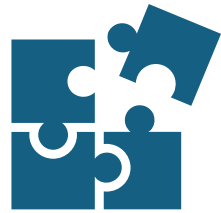
Insight to
Innovation

Welcome
TO
DoD Innovation

Image: Microsoft Copilot, DALL E 3



Key Ideas – similar but different

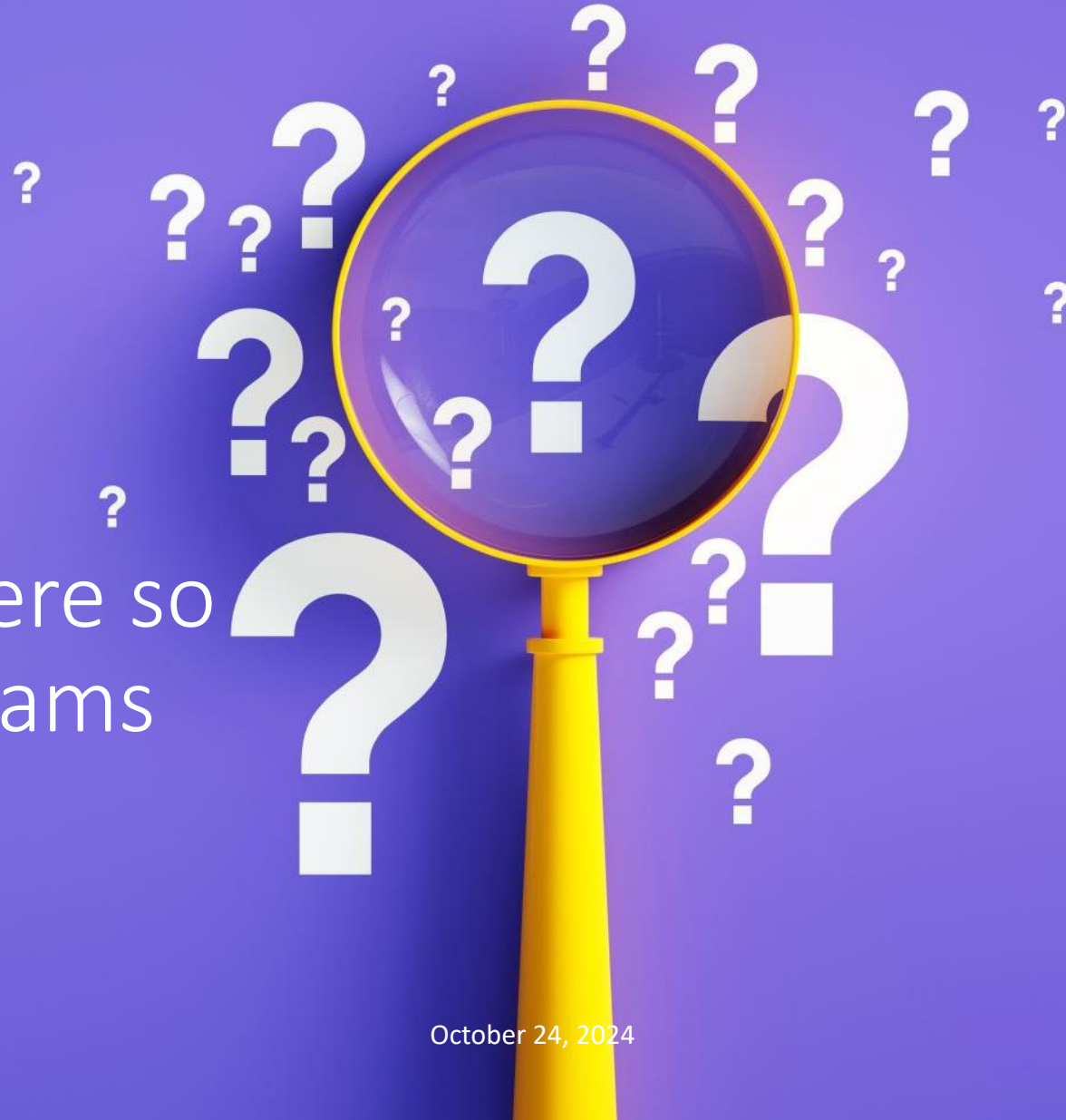


Innovation

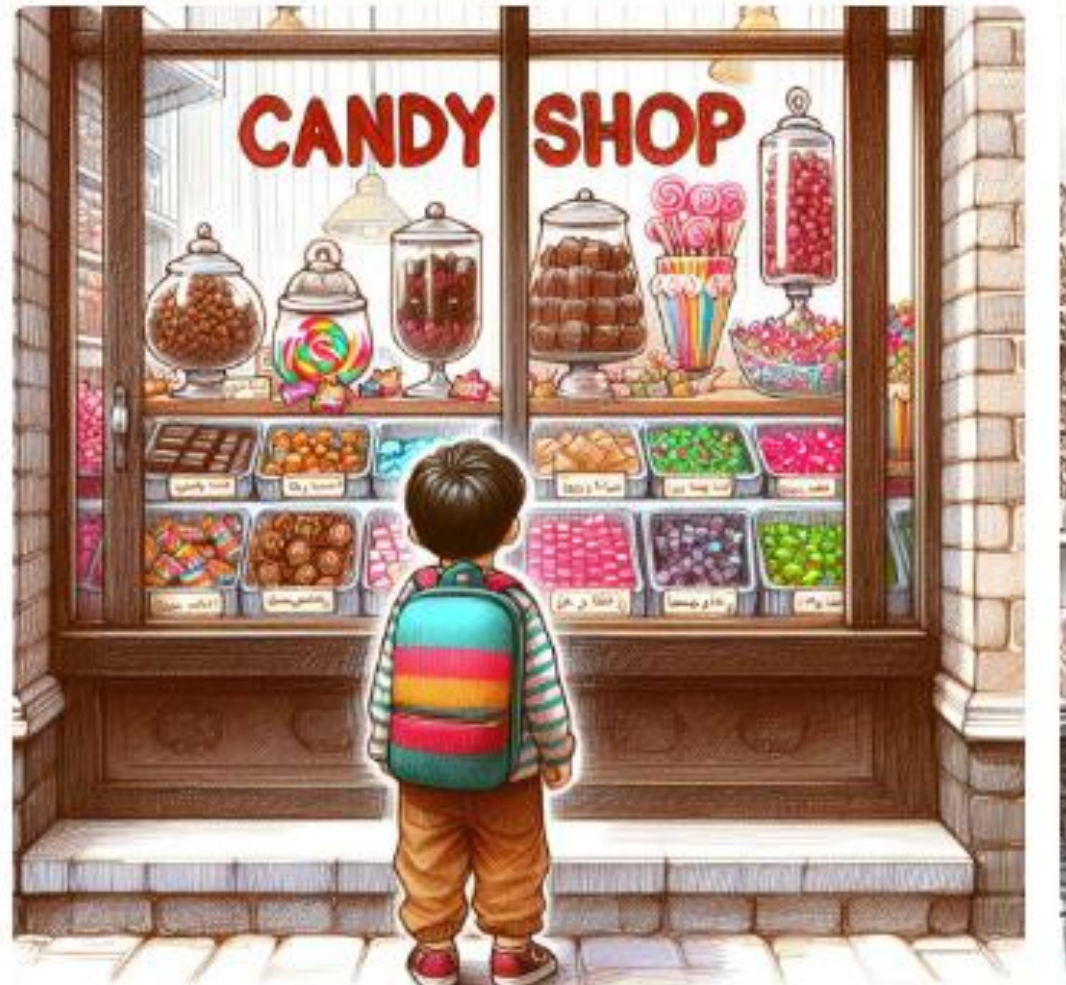


Research and
Development

Why are there so many programs



“oh shiny”



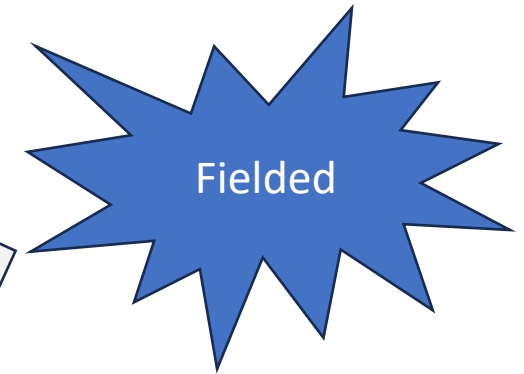
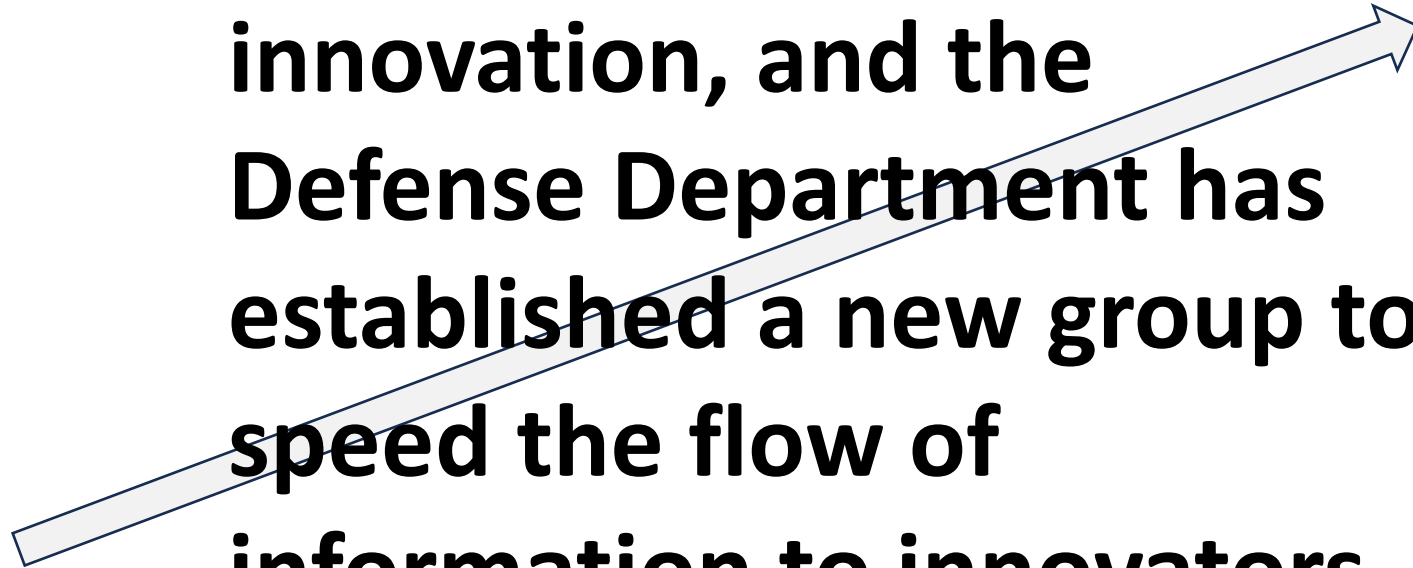
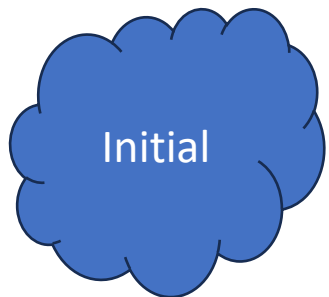
October 24, 2024

Image: Microsoft Copilot, DALL E 3

DOD Innovates

- To meet the need to innovate with **urgency** in the 21st century, the Defense Department has relentlessly focused on executing a **customer-centric innovation strategy**, where the main customer is the warfighter. Over the last two and half years, efforts to innovate have spanned all steps in the process, from policy to acquisition. The department's newest initiative, Replicator, is the next step in these efforts.

Speed is crucial to innovation, and the Defense Department has established a new group to speed the flow of information to innovators around the military.



<https://www.defense.gov/News/News-Stories/Article/Article/3931149/transition-tracking-action-group-uses-artificial-intelligence-analytics-to-speed/>

Speed is crucial

- Speed is crucial to innovation, and the Defense Department has established a new group to speed the flow of information to innovators around the military.
- The Transition Tracking Action Group looks to improve the department's ability to track transitions from the initial stages of research and development to fielded capabilities in the hands of warfighters, said Cyrus Jabbari, the chief data officer to the Under Secretary of Defense for Research and Engineering.
- [Transition Tracking Action Group Uses Artificial Intelligence, Analytics to Speed DOD Innovation > U.S. Department of Defense > Defense Department News](#)

DoD Innovation – Experimentation & Prototyping

- DOD aims to test, measure, optimize and field new technologies that will **advance missions and create the force of the future.**
- **Rapid Defense Experimentation Reserve**
- In October 2021, the secretary of defense established the Rapid Defense Experimentation Reserve initiative to expand multi-DOD component experimentation in a structured, multi-year campaign of learning to accelerate new capabilities to fill critical joint warfighting capability gaps.

Innovation – Drivers

- Unit
- Mission
- Capabilities
- Need
- Threats
- National Security

Opportunity Pathways - general

- Contracts
- Unsolicited Proposals
- Grants
- Agreements
 - SCAA
 - CRADAs
- Other Transaction Authority (OTAs)
- Defense Production Act (DPA)
- Contests
- Hackathons
- Challenges
- Crowdsourcing

DoD Policy

- DOD's defense innovation policy aims to **improve warfighting capabilities** through adopting technologies and processes to address challenges from competitors.

International Perspective (Japan) on the need

- **TOKYO** — One year after enacting its Act on Enhancing Defense Production and Technology Bases law, Japan’s top military acquisition official said Oct. 16 the current landscape makes it more important than ever.

Ishikawa Takeshi, commissioner of acquisition, technology and logistics agency for the Ministry of Defense, said “due to changes in the security environment surrounding Japan, when I talk about the importance of strengthening Japan’s defense production technology base, I have no choice but to touch upon the recent international situation.”

International Perspective - continued

- “defense production and technology bases are a virtually integral part of defense capability itself,”
- Japan’s defense production and technology bases have been weakening as more companies have withdrawn from the defense business and fewer new entrants have emerged, due in part to the low profitability, the uncertainty of investment returns and aversion and reputation risks associated with the defense business, the summary said.

PUTIN THROWS A GLOBAL PARTY

- **President Vladimir Putin** opened the **BRICS summit** in the Russian city of Kazan today, and it was clear that for all the Western efforts to isolate Russia, Putin is no pariah. **The Russian leader is hosting 36 countries in Kazan, 22 of which are sending heads of state.** The three-day gathering is the largest Putin has hosted since launching the war on Ukraine.
- Beyond warm words, attendees at the BRICS summit are reportedly discussing ways to boost the use of local currencies to **lessen the dollar's dominance**, thereby weakening the U.S. ability to use sanctions as a pressure point.

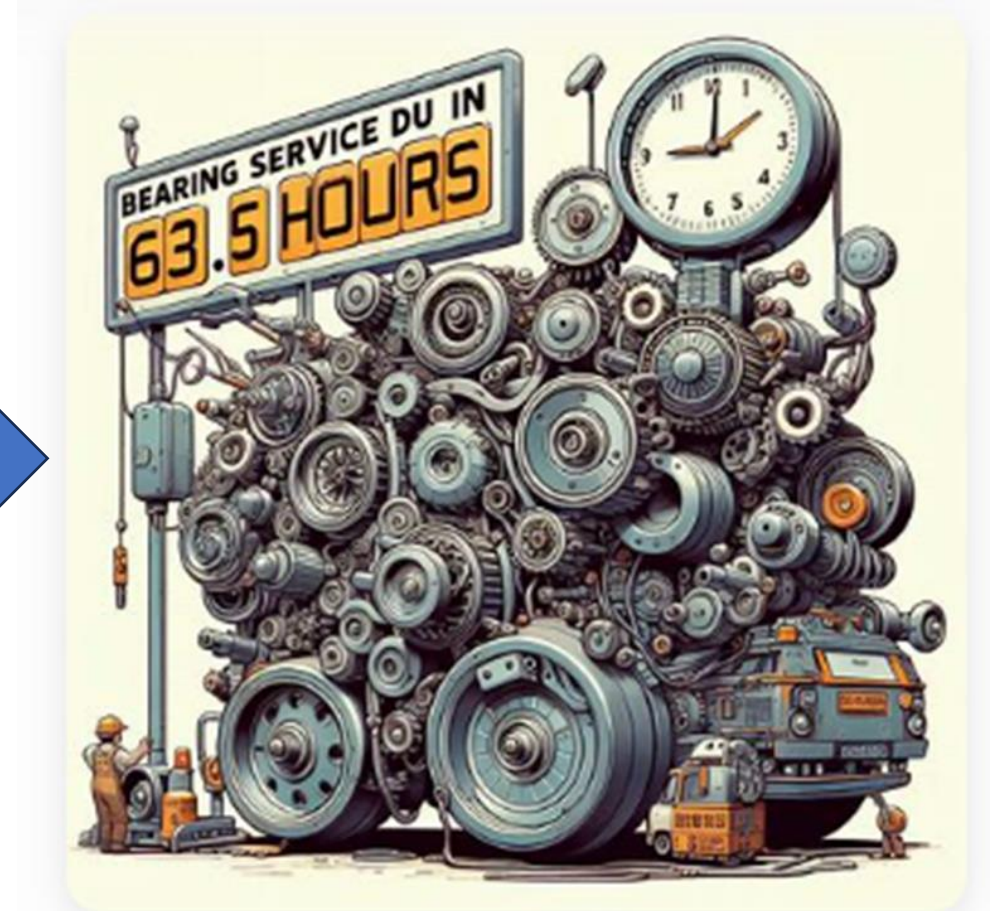
Global Changes – mean what?

- “the intergovernmental organisation comprising Brazil, Russia, India, China and South Africa – admitted four new members: Egypt, Ethiopia, Iran and the United Arab Emirates”
- “The group's decision to open the door to new members was taken at its Johannesburg summit in August 2023, sparking a debate about its growing international influence.”
- “According to estimates, BRICS+, as the organization has been informally called since its expansion, now accounts for 37.3 % of world GDP, or more than half as much as the EU (14.5 %). “

Innovation in Industrial Processes

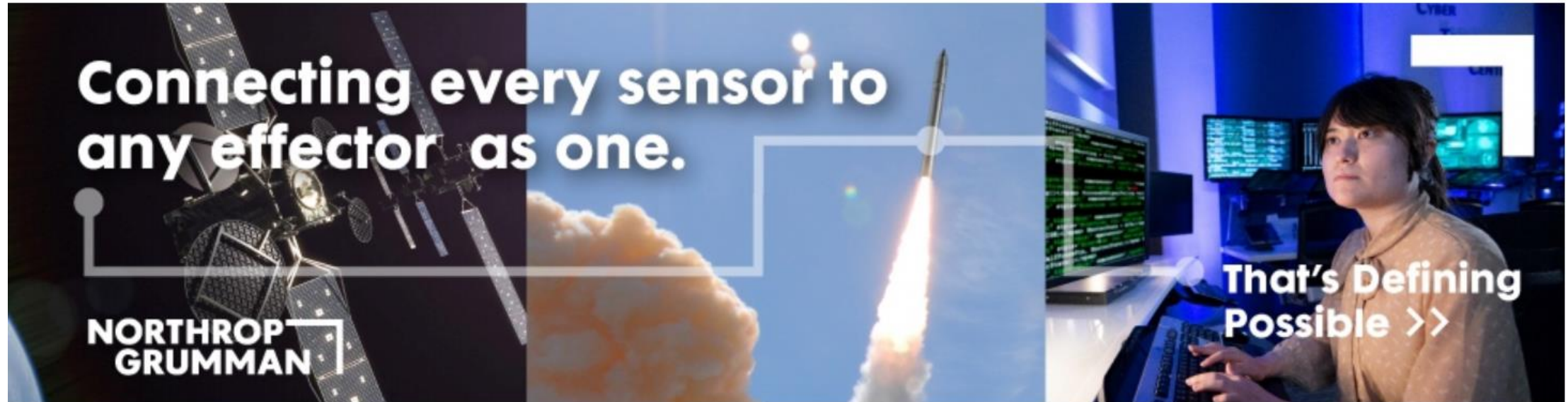
- Building enduring advantages requires not only enhancements to end products **but also innovations in industrial production**. To improve industrial processes for defense while meeting the current and future needs of the Joint Force, the DoD has established **nine Manufacturing Innovation Institutes (MII)** as public private partnerships. These DoD MIIs are focused on advancing manufacturing technologies and processes, building strong supporting ecosystems, and providing advanced manufacturing education and workforce development. We must build on these efforts to reduce the timelines for producing critical items and significantly increase our ability to manufacture new technologies at speed and scale.

Wanted – Innovation (Industry 4.0)



Images: Microsoft Copilot, DALL E 3

Northrop Grumman's view



Defense Innovation OnRamp Hubs

A program within the Defense Innovation Unit

- The Defense Innovation OnRamp Hubs serve as an open door to the Department of Defense; where academics, companies and entrepreneurs can learn how to enter the national security innovation base, discover how to access government programming and funding, and engage in national security events and opportunities.
- *Through a national network of Hubs, academic, business and defense organizations come together to develop solutions to problems and put new technologies directly in the hands of the warfighter. **Get connected with an OnRamp Hub in your region or visit our online Hub to get started today.***

DIU - 2023

DIU by the Numbers

**FY 2023
Snapshot**

33

solicitations for
commercial solutions
posted to diu.mil
(-8%)⁴

1,768

commercial
proposals received
(+8%)

197

average business days
to award prototype OT
contracts (+39%)⁵

90

prototype OT
contracts awarded
to commercial
companies (+11%)

\$502.2M

total value of prototype OT contracts awarded to
commercial companies (\$298M) plus modifications from
prior contracts (+145%)

10

commercial solutions
transitioned to DoD users (-41%)⁶

DIU - locations



<https://www.diu.mil/defense-innovation-onramp-hubs>


Innovation –

Google:
innovation
site:.mil
~60+

 National Security Innovation Network (.mil) · <https://nsin.mil> ⋮

National Security Innovation Network: Home

NSIN connects innovators from defense, academic, and entrepreneurial ventures to solve national security issues in new ways.

 Health.mil · <https://health.mil> ⋮


Innovation at the Defense Health Agency

Jul 11, 2023 — Innovation at the Defense Health Agency. DHA is improving health care delivery to our service members and their families through innovation. We' ...

 AF.mil · <https://www.af.mil> ⋮

Air Force innovation: Empowering Airmen

Jul 9, 2023 — Innovation across the Air Force can involve anything from work processes to physical assets and often include policy updates to long-standing ...

 Marine Forces Reserve (.mil) · <https://www.marforres.marines.mil> ⋮

Marine Innovation Unit

Headquartered in New York, MIU is an all-volunteer team from diverse backgrounds working in advanced technology, academia, and makerspaces.

 serdp (.mil) · <https://serdp-estcp.mil> ⋮

Innovation Landscapes Network

The lands and waters that sustain DoD test and training missions are experiencing rapid ecological changes brought on by wildfire, drought, invasive species ...

 DoD Innovation Pathways (.mil) · <https://www.ctinnovation.mil> ⋮

Innovation Ecosystem

INNOVATION ECOSYSTEM. The Innovation Ecosystem illustrates the connections between organizations involved with the Department of Defense, including ...

Two sides of the Innovation Coin

- DOD innovation initiatives focus on accelerating the adoption of **commercial** and **dual-use technology** to solve operational challenges strengthen national security.
- [DOD Innovates \(defense.gov\)](https://www.defense.gov/Spotlights/DOD-Innovates/)
<https://www.defense.gov/Spotlights/DOD-Innovates/>

Across the Army, units lean into drone experimentation

- [In division after division, soldiers are learning to use a rising wave of robots and other unmanned systems.](#)
- <https://www.defenseone.com/technology/2024/05/across-army-units-lean-drone-experimentation/396934>

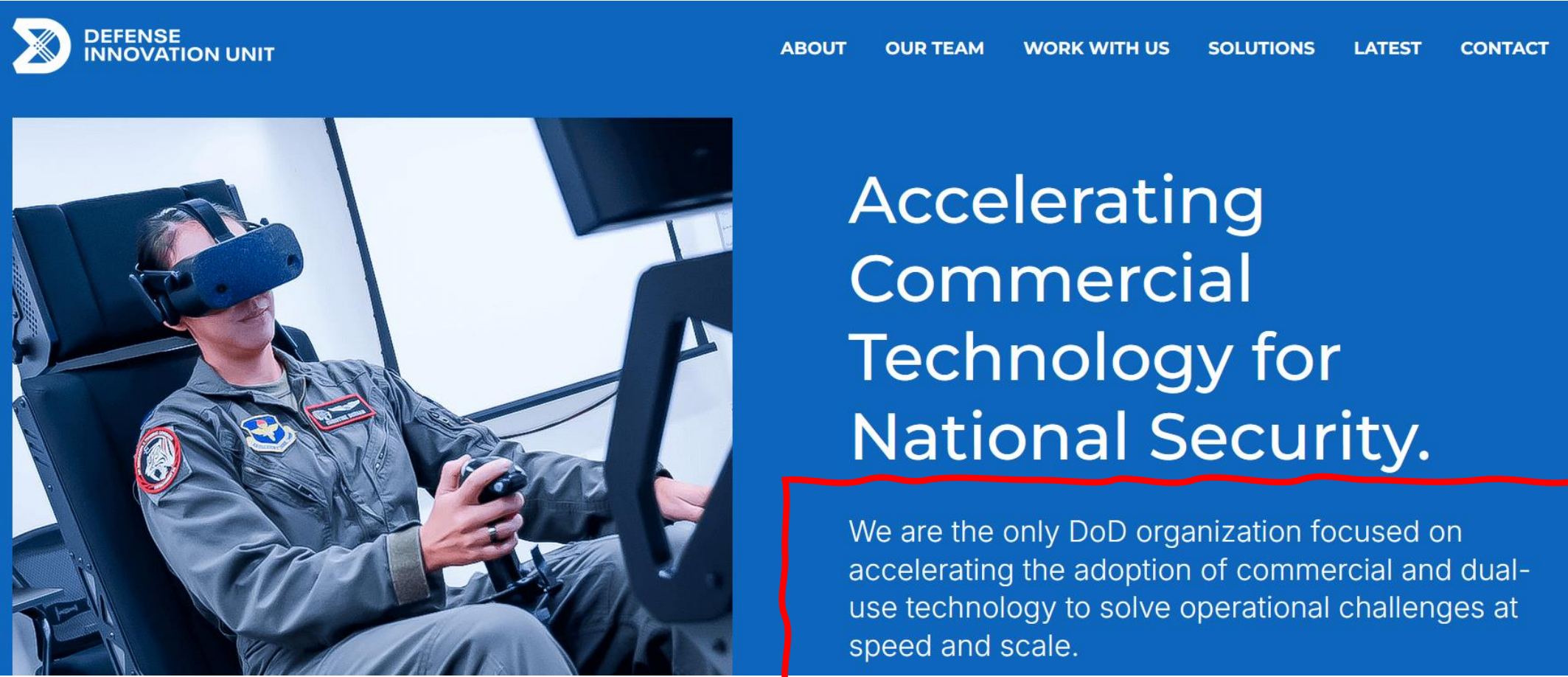
Navy Expands Additive Manufacturing Aboard Ships

- <https://www.nationaldefensemagazine.org/articles/2024/5/22/navy-expands-additive-manufacturing-aboard-ships>

Army experiments with 3-D printers

- **Army cleared to buy 3-D printers for small units to experiment with UAS fabrication, repair**
- Congress has approved an Army request to immediately launch a project to provide 3-D printers to small units to experiment with manufacturing spare parts for -- and even building from scratch -- rucksack-portable, uncrewed aircraft systems, allowing on-demand repair and customization. Lawmakers last week approved an Army proposal to reprogram funds for the project that sought \$16.2 million for the Small Unmanned Aircraft Systems program, a sum that would raise fiscal year 2024 allocation for the budget line from \$30.7...


Defense Innovation Unit



The image shows a screenshot of the Defense Innovation Unit website. At the top left is the logo for the Defense Innovation Unit, which consists of a stylized 'D' with a crosshair and the text 'DEFENSE INNOVATION UNIT'. To the right of the logo is a navigation menu with the following items: 'ABOUT', 'OUR TEAM', 'WORK WITH US', 'SOLUTIONS', 'LATEST', and 'CONTACT'. Below the navigation menu is a large photograph of a pilot wearing a VR headset and holding a controller, sitting in a simulator. To the right of the photograph is a large blue box containing the text 'Accelerating Commercial Technology for National Security.' and a red-bordered box containing the text 'We are the only DoD organization focused on accelerating the adoption of commercial and dual-use technology to solve operational challenges at speed and scale.'

<https://www.diu.mil/>

DoD FY 23 – R&D Count & Expenditures

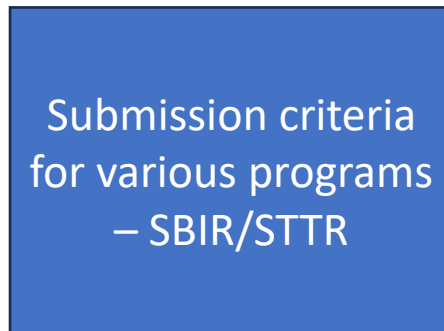


Row Labels	Count of Type	Sum of Dollars Obligated
R&D	935	\$ 30,693,384,861.20
Product	4,977	\$ 161,511,131,701.05
Services	6,300	\$ 94,172,245,773.42
Grand Total	12,212	\$ 286,376,762,335.67

R & D Criteria

- R&D must have each of 5 characteristics:

1. novel;
2. creative;
3. uncertain;
4. systematic;
5. and transferable and/or reproducible.



Submission criteria
for various programs
– SBIR/STTR

R&D Codes

- The R&D code is composed of two alphabetic and two numeric digits
– Example:

PSC	PSC Description
AA11	Agriculture R&D Services; Agricultural research and services; Basic Research
AA12	Agriculture R&D Services; Agricultural research and services; Applied Research

- The first digit is always the letter “A” to identify R&D,
- the second digit is alphabetic “A to Z” to identify the major area
- the third digit is numeric 1 to 6 to identify a sub-area within a major area
- the fourth digit is numeric 1 to 5, to identify the appropriate stage of R&D

R&D Services Major Areas

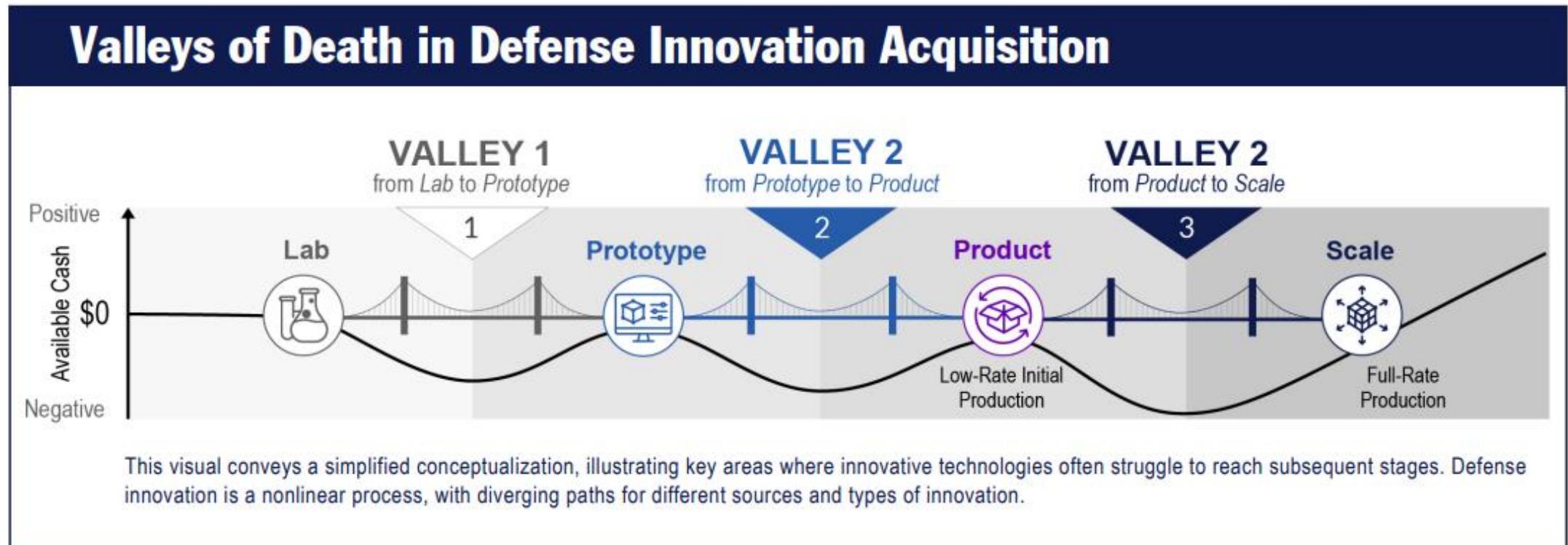
- [AA – Agriculture R&D Services](#)
- [AB – Community and Regional Development R&D Services](#)
- [AC – National Defense R&D Services](#)
- [AF – Education, Training, Employment, and Social Services R&D Services](#)
- [AG – Energy R&D Services](#)
- [AH – Natural Resources and Environment R&D Services](#)
- [AJ – General Science and Technology R&D Services](#)
- [AK – Commerce and Housing Credit R&D Services](#)
- [AL – Income Security R&D Services](#)
- [AM – International Affairs R&D Services](#)
- [AM – International Affairs R&D Services](#)
- [AR – Space R&D Services](#)
- [AS – Transportation R&D Services](#)

R&D 4th Digit

- (1) Basic Research
- (2) Applied Research
- (3) Experimental Development
- (4) Administrative Expenses for R&D
- (5) Expenses for R&D Facilities and Major Equipment

PSC	PSC Description
AA11	Agriculture R&D Services; Agricultural research and services; Basic Research
AA12	Agriculture R&D Services; Agricultural research and services; Applied Research
AA13	Agriculture R&D Services; Agricultural research and services; Experimental Development
AA14	Agriculture R&D Services; Agricultural research and services; R&D Administrative Expenses
AA15	Agriculture R&D SVCS; Agricultural Research & SVCS; R&D Facilities & MAJ EQUIP

Start with the end in mind!



Enter
here



Innovation – Front Door



<https://www.ctinnovation.mil/>

The Issue – The Reality – partial list

Innovation Pathways – organizations

Research & Engineering OUSD(R&E)

Intelligence & Security OUSD(I&S)

Defense Advanced Projects Research Agency

Defense Innovation Board

Defense Innovation Unit

Defense Science Board

Defense Technical Information Center

Developmental Test, Eval & Assessment

Innovation Organization Directory

Missile Defense Agency

National Security Innovation Network

OASD (Critical Technologies)

OASD (Mission Capabilities)

OASD (Science & Technology)

Office of Strategic Capital

See handout

Innovation Pathways – work with us

Innovation Organizations

Business & Industry

Business Resources

Students

Academia

For the Warfighter

Manufacturing, Supply Chain, & Prototyping

Independent Research & Development

Challenges

OUSD(R&E) Critical Technology Areas:

- FutureG
- Trusted AI and Autonomy
- Biotechnology
- Advanced Computing and Software
- Integrated Sensing and Cyber
- Directed Energy (DE)
- Hypersonics
- Microelectronics
- Integrated Network Systems-of-Systems
- Quantum Science
- Space Technology
- Renewable Energy Generation and Storage
- Advanced Materials
- Human-Machine Interfaces

https://www.dodsbirsttr.mil/submissions/api/public/download?uploadId=MTQwNTQyNw==&fileName=DoD_STTR_24.B_full_solicitation.pdf&showOnWeb=true

DoD MANTECH Program

The DoD Manufacturing Technology (ManTech) Program is one effective mechanism for maintaining our technological edge by promoting innovative manufacturing capabilities and an industrial base that can deliver them. To ensure technological advantage over our adversaries, the DoD ManTech program provides an innovative, agile, resilient, responsive, and affordable industrial base by:

- serving as the Department's investment mechanism for identifying, developing, and maturing manufacturing processes that enable affordable production and repair of defense systems and equipment;
- disseminating results to the defense industrial base (DIB);
- striving to enhance the resilience of the supply chain; and
- promoting education and training of the manufacturing workforce.

Army's xTech Program

Established in 2018, the Army xTech Program strives to integrate small businesses and non-traditional vendors into the Army's science and technology ecosystem by providing opportunities for direct exposure to laboratories, program executive offices and program managers from across the Army. Participants receive detailed feedback from Army and DOD stakeholders and have access to training, mentorship, and other support infrastructure as they progress through the competition to determine how best to align their technology solutions with real users and buyers within the Army.



<https://www.xtech.army.mil/>

SB's impact on innovation

- These innovative companies account for 43 percent of all high-tech jobs in the U.S. and generate sixteen times more patents than large firms.
- Small businesses spur innovation, represent most new entrants into the Defense Industrial Base (DIB), and through their growth represent the next generation of suppliers with increasingly diverse capabilities.
- Small businesses are agile and often can implement change more quickly than larger firms.

DoD SB Strategic Plan

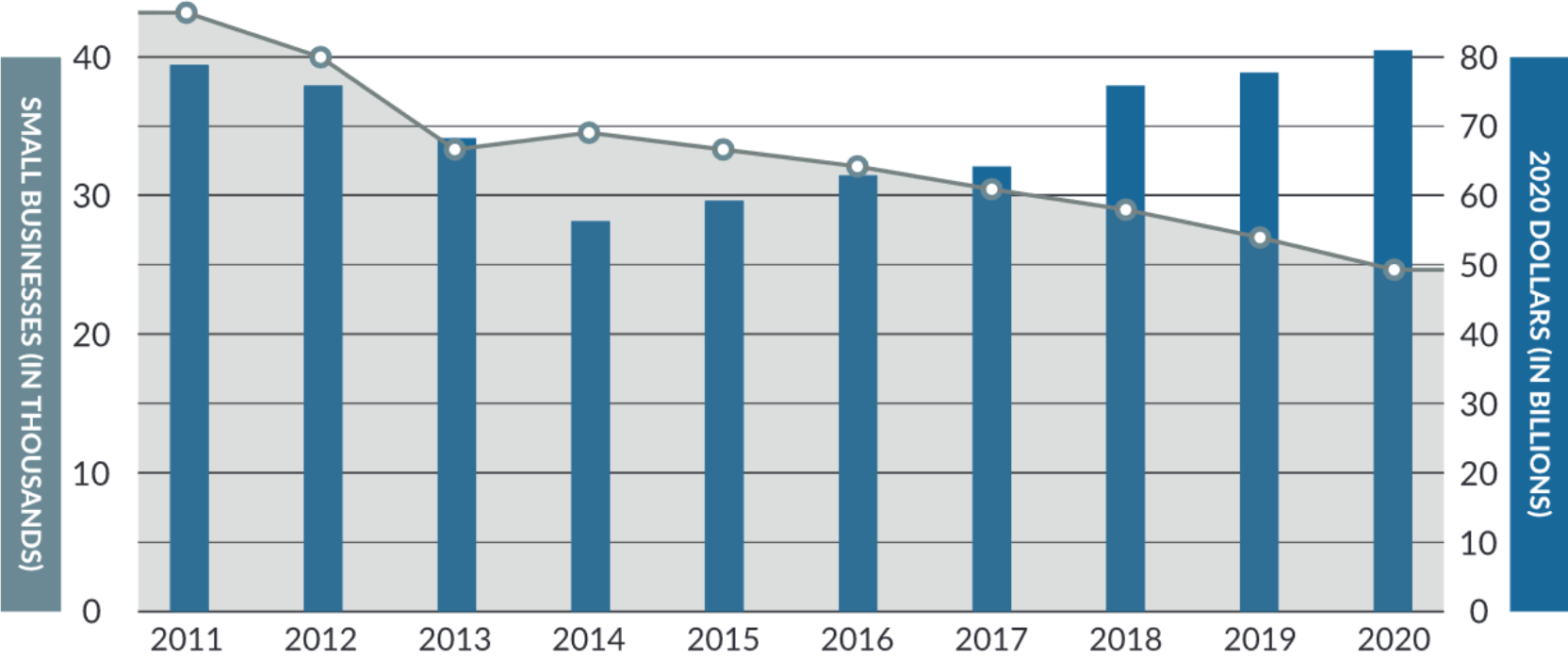


Figure 1. The Department's contract obligations to small businesses and the number of small businesses that received contract awards from the Department (FY 2011 - 2020).

<https://media.defense.gov/2023/Jan/26/2003150429/-1/-1/0/SMALL-BUSINESS-STRATEGY.PDF>

Open DAGIR – “bloom and die”

- WASHINGTON — Instead of a single megaprogram run by a single contractor, the Pentagon wants its [nascent global battle network](#), called [CJADC2](#), to evolve into a rapidly adaptive ecosystem, where [dozens of different applications](#) bloom and die as military needs arise and change.
- So, just after awarding almost a half-billion dollars to Palantir Technologies to [expand its Maven Smart System tenfold](#), the Chief Digital & AI Office (CDAO) [announced a new initiative, Open DAGIR](#), to open the doors to other software developers.

“Bloom and Die?”



Image: Microsoft Copilot DALL E 3

New AI Pilot From the Army

The U.S. Army rolled out yet another [artificial intelligence-tailored pilot](#) on Friday, this time to dive into the innovative uses of **generative AI** (GenAI) for its acquisition activities. **#CalibrateAI** builds on previous initiatives like **#BreakAI**, **#CounterAI**, and **#DefendAI**, all part of the Army's 500-day AI implementation plan to safely develop and deploy AI capabilities. Announced in March, the plan's first 100-day sprint focused on the conditions necessary for AI adoption. After wrapping up this initial phase in August, the Army is now **diving into another 500-day sprint, building on its initial findings.** **#CalibrateAI** will "explore innovative applications" of the technology for Army acquisition activities, according to **Jennifer Swanson**, deputy assistant secretary of the Army for Data, Engineering, and Software. "By using off-the-shelf AI tools and leveraging cross-service authority-to-operate reciprocity granted by DoD CIO, **#CalibrateAI will explore how we increase productivity while enhancing the accuracy of information,**" said Swanson.

Engineering in DoD

- Military and civilian engineers share a unique mission within the Defense Department – to advance cutting-edge engineering technology, systems and practices in specializations that range from cyber and space to hypersonics and quantum science and more, all in support of the warfighter.

The Navy wants to crowdsource innovation

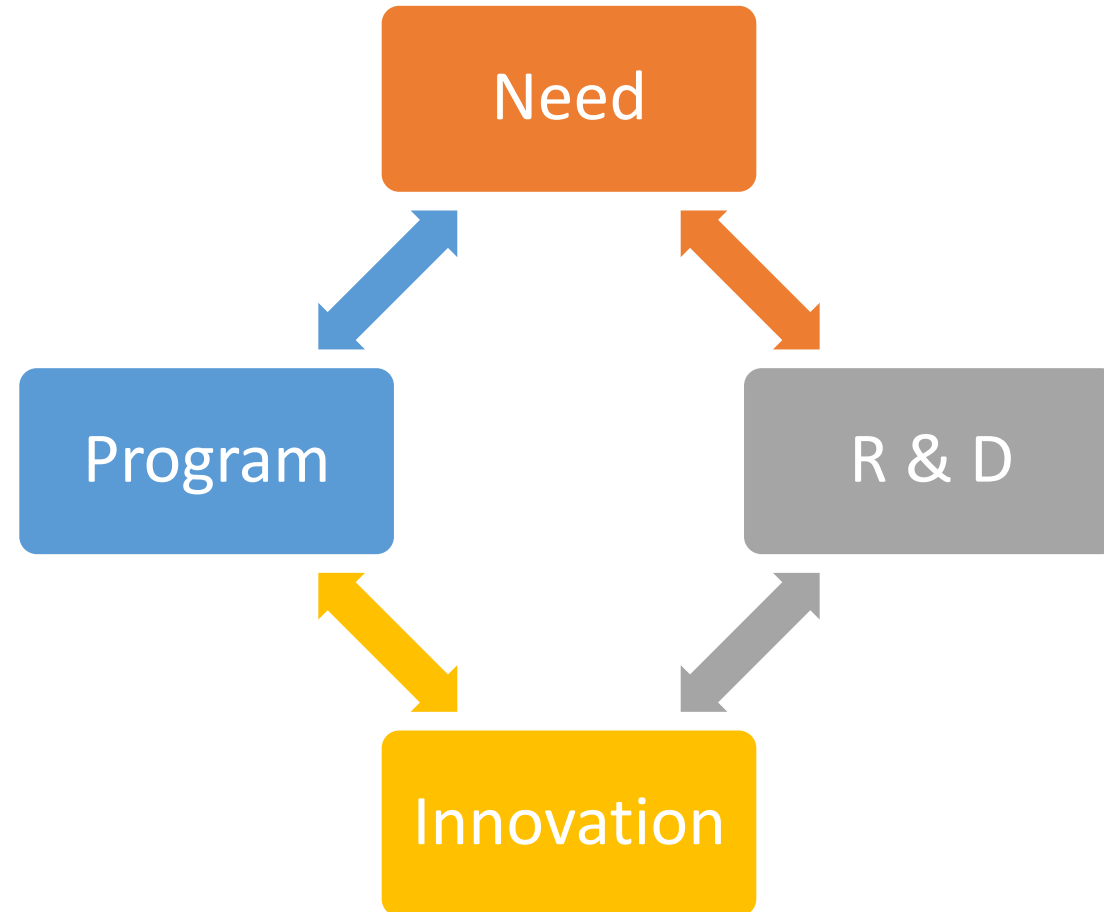
- Two decades ago, the Pentagon’s blue-sky research agency [jump-started](#) an industry-wide scramble for self-driving cars with a pair of contests. These [DARPA Grand Challenges](#) led to events that sought breakthroughs in [urban robots](#), [mapping tunnels](#), and even [space launch](#).
- The notion that militarily useful innovation can be crowdsourced has since taken broader root in the forms of [contests](#), [hackathons](#), and more. Now the Navy wants to push its own “structured challenges” into overdrive.
- A May 25 [memo](#) from acting Chief Technical Officer Justin Fanelli directs the Department of the Navy to “adopt more broadly” the use of contests “to solve specific problems or explore innovative solutions.”

Important Considerations

- Accounting System
- Time and Effort
- Deliverables
- Controlling Information (safeguarding)



Change innovation continues



Questions?



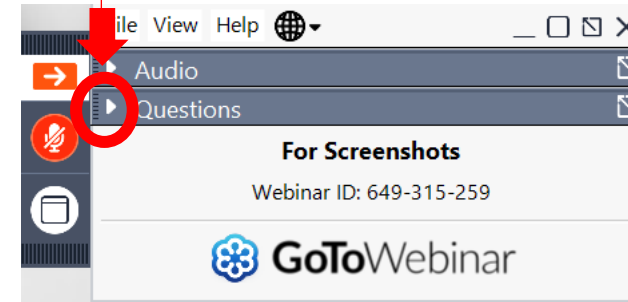
Image: Microsoft Copilot DALL E 3

QUESTIONS?



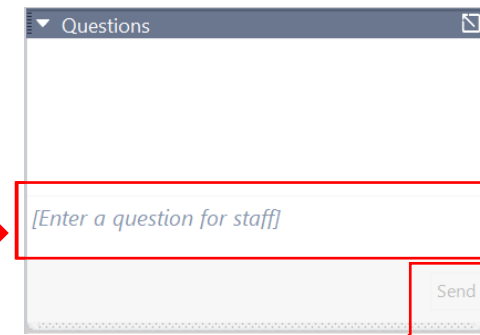
OPENING THE QUESTIONS BOX

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



UPCOMING TRAINING - EVENTS

CYBER FRIDAY LIVE WEBINAR SERIES

Cyber Friday is a series of one-hour webinars focusing on critical topics for DOD contractors and subcontractors in cyber security, data security, and CMMC. Attendees receive 1 CPE credit for attending.

- ~~October 18, 3.1.7 System Maintenance Policy~~
- **November 22, 3.1.8 Media Control Policy, Media Destruction Policy and Personnel Security**
- **January 24, 3.1.11 Risk Assessment Policy, Security Assessment Reports**

EMERGING ISSUES WEBINAR SERIES

This series is intended as an information tool and resource for contract managers and those with a compliance function. Attendees receive 1 CPE credit for attending.

- **Oct 24** – Innovation – What Does Innovation Look Like from DoD's Perspective?
- **Nov 21** – The Critical Role Your Accounting System Plays in SBIR/STTR Success

Expanding Business Opportunities in Rural Wisconsin

The government can be a great customer for your business – especially if you are a small business. The challenge is to know WHAT they buy, HOW they buy it, and WHEN they buy it – AND THEN – how your business can take those first steps to SUCCESSFULLY SELL to the FEDERAL GOVERNMENT. Wisconsin is home to many Federal opportunities from Ft. McCoy, US Army Corps of Engineers, National Park Service, US Forest Service and VA Hospitals and Clinics. It is also home to a number of large prime contractors including Oshkosh Defense, Wisconsin Physician Services and Michels.



November 13

Juneau County
Elroy Theatre

122 S Main St., Elroy, WI 5392



November 14

Black River Falls

Ho-Chunk Gaming (Bingo Hall)

W9010 Hwy 54E, Black River Falls, WI 54615

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



- Save the Date -



**The
Contracting
Academy**

*Developing and Growing
Government Contractors*

Dec 10

Virtual | 9:00 am - 4:00 pm

The Contracting Academy (TCA) is an opportunity for businesses to grow their technical knowledge of contracting with Federal Government, State/Local Government, and Government Prime Contractors. The series of workshops will benefit established businesses looking to grow and develop their government sales.

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



Dec 11-12

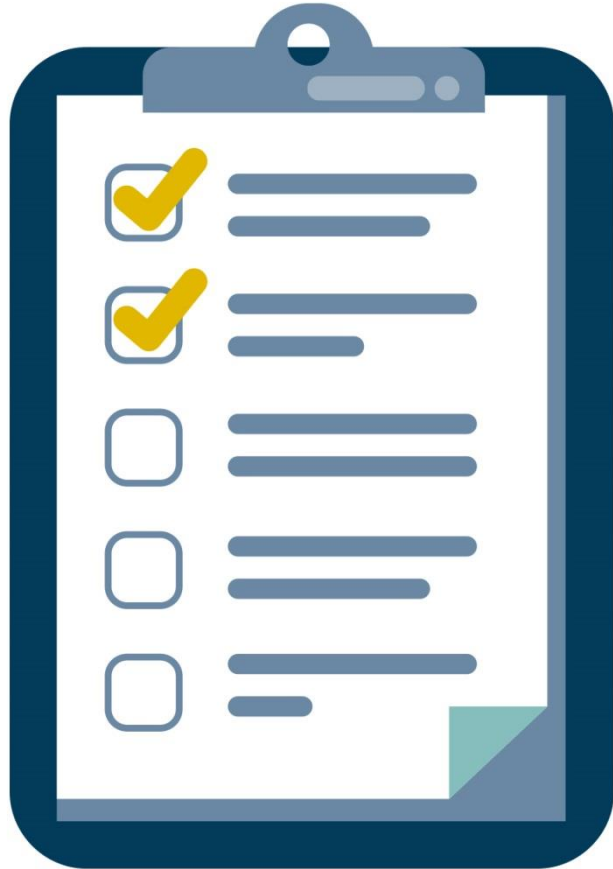
The Baird Center

400 W Wisconsin Ave. Milwaukee WI 53203

Presented by the Wisconsin Economic Development Corporation, MARKETPLACE is the Governor's Annual Conference on Diverse Business Development. This event connects business owners from across Wisconsin seeking to do business with state, federal and local governments as well as the private sector. The conference provides the opportunity for established minority-, woman-, veteran- and LGBTQ+-owned businesses and small businesses to learn from and connect with resource providers, government representatives, corporate buyers and business professionals to lay a foundation for new partnerships and business opportunities.

MarketplaceWisconsin.com

SURVEY



October 24, 2024

CONTINUING PROFESSIONAL EDUCATION



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

Neelu Patil

neelagangap@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Marc Violante

Wisconsin Procurement Institute

MarcV@wispro.org | 920-456-9990

10437 Innovation Drive Suite 320
Milwaukee WI 53226