

Acquisition Hour

Marketing Your Business to the Military

June 11 | Noon – 1:00 pm

Presented by:

Mark Dennis, Wisconsin Procurement Institute





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 and training to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops including Acquisition Hours, Cyber Fridays, Evening FAR sessions, Federal Market Insights and Local Government Sales Opportunities
- Conferences the Governors Marketplace, The Contracting Academy (TCA), WEDCs Small Business Academy, Wisconsin Federal Contractor Forum [DC and in-state], Government Opportunities Business Conference GOBC) with WI military bases, End of Year Federal Contractor Update, Annual DOD Contract Management Update, 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*





What we will Cover Today

- Your Business Online Presence
- Affiliations and Certifications
- Marketing to Defense Logistics Agency (DLA)
- Marketing to Fort McCoy and
Wisconsin Air National Guard

Online Presence

Your Company Website

- Professional Domain Name is a Must! (YourCompany.Com)
- Consider a professional business web developer
- Or: Benchmark the best sites in your industry
- Consistent, updated Branding across all marketing materials
- Company Domain Email Addresses (rather than [@gmail.com](mailto:example@gmail.com))

Points of Contact

- Determine a Government Sales or Business POC person(s) at your company.
- Consistent across SAM registration, website, Capabilities Statement, business cards. Give direct line phone numbers and voice messaging.
- Avoid: Phone trees, “generic” emails [Info@company.com, Sales@etc.](#)
- If you must use a phone tree, include a prompt for “Government Business” early on.
- Impeccable phone etiquette. Answer calls professionally, return messages promptly.
- Avoid use of texting and chatbots. If texting, **proper grammar**, not “ ur, lol, idk ” or emojis !

Social Media

- Use with extreme caution.
- Consider the damage a random bad post can do to your business image.
- LinkedIn probably the safest, most professional platform. Company page.
- Emails much preferred over social media posts for serious communications.
- Consider damages from the worst “actors” and hackers on each platform.
- TikTok is banned for federal government use.

Website

- Create a Government Sales landing page, tabbed to the main page.
- In a top corner, attach a downloadable PDF of your Capabilities Statement.
- Only government sales products and services on this page.
- Your Gov't POC contact info should be on this page: "Contracts Manager: Mary Smith, phone..."
- Avoid tackiness in your website design and graphics.
- DO use authorized logos if deserved: NDIA, JCP, veteran certifications, authorized supplier, etc.

Website



[Home](#)

[About Us](#)

[Military Products](#)

[Industrial Products](#)

[Learning Center](#)

[Contact us](#)

Military Products

[Contact Us](#)

Website

- Government web page and Capabilities Statement should complement each other. Make sure current information is updated and consistent on both.
- If you have an “Industries Served” page, make sure it also mentions the government.
- See that your website overall has been updated **this year**. Look for a revision date at bottom of main page: “ © 2025 “
- Refer to Past Performance customers only in general terms. and NOT with contact info.

Other Web Presence

- Ensure your business **SAM.gov registration is up to date**, with:
- **Current** NAICS codes and PSC Codes (download PSC Manual at www.Acquisition.gov)
- **Current** Points of Contact, phone numbers, emails, alternates, Past Performance)
- Updated deposit account info ! (You want to be paid.)
- Doing Business As or Brand Names vs Legal Business Name...

Other Web Presence

Dynamic Small Business Search (DSBS) www.dsbs.sba.gov

“The nation's best yellow pages for SAM-registered small businesses.” It's FREE.

- Update and refresh the **Capabilities Narrative** as your product line grows and changes.
- Update the **Special Tools and Equipment** narrative box with capabilities.
- Access to change via SBA Connect at this link: [SBA Connect](#)



DSBS

[Skip Navigation](#) > [Accessibility Options](#) >

[Mobile View](#) [Print](#) [Exit](#) [Help](#)

[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Welcome to the Dynamic Small Business Search

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

Specific Nature of Business

NAICS Codes: Any All (slower)

Keywords: Any All (slower)

General Nature of Business

Manufacturing Construction Research & Development Services



SBA Search Results

				(920) 308-8243.	
29	PERFECT PATTERNS, INC.	GREG GAUERKE	2221 E PENSAR DR APPLETON, WI 54911-8790		greg.gauerke@perfectpatterns.com
30	TRITEK DEFENSE PRODUCTS	TREVOR THORNTON	609 5TH AVE E ASHLAND, WI 54806-3314		tritek@charter.net
31	SCHUTT INDUSTRIES OF CLINTONVILLE, WIS., INC.	STEVE SCHUTT	185 INDUSTRIAL AVE CLINTONVILLE, WI 54929-1164	Trailer and shelter system manufacturing	steve@schuttindustries.com
32	MILWAUKEE BEARING AND MACHINING, INC.	DAWNELLE WEISS	W134N5235 CAMPBELL DR MENOMONEE FALLS, WI 53051-7000	Manufacturer of babbitted bearings and bushings. Contract machining of parts up to 80' in diameter. MBM is very involved in the Mining, Power Generation, Power Automation, Compressor and Pump side of industry	dganz@milwaukeebearing.com
33	NOBLE-X INC	AUBRE WITTHOFT	465 GRIFFIN BLVD AMERY, WI 54001-4043	Manufacture precision components for military, over-the-road and marine industries.	awitthoft@noble-x.com
	ACS-AFFILIATED			ACS provides single-source, construction and operations solutions for companies that require technically complex	

To view full profile, you may also click anywhere in highlight

Affiliations And Certifications

Logos: Be Entitled and Currently Certified!





About NDIA

The **National Defense Industrial Association (NDIA)** is America's leading defense industry association promoting national security. NDIA provides a legal and ethical forum for the exchange of information between industry and government on national security issues. NDIA and its members foster the development of the most innovative and superior equipment, training, and support for warfighters and first responders through its divisions, local chapters, affiliated associations, and events. For more information, visit NDIA.org.

Marketing to Defense Logistics Agency (DLA)

DLA LAND SUPPLIER OPERATIONS (FL) LEADERSHIP



Deputy Director
Mr. Donald L. Schulze
614-692-4636



Director
COL Sue Styer
614-692-4635



Military Deputy
LTC Bill Perez
614-692-2010



Industrial Hardware & Transparent
Armor Support Division (FLB)
Lori Archibald
614-692-4214



Armament, Batteries/Tires, Engines,
Industrial and Support Division (FLC)
Melissa Painter
614-692-8383



Ground Vehicle Support Division
Ms. Alana Kershner (FLD)
614-692-1071



Contracting Support Division
Mr. Bob Heine (FLS)
614-692-2190

Leadership & Team

- Four Divisions: Managing ~911K NSNs; Executing ~\$2.2B Sales annually thru ~2.5K suppliers
- 525 Authorized w/ ~485 assigned: mainly w/in Procurement, Material Planning, & Quality Assurance
- 11 “Forward” associates: Barstow, Tobyhanna, Letterkenny, Red River, Anniston, DDJC, and DDSP

Industrial Hardware & Transparent Armor Division (FLB)

- Major FSCs: 2541, 5330, 5331, 5340, 5355, 5360
- NSN's Managed: 464K
- Customer Sales Orders: 792K per year
- Annual Sales: \$419M
- Transparent Armor
- Packing and Gasket Materials
- O-Rings
- Commercial Hardware
- Knobs and Pointers
- Coil, Flat, Leaf, Wire Springs



Armament, Batteries/Tires, Engines, Industrial and Support Division (FLC)

- Major FSCs: 1000 Series, 2510, 2520, 2530, 2540, 2590, 2610, 2620, 2815, 2910, 2930, 2990, 3020, 3030, 4910, 6135, 6140, 6160, 6650
- NSN's Managed: 183K
- Customer Sales Orders: 747K
- Annual Sales:\$1B
- Batteries (Single use & Rechargeable, Commercial and Military Spec – for Vehicles, Aircraft, Drones, GPS, ICBMs, Radios, NVGs, Weapon Sights etc.)
- Tires for all Services (Ground & Aviation Systems); Tire Assembly parts in support of repairables
- All Sole Source Oshkosh Items
- Engine Spare Parts for Tactical & Combat Vehicles
- Individual and Crew Served weapons support - M2, M240, Howitzers, & Grenade Launchers



Ground Vehicle Support Division (FLD)

- Total FSCs Managed: 160+
- Major FSCs: 2500 series, 2805, 2900 series, 3030, 3040, 4720
- NSN's Managed: 268K
- Customer Sales Orders: 608K
- Annual Sales: \$602M
- Maintain spare parts for tactical wheeled vehicles
- Vehicle Maintenance, Service Kits, Fitted Covers
- Cab Body Frame Structural Components
- Power Transmission Components
- Brake, Steering Axle, Wheel Components
- Manage Sole Source Items for AM General, BAE, and GDLS

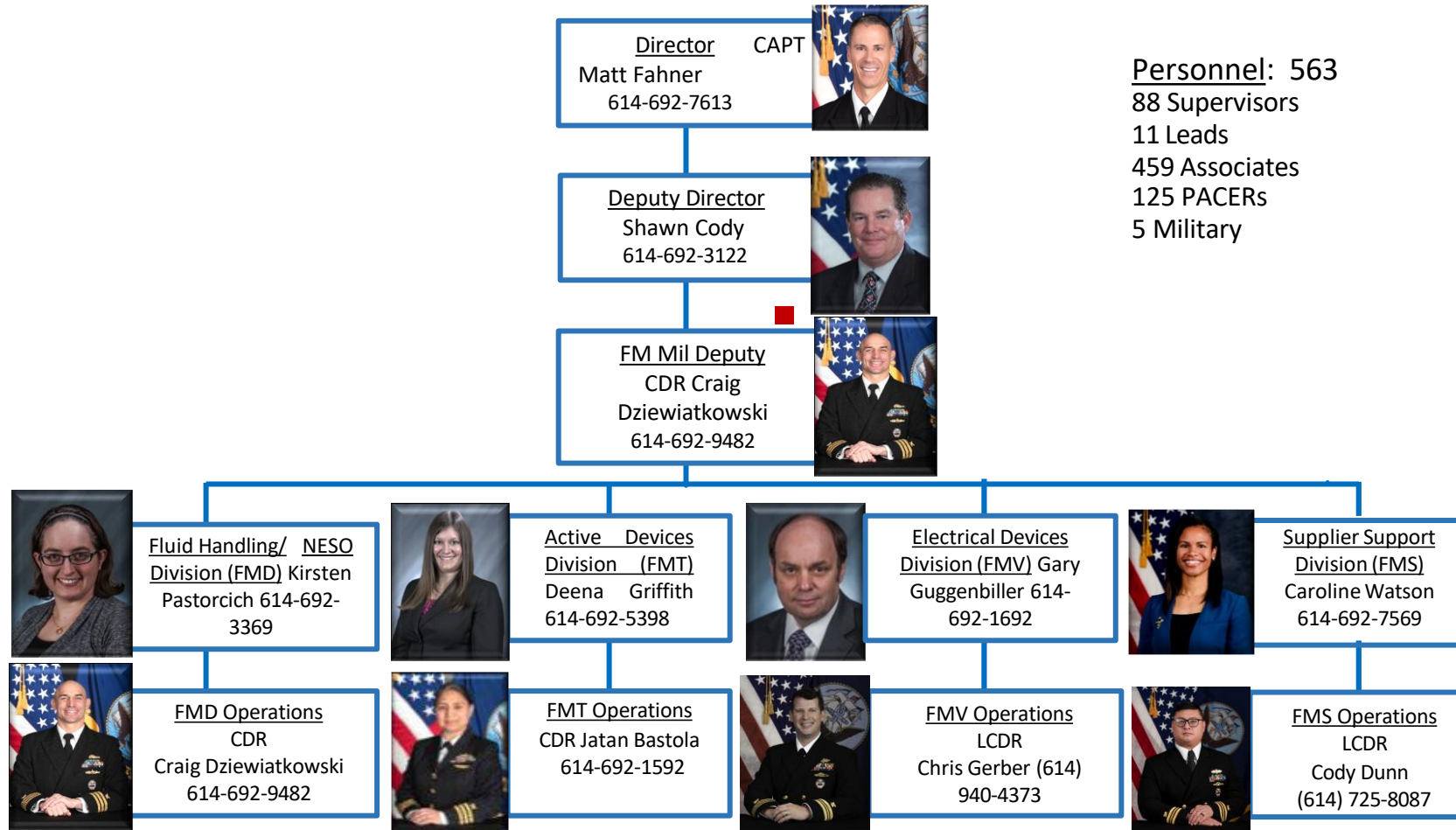


Contracting Support Division (FLS)

- Emergency buys
- Non-NSN buys
- Large Purchase Buys
- Customer Direct buys
- Transdigm Coordination Center
- Centralized Auto-IDC Program
- Performs contract administration for Land awards
 - Manages Post Award Requests (PARs) for contractor requests, Customer/Advocates' request for status or expedite, and miscellaneous requests
 - Monitor On-Time Delivery assurance and works with vendors to solve delivery, payment, or other issues
 - Administers the delivery orders for Batteries and other specialty long-term contracts
 - Single Land Administrator for each Vendor



Maritime Supplier Ops (FM)



Personnel: 563
 88 Supervisors
 11 Leads
 459 Associates
 125 PACERs
 5 Military

Fluid Handling / NESO Division (FMD)

- Major FSCs: 4710, 4720, 4730, 4810, 4820
- NSN's Managed: 407K
- Annual PR volume: 117,252

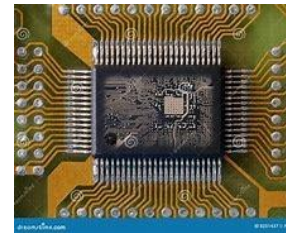
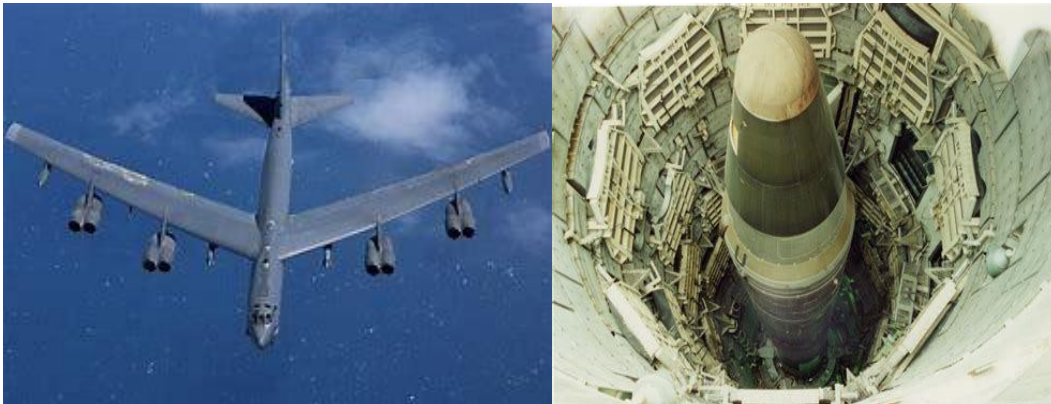
- Non-powered valves
- Fittings
- Flexible Hose and Tubing
- Pipe & Tubing
- Powered Valves/Marine Hardware



ACTIVE DEVICES / NESO DIVISION (FMT)

- Major FSCs: 5920, 5935, 5950, 5961, 5962, 5998
- NSN's Managed: 851K
- Annual PR Volume: 78,180

- Microcircuits
- Semiconductors
- Electronic Assemblies
- Electron Tubes & Filters
- Connectors
- Antennas/Fuses/Circuit Breakers
- Resistors



Electrical Devices / ALRE Division (FMV)

- Major FSCs: 1210, 4310, 4320, 4330, 5930, 6110, 6145
- NSN's Managed: 327K
- Annual PR Volume: 61,212

- Aircraft Launch and Recovery Equipment
- Switches
- Pumps/Compressors
- Wire & Cable
- Fire Control
- Test Equipment & Motors



Types of Electric Motors



What Does DLA Ask from Suppliers?

- Do the self-training modules on the DLA website
- Become JCP Certified
- Patience and Long Term View
- Ask Questions!

DLA Self Training Training

DEFENSE LOGISTICS AGENCY
THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Search Defense Logistics Agency

HOME WHAT DLA OFFERS WORKING WITH DLA ORGANIZATIONS CUSTOMER SUPPORT CAREERS ABOUT DLA

TRAINING
CSM Customer Servicenow Management

TRAINING
DEMIL - Demilitarization

TRAINING
DI - Drawings Interpretation

TRAINING
DLA Fast FAQs – Vendor Shipment Module

TRAINING
DLA Fast FAQs - What is an NSN?

TRAINING
E-Cat - Electronic Cataloging

TRAINING
EEBP - Enterprise External Business Portal

TRAINING
FED LOG® - Federal Logistics Data

JCP Certification JCP Home



DEFENSE LOGISTICS AGENCY
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Search Defense Logistics Agency



HOME WHAT DLA OFFERS ▾ WORKING WITH DLA ▾ ORGANIZATIONS ▾ CUSTOMER SUPPORT ▾ CAREERS ▾ ABOUT DLA ▾

HOME > LOGISTICS OPERATIONS > SERVICES > JCP

Logistics Operations Home

About

Kitting

Packaging

+

Services

-

LOLA Classic

Customer Outreach

Joint Certification Program

Advanced Manufacturing

Training and Reference

+

Enhanced Validation

Contact Us

Contact Us

Joint Certification Program (JCP)

[Access the Joint Certification Program \(JCP\) Portal](#)

[JCP Portal Access Guide \(PDF\)](#)

Pre Submittal Requirements:

- Complete National Institute of Standards and Technology (NIST) assessment and upload it to [Supplier Performance Risk System \(SPRS\)](#).
- If your entity has previously completed an assessment, NIST assessments are valid for 3 years, must be documented in SPRS and must be current more than 90+ Days. The valid 3-year requirement is mandated via the [Defense Federal Acquisition Regulation System](#) (DFARS), section 252.204-7020.
- Failure to update your assessment will result in rejection of your JCP certification request and/or current certification. This applies to DLA Enhanced Validation (DEV) requests/certifications as well.
- [SAM registration](#) is updated and correct.
- Review [Introduction to Proper Handling Training](#)(PDF)
- [Google Authenticator](#) application used for two factor authentication.
- Further instruction can be found below, General Instructions as well as instructions specific to U.S Applicants and Canadian Applicants.

The JCP was established in 1985 to allow United States (U.S.)/Canadian contractors to apply for access to Department of Defense/Department of National Defence (DOD/DND) unclassified export controlled

DLA: Ask Questions Small Business



DEFENSE LOGISTICS AGENCY
THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

- HOME
- WHAT DLA OFFERS
- WORKING WITH DLA**
- ORGANIZATIONS
- CUSTOMER SUPPORT
- CAREERS
- ABOUT DLA

HOME > SMALL BUSINESS > GETTING STARTED

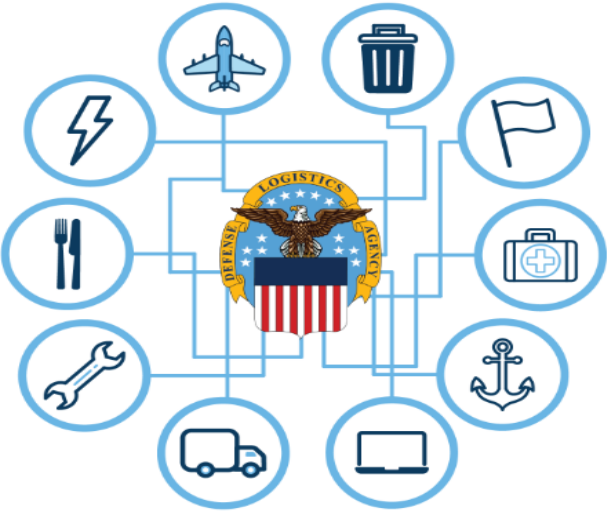
- DLA Small Business
 - Getting Started**
 - Product and Service Search
 - What DLA Buys
 - Small Business Programs
 - Background
 - Innovation Programs
 - Vendor Opportunities
 - Resources
 - About Small Business
 - Contact Small Business

Getting Started: Doing Business With DLA

Learn more about how to get started as a Supplier working with a Supply Chain (Major Subordinate Command) here at DLA.

When getting started with DLA, it is best to determine the following:

1. Do I have a product or service that is of value to DLA?
 - Check out the [What DLA Buys](#) page to see if DLA manages the product or service you provide.
2. Which DLA organization purchases my product or service?
 - Check out the [Product and Service Search](#) to see which organization manages and purchases the product or service you provide.



Marketing to Fort McCoy and Wisconsin Air National Guard

Government Opportunities Business Conference

19th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In Partnership with Wisconsin's Military Installations

DETAILS

Date:

June 18, 2025

Time:

8:00 am - 12:00 pm

Event Categories:

Conference, WPI Events

ORGANIZER

Michael Steger

Phone:

(414) 270-3600

Email:

michaels@wispro.org

ADDITIONAL INFORMATION

Presented By

- Volk Field Air National Guard Base (ANGB)
- Juneau County Economic Development Corporation (JCEDC)
- U.S. Small Business Administration (SBA)
- Wisconsin Economic Development Corporation (WEDC)
- Wisconsin Procurement Institute (WPI)

Event Registration

Register for Event

Government Opportunities Business Conference

**19th Annual Wisconsin
Government Opportunities
Business Conference (GOBC)**
In Partnership with Wisconsin's Military Installations

Home

[June 18 – GOBC Volk Field – 2025](#)

[July 9 – GOBC Truax Field – 2025](#)

[July 30 – GOBC Fort McCoy – 2025](#)

About Us

[2024 GOBC Series](#)

[2023 GOBC Series](#)

[2022 GOBC Event](#)

June 18 – GOBC Volk Field – 2025

YOU MUST BE REGISTERED BY JUNE 1st to ensure request to participate is processed by base security.

Join us for Coffee with the Commander at Volk Field! Additional agenda details to be posted to this page.

SCHEDULE

8:00 AM – Check-in / Registration

8:45 AM – Program Open

12:00 NOON – Program End

REGISTRATION DEADLINE: This event takes place at Volk Field in Camp Douglas, WI. Please register **NO LATER THAN June 1st**, in advance of the event to ensure facility security has time to process your request for access.

June 18, 2025

Government Opportunities Business Conference

**temporary deadline extension
register ASAP
REGISTER NOW – Request to
Participate**

SESSION TOPICS

- Briefing come Base Commander, Col. Timothy Guy, Volk Field ANG
- Briefing from Base Contracting, SMSgt. Seth Swieter, Base Contracting Officer, Volk Field ANG
- Briefing from the Ability One Base Supply Center
- Briefing from Regional WisDOT Office
- Briefing from Wisconsin Economic Development Corporation (WEDC)
- Presentation – What You May Not Know About Selling to the Government
- Presentation – Leveraging AI in Government Contracting

Government Opportunities Business Conference

CONFIRMED SPEAKERS

- Col. Timothy Guy, Commander, Volk Field Air National Guard Base (ANGB)
- SMSgt. Seth Swieter, Base Contracting Officer, Volk Field Combat Readiness Training Center/PK
- Mark Tallman, Regional Economic Development Director, Wisconsin Economic Development Corporation (WEDC)
- Joe Knilans – National Rural Affairs Advocate, U.S. Small Business Administration (SBA)
- Shane Mahaffy – Lead Business Opportunity Specialist (Wisconsin), U.S. Small Business Administration (SBA)
- Jessica Adams – BSC Manager for Ability One Base Supply Center
- Elizabeth Garland – Section Chief – Supervisor Central Purchasing Office, WisDOT
- Tamaya Loewe, Executive Director, Juneau County Economic Development Corp
- Aina Vilumsons, President-Executive Director, Wisconsin Procurement Institute (WPI)

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McCoy – 2025

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[2023 GOBC Series](#)

July 9 – GOBC Truax Field – 2025

YOU MUST BE REGISTERED in advance of the event to ensure request to participate is processed by base security.

Join us for Coffee with the Commander at Truax Field! Additional agenda details to be posted to this page.

SCHEDULE

8:00 AM – Check-in / Registration

8:45 AM – Program Open

12:00 NOON – Program End

REGISTRATION DEADLINE: This event takes place at Truax Field in Madison, WI. Please register **as early as possible** in advance of the event to ensure facility security has time to process your request for

Government Opportunities Business Conference

Contact Us

REGISTER NOW – Request to Participate
REAL ID requirements are in force and will be REQUIRED to access the event

SESSION TOPICS

- Welcome and Brief by 115th ANG Wing Command
- Welcome and Attendee Introductions
- Contracting with the 115th ANG
- Prime Contractors – WPS – Mead & Hunt
- Contracting and Funding Programs, U.S. Small Business Administration
- Opportunities with the U.S. Department of Veterans Affairs
- Local Government Contracting with City of Madison
- Government Contracting – Nuts & Bolts

Government Opportunities Business Conference

CONFIRMED SPEAKERS

- 115th ANG Wing Command
- 115th ANG Contracting – SMSgt Kate Fox, Contracting Superintendent, WI ANG
- Sara Redford, Vice President, Enterprise Risk and Business Solutions, WPS Health
- Jim Brown, Jr., Department Manager | Architecture, Mead & Hunt
- Shane Mahaffy, Lead Government Contracting Opportunity Specialist (Wisconsin), U.S. Small Business Administration (SBA)
- Brian Pittelli, Procurement, City of Madison
- Scott Ivy, Deputy Director of Contracting (Acting), NCO 12, U.S. Department of Veterans Affairs (VA)
- Kim Garber, Director, Small Business Programs, Wisconsin Procurement Institute (WPI)
- Aina Vilumsons, President / Executive Director, Wisconsin Procurement Institute (WPI)

Government Opportunities Business Conference

July 30 – GOBC Fort McCoy – 2025

**19th Annual Wisconsin
Government Opportunities
Business Conference (GOBC)**
In Partnership with Wisconsin's Military Installations

YOU MUST BE REGISTERED in advance of the event to ensure request to participate is processed by base security.

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Field – 2025

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Field – 2025

July 30 – GOBC Fort
McCoy – 2025

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2023 GOBC Series

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12:00 NOON – Program End

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Government Opportunities Business Conference

Questions? Contact Michael Steger at Michaels@wispro.org or at (414) 270-3600.



IN PARTNERSHIP WITH



Fort McCoy Projects FY2025

Annual APBI Presentation - Army



MICC
APBI
ADVANCE PLANNING BRIEFING FOR INDUSTRY

FY25 MICC APBI Requirement Briefings
419th Contracting Support Brigade
(Day 3)

Mr. Luis O. Trinidad
Director
Office of Small Business Programs
Army Contracting Command -
Mission and Installation Contracting Command (MICC)

As of 29 Apr 2025



Pest Management

- ✓ **Mission Partner:** IMCOM
- ✓ **MICC Office:** Fort McCoy
- ✓ **SBP Email:** usarmy.jbsa.acc-micc.list.hq-sbs-mccoy@army.mil
- ✓ **Requirement:** The contractor shall accomplish Integrated Pest Management measures to control/manage pests to include, but not limited to structural pests, disease vectors, stored food pests, household nuisance pests, vertebrate pests, and vegetation to ensure a safe living, working, recreational, and training environment in support of the military mission.
- ✓ **Forecasted Award Date:** 10 Jul 2027
 - Forecasted Solicitation Date: TBD
 - Estimated PoP/Ordering Period: 12 Jul 2027 – 11 Jul 2032
 - Contract Type: Firm Fixed Price
 - Place of Performance: Fort McCoy, WI
 - Anticipated NAICS: 561710 Exterminating and Pest Control Services
 - Set-Aside: TBD
- ✓ **Current Contract Information:**
 - Current Contract/Order: W911SA22P3053
 - Incumbent: Yukon Management LLC
 - Awarded Value: \$1.55 Million
 - PoP/Ordering Period: 12 Jul 2022 – 11 Jul 2027
 - Set-Aside: Total Small Business
 - Previous Source Selection: Simplified Acquisition
 - NAICS: 561710 Exterminating and Pest Control Services

101





Concrete and Gravel IDIQ

- ✓ **Mission Partner:** IMCOM
- ✓ **MICC Office:** Fort McCoy
- ✓ **SBP Email:** usarmy.jbsa.acc-micc.list.hq-sbs-mccoy@army.mil
- ✓ **Requirement:** The contractor shall provide all parts, labor, tools, equipment, materials, transportation, and supervision necessary to construct, repair, and/or replace cement concrete pavements, sidewalks, curb and gutter, and construct new gravel roadways, parking lots, and open lots.
- ✓ **Forecasted Award Date:** 30 Dec 2025
 - Forecasted Solicitation Date: 1 Oct 2025
 - Estimated PoP/Ordering Period: 1 Jan 2025 – 31 Dec 2027
 - Contract Type: Firm Fixed Price
 - Place of Performance: Fort McCoy, WI
 - Anticipated NAICS: 237310 Highway, Street, and Bridge Construction
 - Set-Aside: TBD
- ✓ **Current Contract Information:**
 - Current Contract/Order: W911SA23D2001
 - Incumbent: Togiak Management Services, LLC
 - Awarded Value: \$5.76 Million
 - PoP/Ordering Period: 1 Jan 2023 – 31 Dec 2025
 - Set-Aside: 8(a) Competitive
 - Previous Source Selection: Sealed Bid
 - NAICS: 237310 Highway, Street, and Bridge Construction

103





UXO Clearance IDIQ

- ✓ **Mission Partner:** IMCOM
- ✓ **MICC Office:** Fort McCoy
- ✓ **SBP Email:** usarmy.jbsa.acc-micc.list.hq-sbs-mccoy@army.mil
- ✓ **Requirement:** The contractor shall provide surface and subsurface operational range clearance to include explosive ordnance disposal, range scrap and residue inspection, certification, removal, and disposal in accordance with applicable DOD, DA, and Fort McCoy guidance
- ✓ **Forecasted Award Date:** 30 Jan 2026
 - Forecasted Solicitation Date: 1 Dec 2025
 - Estimated PoP/Ordering Period: 1 Feb 2026 – 31 Jan 2031
 - Contract Type: Firm Fixed Price
 - Place of Performance: Fort McCoy, WI
 - Anticipated NAICS: 562910 Remediation Services
 - Set-Aside: TBD
- ✓ **Current Contract Information:**
 - Current Contract/Order: W911SA21D3005
 - Incumbent: VRHabilis, LLC
 - Awarded Value: \$4.74 Million
 - PoP/Ordering Period: 1 Jul 2021 – 31 Jan 2026
 - Set-Aside: Service-Disabled Veteran-Owned Small Business
 - Previous Source Selection: Simplified Acquisition

usarmy.jbsa.acc-micc.list.hq-sbs-mccoy@army.mil 562910 Remediation Services 105





K-9 Working Dogs

- ✓ **Mission Partner:** IMCOM
- ✓ **MICC Office:** Fort McCoy
- ✓ **SBP Email:** usarmy.jbsa.acc-micc.list.hq-sbs-mccoy@army.mil
- ✓ **Requirement:** The contractor shall provide all personnel, equipment, supervision, transportation, and other items necessary to complete Narcotic Detector Dog and Explosive Detector Dog tasks.
- ✓ **Forecasted Award Date:** 27 Jan 2027
 - Forecasted Solicitation Date: TBD
 - Estimated PoP/Ordering Period: 29 Jan 2027 – 28 Jan 2032
 - Contract Type: Firm Fixed Price
 - Place of Performance: Fort McCoy, WI
 - Anticipated NAICS: 561612 Security Guards and Patrol Services
 - Set-Aside: TBD
- ✓ **Current Contract Information:**
 - Current Contract/Order: W911SA22P3015
 - Incumbent: Dogs for Defense, Inc.
 - Awarded Value: \$476,000.00
 - PoP/Ordering Period: 29 Jan 2022 – 28 Jan 2027
 - Set-Aside: Total Small Business
 - Previous Source Selection: Simplified Acquisition
 - NAICS: 561612 Security Guards and Patrol Services

107



Annual APBI Presentation - Army



MICC
APBI
ADVANCE PLANNING BRIEFING FOR INDUSTRY

FY25 MICC APBI Requirement Briefings
419th Contracting Support Brigade
(Day 3)

Mr. Luis O. Trinidad
Director
Office of Small Business Programs
Army Contracting Command -
Mission and Installation Contracting Command (MICC)

As of 29 Apr 2025

RESOURCES

Resources

- Dynamic Small Business Search <https://dsbs.sba.gov>
- DLA Small Business Programs [Small Business](#)
- Wisconsin Procurement Institute (WPI)
 - Preparing for One on One Buyer Meetings

Phone: 414-270-3600 Website: www.wispro.org

Upcoming Events

Acquisition Hour

The Acquisition Hour webinar series covers a range of topics from market entry, sales growth, small business certifications, compliance, and more. Attendees receive 1 CPE credit for attending.

- **June 25** – How to Analyze Federal Solicitation
- **July 9** – Writing a Winning Government Proposal
- **July 23** – Federal Invoicing: PIEE / Wide Area Workflow
- **August 6** – Writing an Effective Capabilities Statement
- **August 20** – End of the Federal Fiscal Year Spending: Are You Ready?

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



Cyber Thursday

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.

- **June 26** – FAR 52.204-21: The Forgotten Baseline of Federal Cybersecurity
- **July 31** – CMMC 2.0: What Contractors Must Know in 2025
- **August 28** – The Federal Cybersecurity Horizon: Zero Trust, FedRAMP, & Supply Chain Risk

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

19th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In Partnership with Wisconsin's Military Installations

June 18

Volk Field ANGB

July 9

Truax Field

July 30

Fort McCoy

GOBC will provide you the opportunity to gain insights into:

- **COFFEE with the COMMANDER**
- Current operations and priorities at Wisconsin's Federal and State government agencies and military facilities
- Connecting with agency and installation leadership, operational staff and buyers
- Locating and bidding on current and future procurement opportunities
- Resources available to assist your business in winning government prime and subcontracts

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

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Events Newsletter

PRESENTED BY

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