

Acquisition Hour

End of the Federal Fiscal Year Spending: Are You Ready?

August 20 | Noon – 1:00 pm

Presented by:

Marc Violante, Wisconsin Procurement Institute

Mark Dennis, Wisconsin Procurement Institute





An APEX Accelerator

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*





Federal Fiscal Year-End: Unlocking Business Opportunities with the U.S. Government

Mark Dennis / Marc Violante

Wisconsin Procurement Institute

August 20, 2025

Purpose & Overview

- Why this training matters

- What companies will learn

- Importance of fiscal year-end (Sept 30)

Beware



- **Zamboni**

- Description

- Funds are not presently available for this effort.
- No award will be made until funds are available.
- Government may cancel solicitation anytime.
- No obligation to reimburse costs if canceled.

“Look before you leap”

<https://sam.gov/workspace/contract/opp/e4761f28dafa417daa8c5a3b0e32ded4/view>

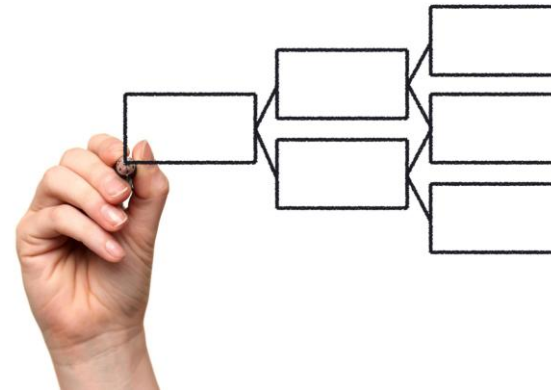
Budget

- A budget is a predefined spending plan that guides financial decisions.
- It ensures that funds are allocated appropriately throughout the fiscal year.
- Helps organizations control costs and avoid overspending.
- Supports strategic planning and resource management.
- Essential for compliance with government financial regulations.



What Happens?

- Unexpected changes can impact project outcomes significantly.
- Budget estimates may differ from final contract prices.
- Some solicitations receive no viable responses, affecting procurement.
- Flexibility and quick adaptation are critical for success. – The Spend to the End!



DoD FY 24 - Deobligations

Row Labels	Count of Contracting Agency Name	Sum of Dollars Obligated
DEFENSE COMMISSARY AGENCY (DECA)	2	(\$267,942.36)
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	123	(\$792,900,738.37)
DEFENSE HEALTH AGENCY (DHA)	1	(\$13,528.55)
DEFENSE LOGISTICS AGENCY	38	(\$9,428,743.66)
DEPT OF THE AIR FORCE	28	(\$50,168,390.12)
DEPT OF THE ARMY	36	(\$184,084,844.42)
DEPT OF THE NAVY	12	(\$3,302,756.97)
MISSILE DEFENSE AGENCY (MDA)	2	(\$1,490,506.75)
Grand Total	242	(\$1,041,657,451.20)

Start with the end in mind

- Fiscal year-end is a golden window for federal sales
- Preparation, speed, and compliance are essential
- Build relationships (with contracting officers); understand customer, customer needs, and customer procurement practices

Year-End Opportunities: Seizing the Moment

- Understand the surge in procurement activity at fiscal year-end
- Identify 'lower priority list' items that a customer aims to fulfill
- New requirements emerging late in the fiscal year
- Capitalize on second chance opportunities from re-solicitations
- Take advantage of funds for - future requirements



Why September Drives Business Opportunities

- Federal agencies must obligate their budgets by September 30 each fiscal year.
- This deadline creates a surge in last-minute purchasing activity.
- Procurement cycles accelerate as agencies finalize spending.
- Businesses can capitalize on increased demand and quicker awards.
- Understanding this timing helps companies plan sales strategies effectively.
- Being competitive is key. Pricing and performance matter.



Four Essential Elements for Solicitation Posting



- Bona Fide Need: A legitimate re within the fiscal year.
- Budget: Appropriated, available, and unexpired funds must be present.
- Competition: Procurement must follow Federal Acquisition Regulation rules.
- Contracting Officer: Only authorized officers can obligate funds. Don't assume; ask!

What Makes a Company Eligible

To award a contract, the Contracting Officer must determine:

- The company is responsible (FAR pt 9)

- The price is fair and reasonable

- All terms and conditions are agreed to and will be met

Past Performance
(CPARS/SPRS/Other)

Readiness is Key

Preparation
Checklist:

Active SAM.gov
registration

Review/update –
Small Business
Search (previously
DSBS)

Capability statement
tailored to agency
needs/ Capability
URL - WEBSITE

Cybersecurity

GSA MAS pricing and
catalog updated – if
applicable

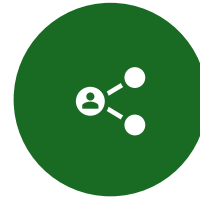
Funds available

Supply chain ready

Quick response time
to RFPs/RFQs



• Cybersecurity Readiness



- SPRS (Supplier Performance Risk System) registration



- NIST 800-171 compliance (3-year requirement)



• JCP (Joint Certification Program) Registration



• ITAR (International Traffic in Arms Regulations) Compliance



Teaming with large
primes – caution
Affiliation



How to find and approach
subcontracting
opportunities



Importance of past
performance and
responsiveness

Responsibility extends to suppliers and subcontractors



- A company must be deemed responsible to be awarded a contract
- Suppliers and subcontractors also need to meet responsibility standards
- Contracting officers assess the entire supply chain's reliability
- Responsible partners ensure contract performance and compliance
- Due diligence on subcontractors reduces risk and builds trust

Types of Year-End Opportunities

- Micro-purchases (< \$10K)

- Simplified acquisitions (\$10K–\$250K)

- Telecom services, IT, office supplies, training

- Subcontracting with primes (e.g., Verizon)

Contract Vehicles (general)

- Open Vehicles: GSA MAS, BPAs, simplified acquisitions

- Closed Vehicles: IDVs like GWACs, IDIQs

- GSA MAS: Pre-negotiated pricing, faster awards

Danger: Nonmanufacturer Rule Requirements



- Provide an end item that a small business has manufactured, processed, or produced in the *United States* or its *outlying areas*; for kit assemblers who are *nonmanufacturers*, see paragraph (c)(2) of this clause instead;
- Be primarily engaged in the retail or wholesale trade and normally sell the type of item being supplied; and
- Take ownership or possession of the item(s) with its personnel, equipment, or facilities in a manner consistent with industry practice; for example, providing storage, transportation, or delivery.

52.219-33 Nonmanufacturer Rule.

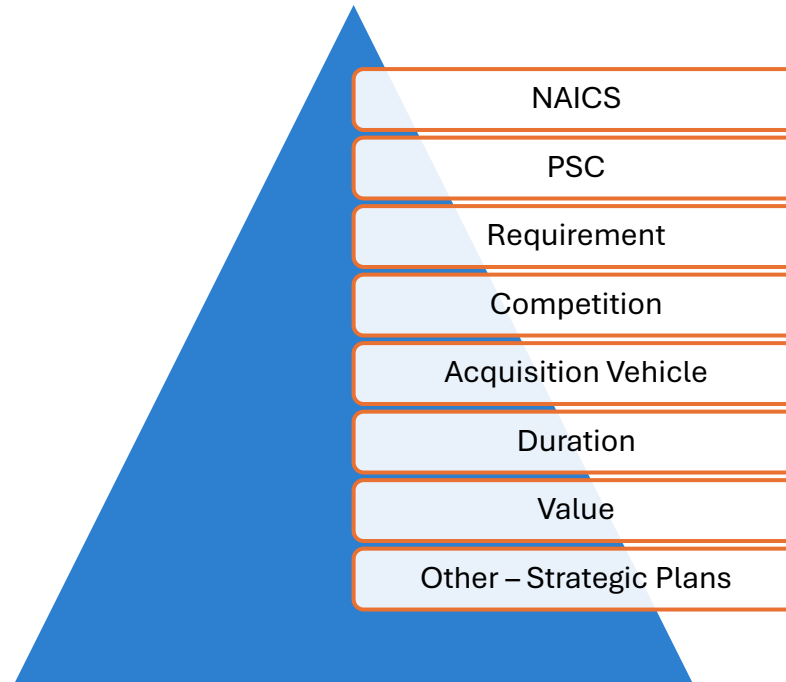
Customer Identification

- The government is an umbrella term for many entities.
- Departments represent major segments, each with distinct needs. (e.g. DoD, USDA, DOI)
- Agencies operate within and report to Departments.
DoD > Army, Navy/Marine Corps, Air Force, Space Force
- Contracting offices manage procurement and contracts. These offices provide support.
- Funding offices can be involved and provide specific funding.

ID Your Customer(s)

- Federal Departments – 70
- Federal Agencies – 161
- Contracting Offices – 2,594

Customer Identification



Tools & Resources (partial)

SAM.gov

GSA ebuy

USAspending/SAM Databank/FPDS

Strategic Plans

Forecasts

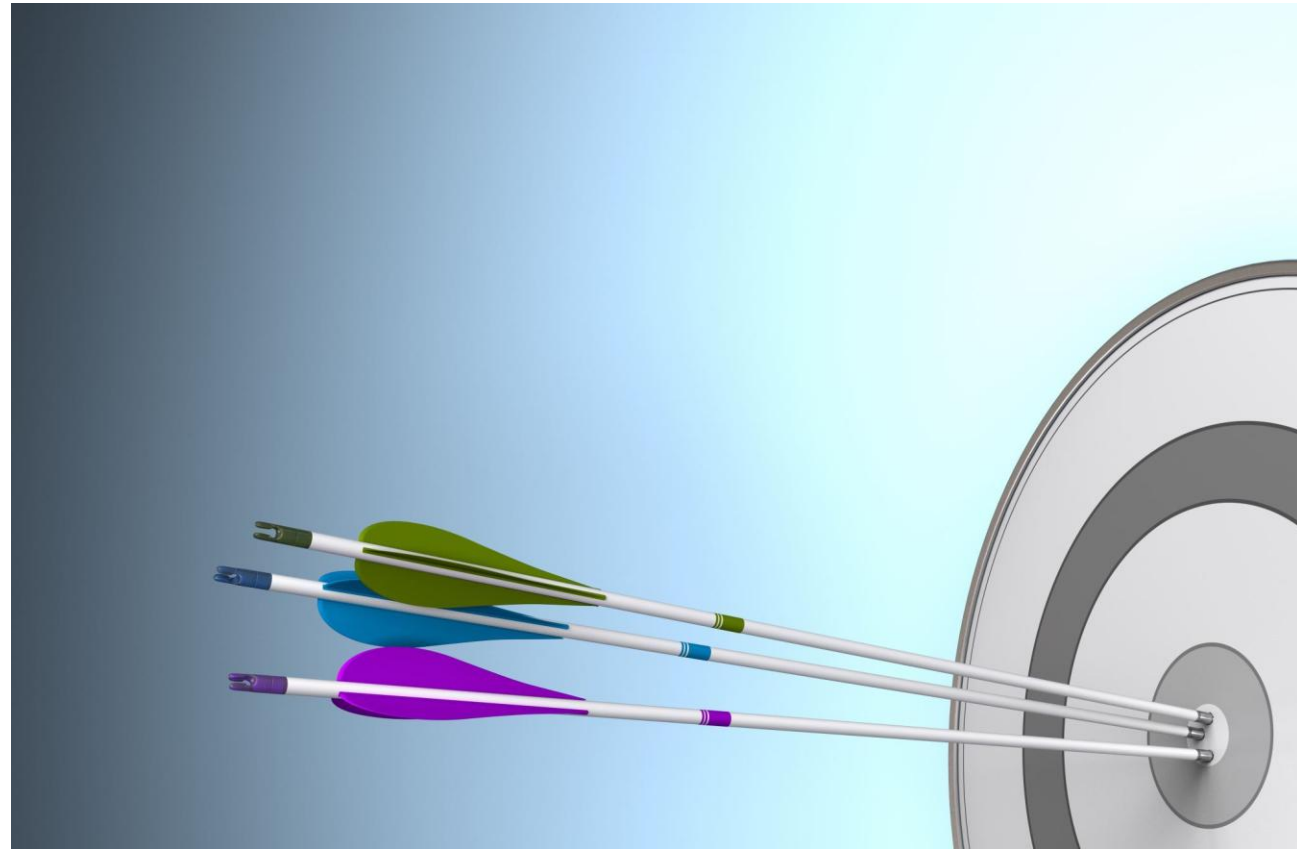
SPRS

JCP

ITAR

SBA - certifications

End of Year - Strategies



DoD Awd/IDV Type

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
BOA	78	\$0.00
BPA	354	\$0.00
BPA CALL	570	\$1,786,998,337.83
DEFINITIVE CONTRACT	848	\$146,506,290,638.28
DELIVERY ORDER	1124	\$183,017,054,986.46
IDC	716	\$0.00
PURCHASE ORDER	827	\$6,637,243,299.61
Grand Total	4517	\$337,947,587,262.18

Agency Buying Comparison

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
DEPT OF THE NAVY	666	\$122,214,620,903.68
BOA	24	\$0.00
BPA	34	\$0.00
BPA CALL	122	\$215,793,566.05
DEFINITIVE CONTRACT	77	\$70,143,499,138.24
DELIVERY ORDER	230	\$50,104,553,373.57
IDC	75	\$0.00
PURCHASE ORDER	104	\$1,750,774,825.82
Grand Total	666	\$122,214,620,903.68

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
DEPT OF THE AIR FORCE	1332	\$74,551,883,482.99
BOA	16	\$0.00
BPA	110	\$0.00
BPA CALL	157	\$696,046,000.93
DEFINITIVE CONTRACT	288	\$25,679,935,880.60
DELIVERY ORDER	301	\$46,843,663,311.42
IDC	249	\$0.00
PURCHASE ORDER	211	\$1,332,238,290.04
Grand Total	1332	\$74,551,883,482.99

Contracting Office Comparison

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
DLA TROOP SUPPORT	119	\$11,479,873,367.99
BOA	1	\$0.00
BPA	4	\$0.00
BPA CALL	5	\$7,866,436.88
DEFINITIVE CONTRACT	16	\$63,782,944.25
DELIVERY ORDER	44	\$11,120,091,153.61
IDC	29	\$0.00
PURCHASE ORDER	20	\$288,132,833.25
Grand Total	119	\$11,479,873,367.99

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
DLA LAND AND MARITIME	80	\$1,582,587,190.35
BOA	1	\$0.00
BPA CALL	1	\$560.25
DEFINITIVE CONTRACT	17	\$102,542,672.74
DELIVERY ORDER	22	\$596,047,784.95
IDC	19	\$0.00
PURCHASE ORDER	20	\$883,996,172.41
Grand Total	80	\$1,582,587,190.35

Q&A / Discussion

- Questions
- Share examples or success stories

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.

- **September 10** – Contracting in Disasters Doing Business with Emergency Agencies
- **September 24** – Selling to the Government – is there an opportunity for your small business?
- **October 8** – The 8(a) Business Development Program
- **October 22** – Federal Acquisition Regulations (FAR) Overview
- **November 5** – Certification Programs for Women and Veteran Owned Businesses
- **November 12** – Getting Started w DLA/DIBBS for Contractor & Subcontractors Part 1
- **November 19** – Getting Started w DLA/DIBBS for Contractor & Subcontractors Part 2

...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.

- **August 28** – The Federal Cybersecurity Horizon: Zero Trust, FedRAMP, & Supply Chain Risk
- **September 25** – CMMC 2.0: What is 48 CFR and why it matters?
- **October 30** – CMMC and ITAR – Navigating the differences
- **November 20** – Federal Cyber Update – Review of current regulations

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

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