

Acquisition Hour: Selling to the Government – Is There an Opportunity for Your Small Business?

January 14, 2026

Presented by:
Benjamin Blanc, 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**

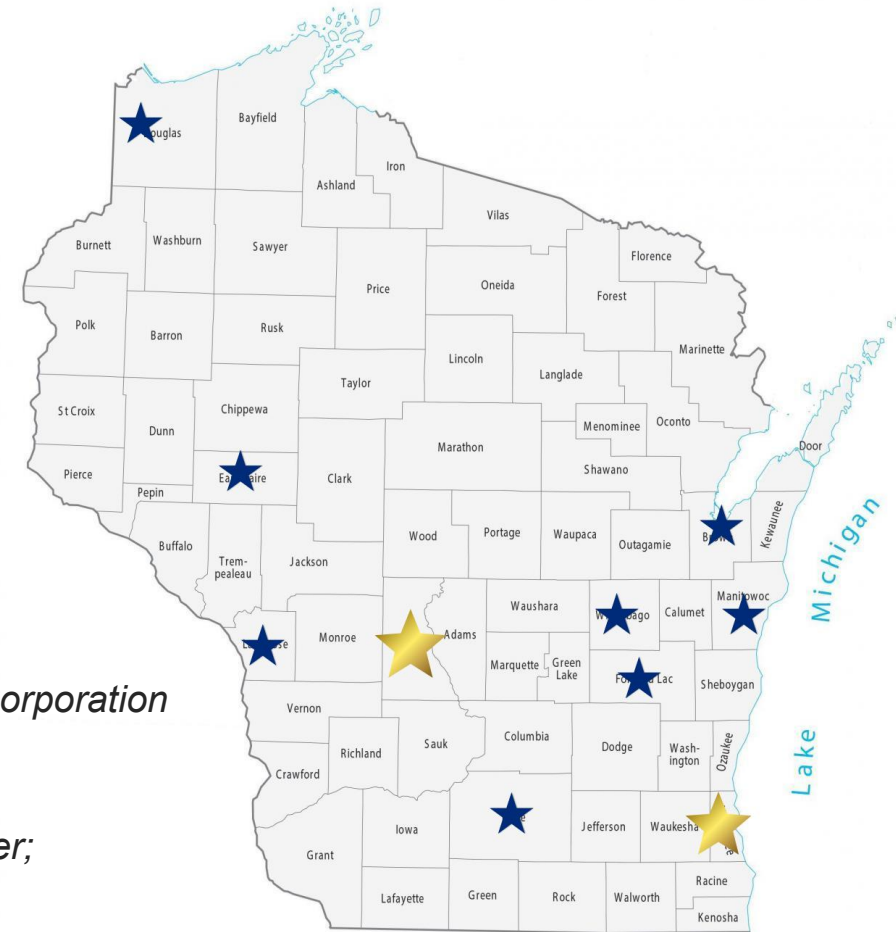
- *Progress Lakeshore*

- **OSHKOSH**

- *Greater Oshkosh Economic Development Corporation*

- **SUPERIOR**

- *Small Business Dev Center; UW Superior*





How to Successfully Sell to the Government

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 [SUBCONTRACTING GOALS]
 - 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

SOME REQUIREMENTS

<https://sam.gov/content/home>

Home Search Data Bank Data Services Help

SAM.GOV[®]

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

NEW [Learn More](#)

Register Your Entity or Get a Unique Entity ID

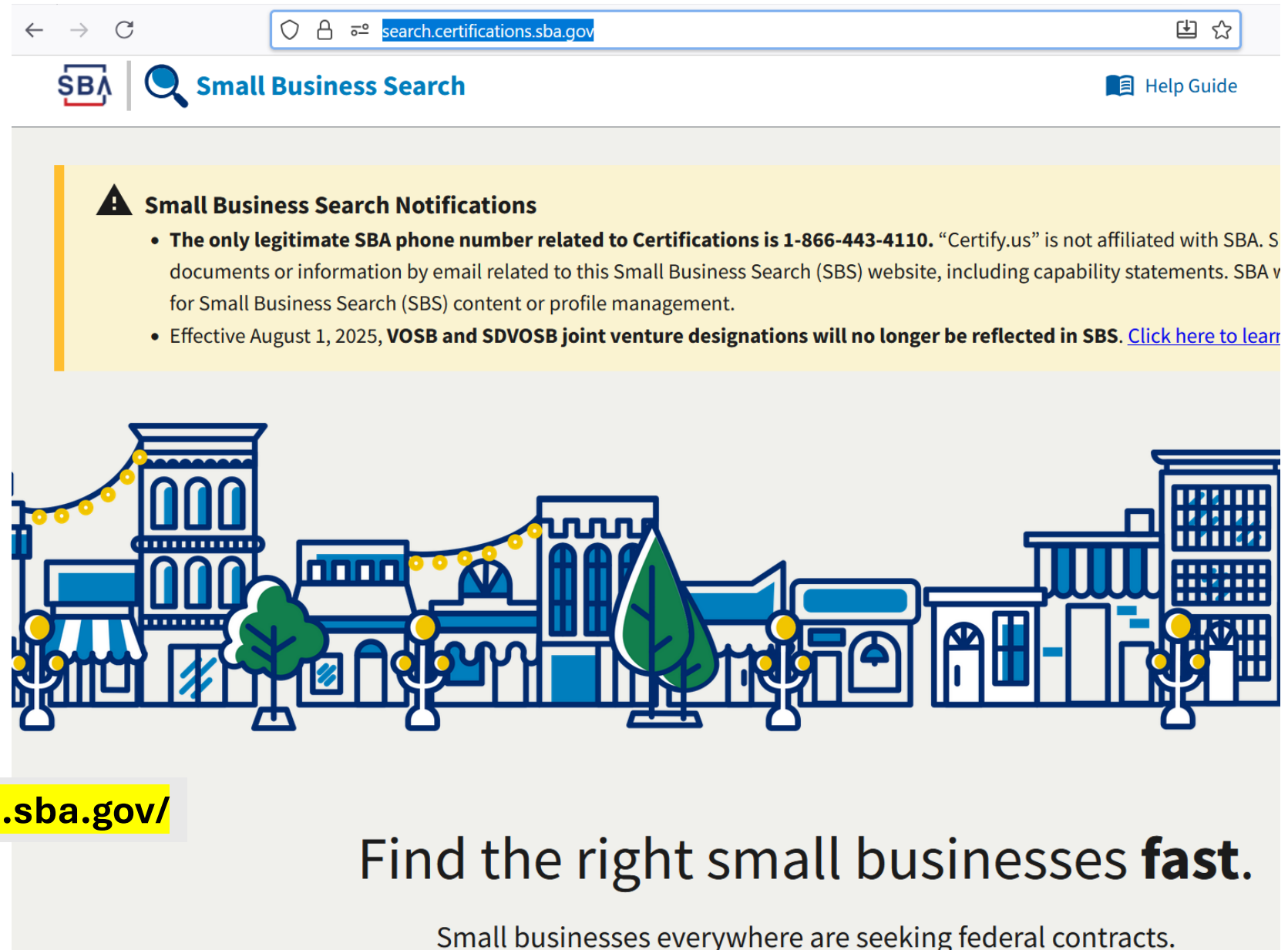
Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity

Check Registration Status

SOME REQUIREMENTS



The screenshot shows a web browser window with the URL search.certifications.sba.gov. The page title is "Small Business Search" and it includes an SBA logo and a "Help Guide" link. A yellow notification box contains the following text:

Small Business Search Notifications

- **The only legitimate SBA phone number related to Certifications is 1-866-443-4110.** "Certify.us" is not affiliated with SBA. SBA v documents or information by email related to this Small Business Search (SBS) website, including capability statements. SBA v for Small Business Search (SBS) content or profile management.
- Effective August 1, 2025, **VOSB and SDVOSB joint venture designations will no longer be reflected in SBS.** [Click here to learn](#)

Below the notification is a stylized illustration of a city street with buildings, trees, and string lights.

<https://search.certifications.sba.gov/>

Find the right small businesses **fast.**

Small businesses everywhere are seeking federal contracts.

SOME REQUIREMENTS

← → ↻ 🔒 🔑 search.certifications.sba.gov/advanced?page=1 📄 📄 ☆ ⬇️ Sign in 5

MILLER MANUFACTURING AND DESIGN, LLC		No active SBA certifications	TRAVIS MILLER millermfgdesign@gmail.com	E5090 HAIRE RD, WEYAUWEGA, WISCONSIN 54983
TECHNICAL PRODUCTS INC	Manufacturing, fabrication and distribution of ceramic and plastic materials.	No active SBA certifications	JESSICA BRESINA jessica@technicalproductsinc.com	198 W PROGRESS DR, WEST BEND, WISCONSIN 53095
DIVERSIFIED DESIGN AND MANUFACTURING OF WISCONSIN INC	design and build tight tolerance gages, automation fixtures and machined components 5-300 quantity range Capabilities statement	No active SBA certifications	GALE PENCE GALEP@DDMTOOL.COM	731 SWAN DRIVE, MUKWONAGO, WISCONSIN 53149
	As one of the largest cutting tool manufacturers in the USA, Valley Grinding & Manufacturing, Inc. keeps you cutting perfectly. Established in 1987, w...	No active SBA certifications	KIM UTSCHIG KUTSCHIG@VALLEYGRINDING.COM	1717 HAMILTON CT, LITTLE CHUTE, WISCONSIN 54140

<https://search.certifications.sba.gov/>

Cybersecurity is essential

- Federal government agencies have specific requirements for business to have robust cybersecurity systems and processes

Phased Implementation of CMMC Requirements Has Begun!
CMMC Phase 1 Implementation (Nov 10, 2025 - Nov 9, 2026) to focus primarily on CMMC Level 1 and Level 2
****Reminder to submit AFFIRMATIONS with your CMMC assessments in SPRS****

CYBERSECURITY MATURITY MODEL CERTIFICATION

ABOUT CMMC RESOURCES FAQ

LEARN MORE LEARN MORE LEARN MORE LEARN MORE

Acquisition Hour: The Basics of Cybersecurity for Any Small Business

Virtual

January 21, 2026 @ 12:00 pm - 1:00 pm



Acquisition Hour

<https://dodcio.defense.gov/CMMC/>

Understand the US SBA SMALL BUSINESS PROGRAMS

- Small Business Procurement Goals Not less than 25% of the total value of all prime contract awards for each fiscal year. [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#);
- [Small Disadvantaged Businesses](#) Not less than 5% of the total value of prime contract and not less than 5% subcontract awards for each fiscal year.
- 5 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].
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;

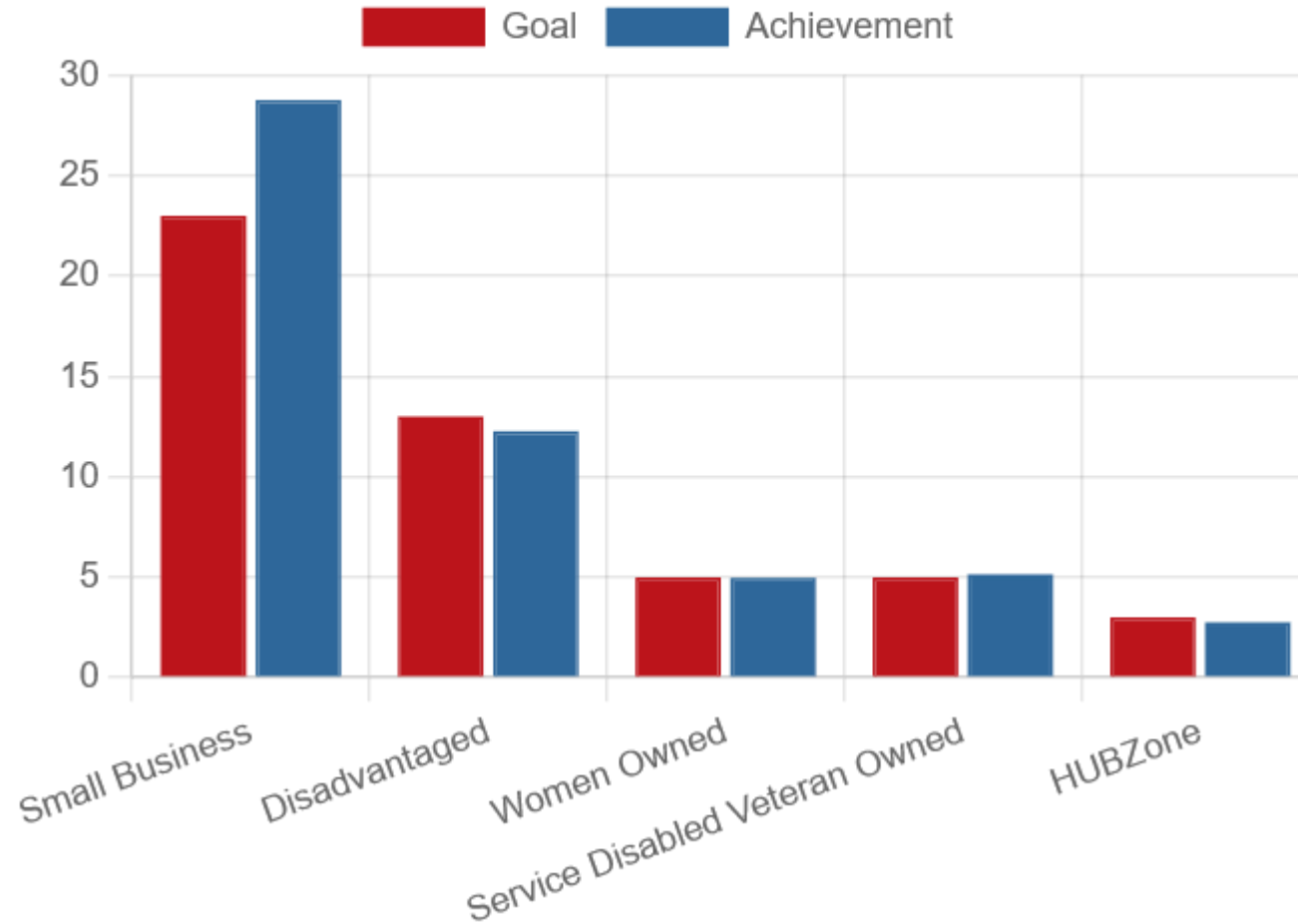
Small Business Procurement - FY2024 Small Business Goals - as of 01/12/2024

FUNDING DEPARTMENT NAME	Prime Contract Small Business Goals	Prime Small Disadvantaged Business Goal	Prime Service-Disabled Veteran-Owned Small Business Goal	Prime Women Owned Small Business Goal	Prime HUBZone Small Business	Subcontract Small Business Goals	Subcontract Small Disadvantaged Business Goal	Subcontract Service-Disabled Veteran-Owned Small Business Goal	Subcontract Women Owned Small Business Goal	Subcontract HUBZone Small Business Goal
DEPT OF DEFENSE (9700)	22.43%	11.55%	5.00%	5.00%	3.00%	28.00%	5.00%	5.00%	5.00%	3.00%
ENERGY, DEPARTMENT OF (8900)	17.00%	8.15%	5.00%	5.00%	3.00%	49.00%	5.00%	5.00%	5.00%	3.00%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF (7500)	23.00%	14.75%	5.00%	5.00%	3.00%	31.00%	5.00%	5.00%	5.00%	3.00%
VETERANS AFFAIRS, DEPARTMENT OF (3600)	27.00%	12.25%	5.00%	5.00%	3.00%	17.50%	5.00%	5.00%	5.00%	3.00%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8000)	16.90%	9.75%	5.00%	5.00%	3.00%	36.00%	5.00%	5.00%	5.00%	3.00%
HOMELAND SECURITY, DEPARTMENT OF (7000)	36.00%	18.25%	5.00%	5.00%	3.00%	43.00%	5.00%	5.00%	5.00%	3.00%
GENERAL SERVICES ADMINISTRATION (4700)	38.00%	22.60%	5.00%	5.00%	3.00%	22.00%	5.00%	5.00%	5.00%	3.00%
AGRICULTURE, DEPARTMENT OF (1200)	57.50%	27.85%	5.00%	5.00%	3.00%	21.00%	5.00%	5.00%	5.00%	3.00%
JUSTICE, DEPARTMENT OF (1500)	33.50%	17.20%	5.00%	5.00%	3.00%	36.00%	5.00%	5.00%	5.00%	3.00%
INTERIOR, DEPARTMENT OF THE (1400)	53.00%	32.50%	5.00%	5.00%	3.00%	42.00%	5.00%	5.00%	5.00%	3.00%
STATE, DEPARTMENT OF (1900)	26.00%	21.00%	5.00%	5.00%	3.00%	38.00%	5.00%	5.00%	5.00%	3.00%
COMMERCE, DEPARTMENT OF (1300)	40.00%	21.75%	5.00%	5.00%	3.00%	30.00%	5.00%	5.00%	5.00%	3.00%
TREASURY, DEPARTMENT OF THE (2000)	37.00%	12.75%	5.00%	5.00%	3.00%	15.00%	5.00%	5.00%	5.00%	3.00%
TRANSPORTATION, DEPARTMENT OF (6900)	34.50%	22.25%	5.00%	5.00%	3.00%	44.00%	5.00%	5.00%	5.00%	3.00%
OFFICE OF PERSONNEL MANAGEMENT (2400)	53.00%	36.00%	5.00%	5.00%	3.00%	25.00%	5.00%	5.00%	5.00%	3.00%
LABOR, DEPARTMENT OF (1600)	37.90%	30.00%	5.00%	5.00%	3.00%	60.00%	5.00%	5.00%	5.00%	3.00%
ENVIRONMENTAL PROTECTION AGENCY (6800)	44.00%	18.00%	5.00%	5.00%	3.00%	56.50%	5.00%	5.00%	5.00%	3.00%
EDUCATION, DEPARTMENT OF (9100)	16.00%	10.25%	5.00%	5.00%	3.00%	37.00%	5.00%	5.00%	5.00%	3.00%
HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF (8600)	28.00%	20.00%	5.00%	5.00%	3.00%	30.00%	5.00%	5.00%	5.00%	3.00%
SOCIAL SECURITY ADMINISTRATION (2800)	28.00%	13.00%	5.00%	5.00%	3.00%	50.00%	5.00%	5.00%	5.00%	3.00%
AGENCY FOR INTERNATIONAL DEVELOPMENT (7200)	13.75%	8.50%	5.00%	5.00%	3.00%	16.00%	5.00%	5.00%	5.00%	3.00%
NATIONAL SCIENCE FOUNDATION (4900)	24.00%	22.00%	5.00%	5.00%	3.00%	30.00%	5.00%	5.00%	5.00%	3.00%
NUCLEAR REGULATORY COMMISSION (3100)	42.00%	27.00%	5.00%	5.00%	3.00%	40.00%	5.00%	5.00%	5.00%	3.00%
SMALL BUSINESS ADMINISTRATION (7300)	70.00%	60.50%	5.00%	5.00%	3.00%	45.00%	5.00%	5.00%	5.00%	3.00%

https://www.sba.gov/sites/default/files/2024-01/FY24_Final_Goals_508.pdf

Large Prime Contractors must also negotiate small business goals

2024 Goals and Achievement



<https://www.sba.gov/federal-contracting/contracting-data/small-business-procurement-scorecard/scorecard-summary>

Large Prime Contractors must also negotiate small business goals

MARKET RESEARCH AND LOCATING OPPORTUNITIES



Welcome to mybidmatch.com for search profile: W18914

The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible using the contact information included with each day's listing.

You may also bookmark this page and check back as often as you'd like for new postings and please visit our [help](#) file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

Date	Articles	Read
Friday, Mar 8, 2024	6	New
Thursday, Mar 7, 2024	5	New
Wednesday, Mar 6, 2024	2	New
Tuesday, Mar 5, 2024	5	New
Monday, Mar 4, 2024	0	New
Sunday, Mar 3, 2024	0	New
Saturday, Mar 2, 2024	2	New
Friday, Mar 1, 2024	1	New
Thursday, Feb 29, 2024	3	New
Wednesday, Feb 28, 2024	1	New
Tuesday, Feb 27, 2024	1	New
Monday, Feb 26, 2024	0	New
Sunday, Feb 25, 2024	0	New
Saturday, Feb 24, 2024	5	New
Friday, Feb 23, 2024	2	New
Thursday, Feb 22, 2024	8	New
Wednesday, Feb 21, 2024	4	New
Tuesday, Feb 20, 2024	2	Feb 21 2024 9:01AM

USAspending.gov | Data Lab | Fiscal Data <https://www.usaspending.gov/>

USASPENDING.gov Spending Explorer Award Search

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

The federal government has spent 54 trillion in response to COVID-19.

Coronavirus
\$149,983,227
OUTLAYED AMOUNT
HRSA COVID-19
Uninsured Program
Assistance Fund
\$140,145,895
OUTLAYED AMOUNT
Education Stabiliza
\$73,360,965,
OUTLAYED AMOUNT

The screenshot shows a search result on SAM.gov. The search criteria include 'All Words' and 'e.g. 1606N020Q02'. The results show a contract opportunity for 'Lease for office space - 3098 Sq Ft Required' with a notice ID of 'DACA45-5-22-00117'. The contract is from the Department of Defense. Other details include the current date offers due (January 23, 2022) and the published date (Jan 18, 2022).

<https://sam.gov/content/home>

January 14, 2026

U.S. Department of Veterans Affairs – Eau Claire Clinic

- Address: 1310 W Clairemont Ave, Eau Claire, WI 54701
- Phone: (715) 834-2154
- Contracting: Facility maintenance, medical services, IT support
- NAICS: 622110, 334111

Social Security Administration – Eau Claire Field Office

- Address: 4120 Oakwood Hills Pkwy, Eau Claire, WI 54701
- Phone: 866-815-2924
- Contracting: Internal operations, claims processing, IT services
- NAICS: 921120, 928110

USDA NRCS/FSA – Eau Claire, Chippewa Falls, Menomonie, Black River Falls

- Addresses: Various county service centers
- Phone: 715-839-5026 (Eau Claire NRCS)
- Contracting: Agriculture support services, environmental programs
- NAICS: 115210, 541620

USPS – Regional Offices & Distribution

- Addresses: Multiple post offices in Eau Claire, Chippewa Falls, Menomonie
- Phone: (715) 832-2000 (Eau Claire main office)
- Contracting: Logistics, mail transport, facility management
- NAICS: 491110, 488991

TSA – Chippewa Valley Regional Airport

- Address: 3800 Starr Ave, Eau Claire, WI 54703
- Phone: (715) 838-7640
- Contracting: Security systems, training, airport screening equipment
- NAICS: 561612, 541512

Tomah VA Medical Center

- Address: 500 E Veterans St, Tomah, WI 54660
- Phone: 608-372-3971 / 800-872-8662
- Contracting: Medical equipment, facility construction, IT systems
- NAICS: 622110, 541611, 236220

Chequamegon-Nicolet National Forest (USFS)

- Headquarters: 500 Hanson Lake Road, Rhinelander, WI 54501
- Phone: 715-479-2827 (Ranger Districts)
- Contracting: Land management, fire support, infrastructure
- NAICS: 115310, 237990, 423390

U.S. Coast Guard – Sector Lake Superior (Duluth/Superior)

- Address: Duluth/Superior Port Facilities
- Phone: General: 218-727-0220
- Contracting: Vessel maintenance, marine safety, navigation aids
- NAICS: 488310, 541330, 336611

U.S. Customs and Border Protection – Duluth/Superior

- Address: Port Facilities, Duluth/Superior, MN/WI
- Phone: General: 218-727-5900
- Contracting: Security services, cargo handling, technology systems
- NAICS: 488510, 541512, 561612

Federal Correctional Institution – Sandstone, MN

- Address: 1000 Van Buren Rd, Sandstone, MN 55072
- Phone: 320-245-5120
- Contracting: Facility maintenance, security, food services
- NAICS: 922140, 561720

STATE GOVERNMENT



OpenBook Wisconsin

Tuesday, November 4, 2025

Home

Expenditures

Contracts

Salary

Other Resources

Common Questions

Contact Us

Welcome and thank you for visiting *OpenBook Wisconsin!*

Wisconsin has a rich tradition of open and transparent government. My administration is committed to making government more accessible to you, the citizens of Wisconsin.

Government works best when our work is transparent and citizens can easily hold their elected officials accountable. OpenBook Wisconsin provides information about how state government is spending your tax dollars, and I hope you'll use this important tool to find any information you need.

Thank you for visiting *OpenBook Wisconsin.*



OpenBook Wisconsin gives you easy access to State of Wisconsin expenditures, or the amount of money we spend to do business. There are more than 25 million entries showing the payments we have made for purchasing goods or services, travel and vendor payments for state agencies, the legislature, the courts and the University of Wisconsin System dating back to 2008.

OpenBook Wisconsin has been updated with data from the State Transforming Agency Resources system known as STAR. STAR data begins with October 1, 2015 activity for most agencies and July 1, 2016 for the Department of Transportation. Legacy system data has not been reformatted in STAR coding. Fiscal Year comparisons may be made at higher levels such as Agency and Category, however, STAR coding has changed at a more detailed level.

OpenBook Website Additions
 As of March 17, 2017 the following data has been added to the OpenBook Wisconsin website: Fringe Payment Data, Employee Salary, Purchase Orders and Contracts that state agencies have with vendors.

As directed by law, the website does not include aids payments to individuals, organizations, and local assistance payments.



State of Wisconsin Department of Administration

- State Employees ▾
- Doing Business ▾
- State Finances ▾
- Local Govts/Grants ▾
- Capitol ▾
- Licenses/Hearings ▾
- About DOA ▾

State Bureau of Procurement

The State Bureau of Procurement (SBOP) is part of the Wisconsin Department of Administration and administers the procurement laws, policies procedures of the state on behalf of all agencies and campuses.



State Agencies & Campuses



Suppliers



Municipal Governments



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

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

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

DOCUMENT DOWNLOADS



Search Bids

Keyword or Number
Agency
NIGP (VendorNet only)
Procurement Specialist

* Hit Enter to Search

Check "Awarded" to search only Awarded Solicitations

Filter By: Awarded/ Canceled
 Include eSupplier

Solicitation Reference #	Title	Agency	Available Date	Due Date	Available in eSupplier
2026-UWMSN-01100-RFB	ELECTRICAL SUPPLIES (2026-UWMSN-01100-RFB)	UW MADISON	11/4/2025	12/3/2025 2:00:00 PM	<input type="checkbox"/>
2026-UWSYS-01098-RFB	PRIME VENDOR FOR GROCERIES, MEAT, CHEESE, AND OTHER FOOD, BEVERAGE, AND RELATED SUPPLY PRODUCTS	UW SYSTEM ADMINISTRATION	11/4/2025	12/16/2025 2:00:00 PM	<input type="checkbox"/>
5433-0-2025-TJ	Services and Repair - Medium Duty Trucks	City of Madison	11/3/2025	11/17/2025 2:00:00 PM	<input type="checkbox"/>

<https://supplierdiversity.wi.gov/Pages/Home.aspx>



State of Wisconsin
Supplier Diversity Program

- Get Certified ▾
- After Certification ▾
- Annual Reports ▾
- About Us ▾
- FAQ



Welcome to

WI Supplier Diversity Program

The Wisconsin Supplier Diversity Program (SDP) certifies Minority-Owned (MBE), Service-Disabled Veteran-Owned (DVB) and Woman-Owned (WBE) businesses to provide better opportunities for them to do business with the State of Wisconsin and to assist the State of Wisconsin in achieving its goal of purchasing 5% with MBEs and 1% with DVBs.



STATE OF WISCONSIN

Department of Transportation (WISDOT)

- Projects
 - <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>
- Bid letting
 - <https://wisconsindot.gov/Pages/doing-bus/contractors/hcci/bid-let-2025.aspx>
- Small Business Transportation DBE program – women-owned, minority-owned
 - <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>



STATE OF WISCONSIN

Department of Transportation (WISDOT)



Disadvantaged Business Enterprise (DBE) Program

DBE Program
DBE Program
Information for DBEs
Support Services
Stay in touch
Contacts
Newsletters
Sign up for updates

On September 30, 2025, the U.S. Department of Transportation announced changes to the Disadvantaged Business Enterprise (DBE) program that will directly affect DBEs. The new interim final rule, which became effective October 3, 2025, removes race- and sex-based presumptions of disadvantage and requires all DBE firms to undergo recertification. Until recertification is complete, the Wisconsin Department of Transportation (WisDOT) and other Wisconsin DBE-certifying agencies may not set DBE goals for new contracts or count DBE participation toward existing goals. Existing contracts are not expected to be impacted, but future bids (October 2025 and beyond) will reflect these updated requirements.

Although no DBE goals will be assigned until the DBE recertification process is complete, please continue to reach out to prime contractors to express your interest in working on projects. WisDOT is working on developing a DBE recertification process and will share details on the process in the coming weeks. We encourage you to stay informed and appreciate your attention to this matter.

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>

Eau Claire County

https://www.eauclairecounty.gov/departments/finance/purchasing/bids_and_proposals.php

Dunn County

<https://dunncountywi.gov/purchasing>

<https://dunncountywi.gov/hwy-bids>

City of Eau Claire - Purchasing

<https://www.eauclairewi.gov/government/our-divisions/purchasing>

Chippewa Valley Technical College

<https://www.cvtc.edu/about-cvtc/quotes-bids-proposals>

OPENBIDS – Formerly: Demandstar/WAPP

<https://www.demandstar.com/app/wapp/registration>

WAPP Registration

Subscriber General Information

WAPP Notification Sign-up

By signing up for WAPP (Wisconsin Association for Public Procurement), you will receive notification from the following OpenBids agencies within Wisconsin:

- > Adams County
- > ALLIANT ENERGY CORPORATION
- > Blackhawk Technical College
- > Brown County Purchasing
- > Buffalo County
- > Calumet County
- > Chippewa Valley Technical College

First Name

First Name

Last Name

Last Name

Email

Email

Phone

Phone

Company Name

Company Name

Address 1

Address 1

Address 2

Address 2

(optional)

Country

Zip/Postal Code

- Adams County
- ALLIANT ENERGY CORPORATION
- Blackhawk Technical College
- Brown County Purchasing
- Buffalo County
- Calumet County
- Chippewa Valley Technical College
- City of Altoona
- City of Appleton
- City of Delafield
- City of Eau Claire
- City of Fond du Lac
- City of Green Bay
- City of Janesville
- City of La Crosse
- City of Madison - Purchasing Services
- City of Mayville
- City of Milton
- City Of Milwaukee Admin
- City of Oshkosh
- City of Pewaukee
- City of Portage
- City of Racine Purchasing
- City of Richland Center
- City of Stoughton
- City of Sun Prairie
- City of Watertown
- City of Waukesha
- City of Wausau
- Columbia County, WI
- Cooperative Educational Service Agencies (CESA)
- County of Dane
- County of Richland

- De Pere Housing Authority
- De Pere School District
- Department of Health Services: Bureau of Prevention, Treatment & Recovery (Wisconsin)
- Dodge County
- Door County
- Eau Claire Area School District
- Eau Claire County - Purchasing Department
- Fond Du Lac
- Fox Valley Technical College
- freeagency21qa
- Gateway Technical College
- Grant County
- Green Bay Area Public School District
- Green County Public Health
- IFLS Library System
- Iron County Highway Department
- Kenosha County
- La Crosse County
- Lakeshore Technical College
- Madison Area Technical College
- MADISON METROPOLITAN SEWER DISTRICT
- Madison Public Library
- Marathon County
- Marinette County
- Marquette County Government
- Medical College of Wisconsin
- Milwaukee Area Technical College
- Milwaukee County

- Milwaukee County Federated Library System
- Milwaukee County Transit System
- Milwaukee Metropolitan Sewerage District (MMSD)
- Milwaukee Public Library
- Milwaukee Public Schools (MPS)
- Monroe County Government
- Monte Alto Independent School District 915
- Moraine Park Technical College
- Nicolet Area Technical College
- Northcentral Technical College
- Northeast Wisconsin Technical College
- Northwood Technical College
- Oconto County
- Partners for Community Development, Inc.
- Pierce County Maintenance Department
- Professional Fire Fighters of Wisconsin Charitable Foundation
- Racine County
- Racine Unified School District - RUSD
- Ramsey County MN
- Rock County
- Salem School District
- School District of Waukesha
- Southwest Wisconsin Technical College
- Southwest Wisconsin Technical College - Real Estate Foundation
- St. Croix County
- St. Croix County Highway Department
- State of Wisconsin
- State of Wisconsin Investment Board (SWIB)
- testagency201
- Town of Bell

- Town of Brule
- Town of Holland
- Town of Springdale
- Town of Wayne
- University of Wisconsin-Green Bay
- Vernon County
- Village of Bonduel
- Village of Curtiss
- Village of DeForest
- Village of Fairchild
- Village of Hustisford
- Village of Jackson
- Village of New Glarus
- Village of North Bay
- Village of Poplar
- Village of Windsor
- Walworth County Metropolitan Sewerage District
- Walworth County WI
- Washington County, WI
- Water Works & Lighting Commission
- Waukesha County Department of Public Works
- Waukesha County Technical College
- Waupaca County
- Wauwatosa School District
- Weatherization Services- OCHA
- Western Technical College
- Winnebago County, WI - Purchasing Department
- Wisconsin Department of Transportation
- Wisconsin Technical College System Purchasing Consortium



- [Auctions And Surplus](#)
- [Bids And Proposals](#)
- [Insurance Certificates](#)
- [Vendor Registration](#)

Bids and Proposals

1 /

Home > Finance > Purchasing > Bids And Proposals



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Hours: 8:00am to 5:00pm, Monday through Friday

Location: 203 S. Farwell St.

Telephone: [\(715\) 839-4916](tel:7158394916)

Contact: Purchasing Manager - Greg Bowe

MOTION by Trustee Westphal, second by Trustee Bloohm to approve transfer of 1st Qtr. Transportation Aids of \$11,447.84 to NEB Street Repair Fund; motion carried. 5-aye

General government and utility bills totaling \$68,399.58 were audited and approved for payment. Checks numbered 31028-31074. Checks included:

- Ck#31034 - Martelle Water Treatment – Sewer Chemicals - \$4,444.50
- Ck#31058 – Midwest Meter – Meters and couplings - \$1,488.00
- Ck#31059 – Crane Engineering – Replace pump, labor and travel - \$1,131.18
- Ck#31061 – Culligan Water – Softener Program Chloride Reduction Plan - \$1,600.00

Motion by Trustee Bock, second by Trustee Westphal to approve transfer of 1st Qtr. Transportation Aids of \$11,447.84 to NEB Street Repair Fund; motion carried. 5-aye

MARKETING TO THE GOVERNMENT

Develop a TARGETED Capabilities Statement

- **KEEP IT SHORT**

- An electronic capability statement (CAPE) for government contracts should be short and hard-hitting. It should be 1 -2 pages and should highlight the salient points of products and offerings, personnel and qualifications.

- **MAKE IT PROMOTIONAL**

- A good CAPE will be a promotional brochure that on paper and through the electronic media advertises who you are, what you do and why the government or prime contractors should buy from you.

- **INCLUDE GRAPHICS**

- The document itself should be created with graphics, photos, themes and sales pitches. A picture of your product and your personnel adds dynamics.

Develop a TARGETED Capabilities Statement

CAPABILITY STATEMENT

BOWE
MACHINE CO.

COMPANY DATA

Established in 1956, Bowe Machine Company possesses some of the largest turning, milling, and Blanchard Grinding capabilities in the Midwest. With vast experience in large and small production runs, as well as project-specific requirements, we are able to satisfy both Government and commercial entities. Root cause analysis is applied within our manufacturing system.

CORE COMPETENCIES

- CNC Milling & Machining up to 150" x 340"
- Large Turning/Shaft capacity up to 22' between centers
- CNC Vertical Boring Mill capacity up to 126" swing
- Five-Axis machining capabilities
- 40 Ton in-house crane capacity
- Blanchard Grinding
- Welding & Fabrication
- SolidWorks Modeling Software/Simulation Pro FEA
- QI9 Quality Management Software
- Coordinate Measuring Machine capacity 40" x 60" x 26" Accurate within 3 Microns overall
- FMEA (Failure Mode Effect Analysis)
- ISO 9001:2008 Compliant

COMPANY DATA

"SMALL BUSINESS"

DUNS: 005271952

CAGE Code: 1URF5

NAICS CODES

332710 – Machine Shops

332721 – Precision Turned Products

SIC CODES

3599 – Machine Job Shops

www.bowemachine.com 2527 State St. Bettendorf, IA 52722 PH. 563-355-4777 Fax. 563-355-4907

PAST PERFORMANCE

Genesis Attachments

Shannon Klawiter:

sklawiter@genesissattachments.com

Hawkeye Pedershaab

Kory Wagenbach: kaw@npct.com

KONE

Jennifer Jones: jennifer.jones2@kone.com

Vermeer

Scott Bishop: sbishop@vermeer.com

WENDT Corporation

Tom Wendt: TomWendt@wendtcorp.com

DIFFERENTIATORS

Our ability to turn and mill nearly any size part makes Bowe Machine Company a one stop shop. Extensive capacity and 100,000 square feet manufacturing floor space allows us to maintain flexible lead time.

CONTACTS

Bill Bowe bbowe@bowemachine.com

Tom Bowe tbowe@bowetrives.com



Develop a TARGETED Capabilities Statement

Web Development Company Marketing Capability Statement One Pager

Company Name



This one page illustrates the single pager for the marketing capability statement. It provides information about core competencies and differentiators. Also, it highlights performance records and capabilities that company achieves in their journey.

Core Competencies

- o **Creativity** - Use and implementation of out of box ideas in providing marketing services
- o **Innovative** - Expertise marketing team focus in providing innovative solution to clients
- o **Excellence** - Excellence in assessing customer needs and requirements
- o **Value Your Money** - Believe in making it extremely good by providing unique and cost-effective marketing solutions.
- o Add text here



Our Capabilities

- o Our team is highly trained and expertise in providing following services:
- o Graphic designing
- o Digital Marketing
- o Search Engine Optimization
- o Social Media Management
- o Add text here

Past Performance

- o Assisting in SEO & PPC services to increase the overall traffic to the new clients (Client_Name) website by +64% increase in traffic .
- o Client Company reach in the top 5 results with an increase in .55% increase in online leads.
- o Add text here

Codes

3 4 5 6 7 3 - Graphic Designing services
2 8 9 7 7 9 - Web development services
3 9 5 9 5 5 - Social Media Management
XXXXXXXXX - Add text here

Differentiators

- o Honest & Ethical
- o Put Customer First
- o Always work towards proven results.
- o Add text here

Contact Us

- o Website : www.abc.com
- o Phone : 0123456789
- o Email : abc@gmail.com

Text Here

- o Add text here
- o Add text here
- o Add text here
- o Add text here

Develop a TARGETED Capabilities Statement

a
PASSION
for
CARING.

SOFTWARE Consortium

the
POWER
to
STRENGTHEN
your
BUSINESS.

Woman-Owned Small Business
Certified Minority Business Enterprise
MBE - Minority Business Enterprise
Certified MDC/PHD Dept. of Transportation

Software Development
Systems Engineering & Integration
Program, Project & Product Management
Strategic Technology Planning
CIO Support

a
PARTNER
you can
RELY ON.

Business Analysis
Business Process Reengineering
IT Architectural Oversight
Enterprise Design, Integration & Consolidation
Information Systems Security
Contingency Planning
Knowledge Sharing
Technology Staffing

MDCI CODES: 34181, 341811, 341812, 34183, 341832, 341230, 34175, 34176, 34179, 34143, 341432

SOFTWARE Consortium

"Software Consortium delivered exactly on what they promised. Our customer satisfaction has been just extraordinary."
— MICHAEL RIDGER, Vice President, IT Services, Erickson Retirement Committee

Teaming with Erickson business and IT professionals, Software Consortium has had project responsibility from concept to delivery of more than 25 outsourced software development projects. We consistently met goals for features, scheduling, budget and customer satisfaction. Erickson remains a satisfied client.

This customer's testimonial captures the universal experience of Software Consortium clients, as demonstrated by numerous project successes in federal and state government, healthcare, finance, education, and many other industries.

BUILDING SOLUTIONS that WIN.

Expertise that delivers the promise.

	IBM Business Partner	Microsoft Certified	IBM Business Partner	Microsoft Certified	IBM Business Partner	Microsoft Certified	IBM Business Partner	Microsoft Certified
Business Partner - Certified	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Business Advantage - Certified	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Energy for Carbon Emission System - 80% Best of Energy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
IBM iX Exchange - Arkansas	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Java Middleware - Arkansas	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Oracle Developer System - Arkansas	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Business Model Portal - Indiana Retirement	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Healthcare Data Integration System - Indiana Retail	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Partner IBM - Allen Hopkins International	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Enterprise System Portal - Allen Hopkins International	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Information System Security - Redline Research Inc	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Learning & Training System - Redline Research Inc	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Red II - 80% Best of Transportation	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Reling Center - 80%	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

COMPANY BACKGROUND

- Woman-Owned Small Business - WBE Certified
- Minority Business Enterprise - MDCI Certified
- Founded in 1991 to service commercial IT and program management market
- Expanded to State and Federal Marketplace in 2004
- Prime contractor for major international, national and local firms
- Maryland Dept. of Transportation and CATS qualified prime contractor
- GSA YETS Subcontractor Contract: GS-06F-05322
- Awarded 2006 Top 25 Woman-Owned Firms in Baltimore Metro Area
- Awarded 2006 Top 10 Software Development Companies in Baltimore Metro Area
- Headquartered in Baltimore, MD with offices in DC/Calverton, MD and Dallas/Ft. Worth, TX

QUALIFIED EMPLOYEES

- Average employee longevity is 5+ years
- 95% employee retention rate since 1998
- 95%+ of consultants have advanced IBM, Microsoft and PMP certifications
- Over 30% of consultants are certified in multiple technologies
- Fulltime recruiting staff to meet program deadlines

INDUSTRY PARTNERSHIP

- Microsoft Certified Partner since 1994
- Advanced Level IBM Business Partner since 1998 (Only 7.5% of IBM's partners achieve this level)

A PARTNER YOU CAN RELY ON.

- A flexible menu of service offerings
- Tailored to meet your short and long term needs
- Managed projects for your cost savings
- Customized services utilizing a structured and reliable methodology
- Just the right people, technology, process, knowledge, and skills

SKILLS OFFERED INCLUDE

- Program and Project Management
- Software Design, Integration and Architecture
- CIO Strategic Planning, Operations and Support
- Business Analysis, Business Process Reengineering
- Microsoft and Java development technologies
- Process management - Rational Unified Process, UML, Agile Methodologies, and others
- Portal Frameworks, Service Oriented Architecture
- Mentoring and Training


www.SoftwareConsortium.com

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For further information, please contact:
Software Consortium Headquarters
100 West Road, Suite 408
Baltimore, Maryland 21254
Tollfree: 1.877.850.9383 or 410.563.9383
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(8am-5pm CST)

Federal Contracts

We have a variety of contract agreements available to the



Military Signs

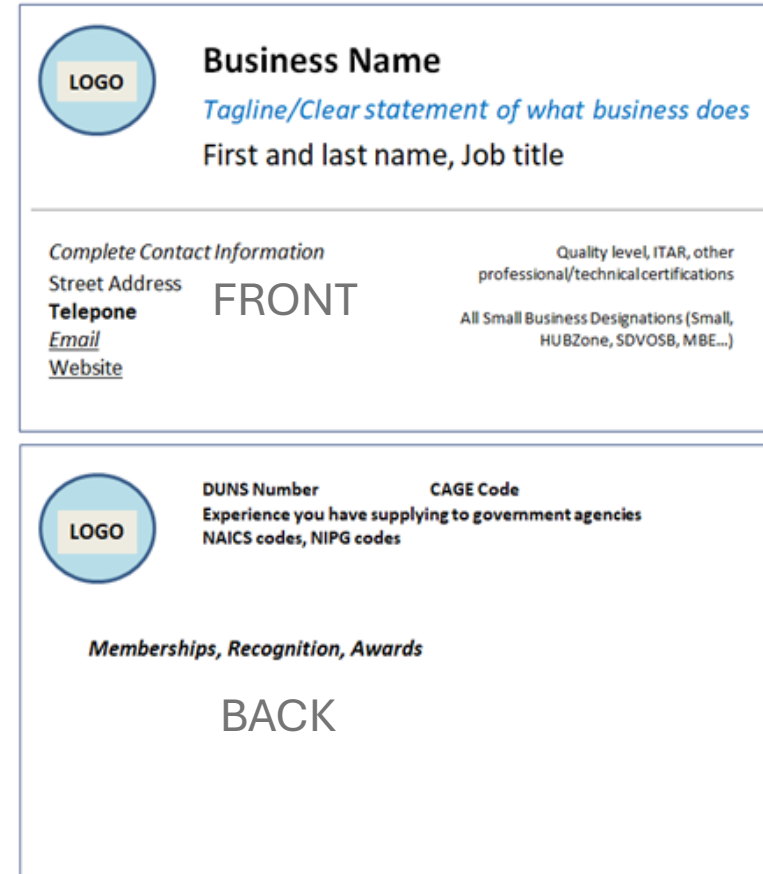
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We want to be your primary supplier of traffic and parking control items while making it as easy and economical as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers the most comprehensive selection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



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 **HOBNOB** 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 Events

The Contracting Academy (TCA) – Virtual

Virtual

December 9, 2025 @ 9:00 am - 4:00 pm



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



WELCOME TO
THE GOVERNOR'S
CONFERENCE ON DIVERSE
BUSINESS DEVELOPMENT
JOIN US ON DEC. 9-11, 2025

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

- ~~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
- **December 3** – DCMA Overview
- **December 17** – Understanding the US SBA and DOD Mentor Protégé Programs (MPP)

...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
- **December 18** – CMMC – From Top to Bottom – A Program Review

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

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Benjamin Blanc

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BenjaminB@wispro.org | 414-270-3600

10437 Innovation Drive Suite 320
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