

Acquisition Hour:

Is the GSA Schedule Right for Your Business?

February 11 | Noon – 1:00 pm

Presented by:

Marc Violante, 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*
- *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*





Is the GSA Schedule Right for Your Business?

Marc N. Violante

Acquisition Hour

February 11, 2026

Traditional Contract v. GSA MAS Award

**Traditional
(SAM, NECO)**



SALES

GSA MAS



SALES

Key questions

- What products will be offered
- Are Letters of Supply required? Can they be obtained?
- Is your pricing stable; price changes are restricted – see EPA
- There are approximately 2,828 federal buying offices*
 - Which ones buy your products/services?
 - How do they make those purchases?
 - Do they use GSA Schedules?
- Can State and/or Local purchase via the Schedule?
- **How are these customers and their needs going to be identified?**
- * Counts subject to changes with organizational changes.

Standing Solicitation

- A-FSS-11 CONSIDERATION OF OFFERS UNDER STANDING
- SOLICITATION (DEC 2022)
- (a) This solicitation is a standing solicitation from which the Government contemplates award of contracts for supplies/services listed in the Schedule of Items. This solicitation will remain in effect unless replaced by an updated solicitation.
- (b) **There is no closing date for receipt of offers**; therefore, offers may be submitted for consideration at any time.
- (continued)

<https://sam.gov/opp/979861651b9c4de7ab67433880e073a5/view> page 29-30

GSA Schedules continued

- GSA manages the GSA MAS program
- GSA delegated authority to operate a MAS program for Medical, Pharmaceutical, and other medically related items to VA – there are nine categories
- The GSA MAS and VA programs are similar but also have differences.
- “to an extent, they are a license to operate – or stated another way a “license to hunt”
- There are minimum Sales criteria – required sales

Schedules List

Source	Description
MAS	Multiple Award Schedule - Available offerings include commercial goods and services organized by 12 Large Categories, corresponding Subcategories, and SINS.
BPA	MAS Blanket Purchase Agreements (BPAs) - In order to support agencies with their strategic sourcing requirements, GSA is developing a number of MAS Blanket Purchase Agreements for selected commodities and services. These BPAs can be used by all agencies to fulfill requirements. MAS BPAs leverage the government's buying power and achieve significant cost savings through the aggregating of federal demand. Learn more about MAS IT BPA vehicles here
621 I	PROFESSIONAL AND ALLIED HEALTHCARE STAFFING SERVICES
621 II	MEDICAL LABORATORY TESTING AND ANALYSIS SERVICES
65 I B	PHARMACEUTICALS AND DRUGS - Includes Antiseptic Liquid Skin Cleansing Detergents and Soaps, Dispensers and Accessories.
65 II A	MEDICAL EQUIPMENT AND SUPPLIES
65 II C	DENTAL EQUIPMENT AND SUPPLIES
65 II F	PATIENT MOBILITY DEVICES - Includes Wheelchairs, scooters, walkers.
65 V A	X-RAY EQUIPMENT AND SUPPLIES - Includes medical and dental x-ray film.
65 VII	INVITRO DIAGNOSTICS, REAGENTS, TEST KITS AND TEST SETS
66 III	CLINICAL ANALYZERS, LABORATORY, COST-PER-TEST

VA Schedules

<https://www.gsaelibrary.gsa.gov/ElibMain/scheduleList.do>

GSA Schedules - Pricing

- Negotiated
 - Fair and Reasonable; GSA has Market Research Tools
 - Includes IFF – Industrial Funding Fee (.75%) Customer Pays / VA's is different
 - Equal to or better than best vendor price – the government is the largest customer – general idea
 - Discounts – e.g. 2/10 net 30 or 2% discount paid in 10 days; net paid in 30 days
 - Concessions – non-monetary incentives to do business with contractor e.g. no restocking fee, free shipping, other
 - EPA clause – economic price adjustment
 - Timing limitations, number of requests, and amount
 - TDR – Transaction Data Reporting
 - Sales Reporting

GSA Schedules

- “Continuously open” offers are not due on a specified date.
- MAS Contracts are Indefinite Delivery – Indefinite Quantity (IDIQ)
- Available to most all elements of the federal government and in some cases State and Local government
- Base period of 5 years; -3 5 year option periods* – possible total contract life of 20 years.
- Sales Criteria
- Categories – items must be “in scope”
- Add/Delete – GSA approval

Considerations – Admin effort

- Management
 - Authorized items
 - Authorized users
 - Compliance – ex – TAA, Letters of Supply
- Sales
 - Recording – Sales revenue v. IFF (escrow)
 - Reporting – report & IFF remittance
- Modifications
 - GSA Mass Mods / Updates / Reviews
 - Company originated – price, items

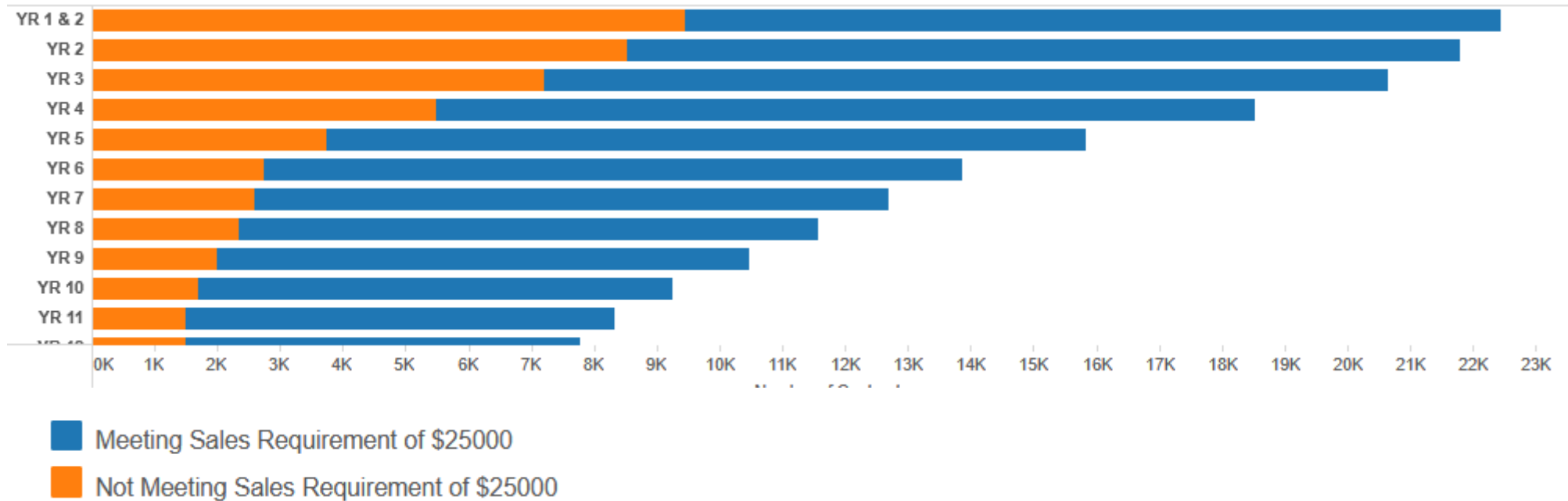
GSA Solicitation - SAM

Information/ Requirements

<https://sam.gov/opp/979861651b9c4de7ab67433880e073a5/view>

Display Name	Update Date
SF30 Attachment for Refresh Mod 47QSMD20R0001.pdf	Nov 24, 2025
MAS Available Offerings Refresh 30	Nov 24, 2025
IBRAttcahment_47QSMD20R0001_Ref_30.pdf	Nov 24, 2025
Travel_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Transportation and Logistics Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Security and Protection_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Scientific Management and Solutions_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Professional Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Miscellaneous_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Information Technology_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Industrial Products and Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Human Capital_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Furniture and Furnishings_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Facilities_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Office Management_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
SOLICITATION DOCUMENT FOR 47QSMD20R0001.pdf	Nov 24, 2025

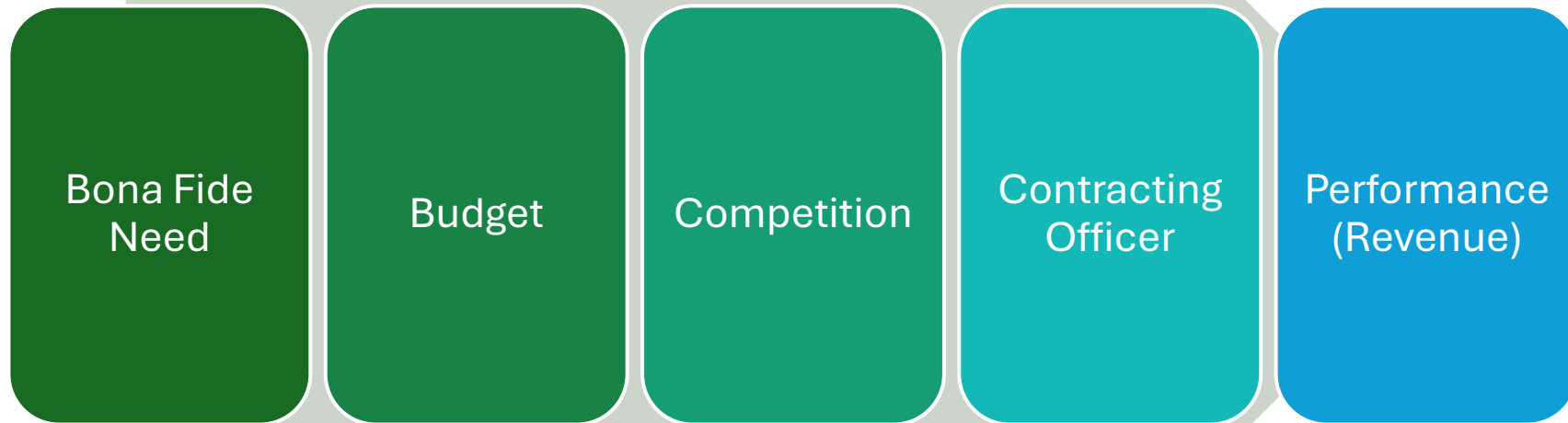
Contract Performance –



Take-aways

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>

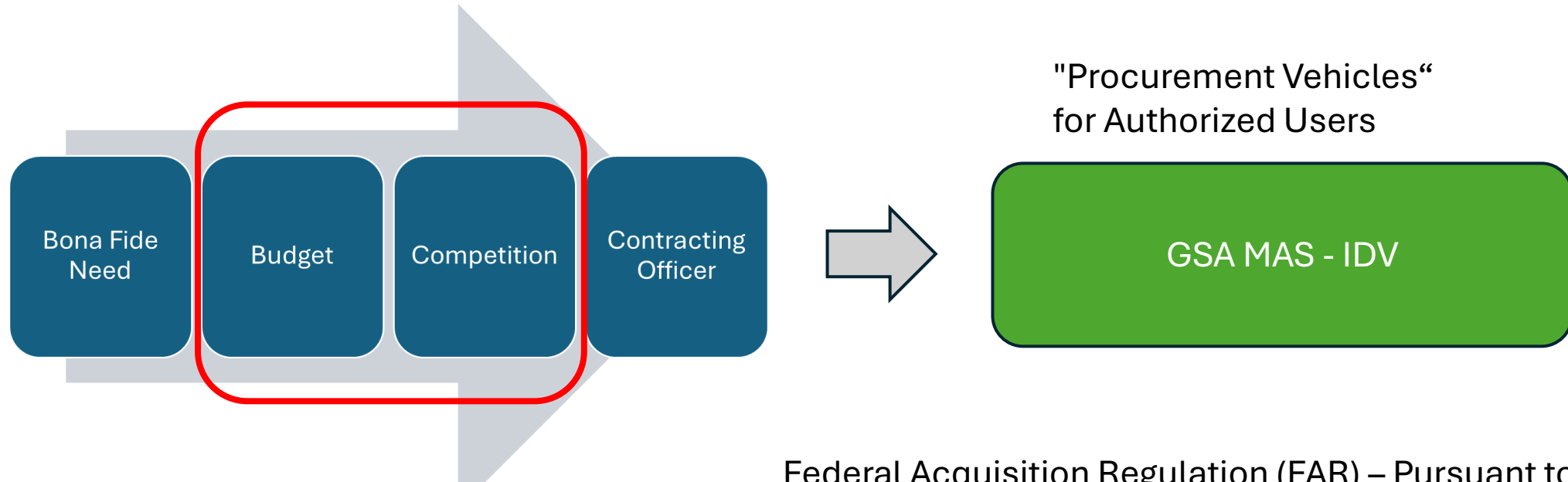
Traditional Process (SAM)



I need to buy a number of widgets that have a Government estimated cost of \$X

GSA MAS - Creation

MAS Solicitation



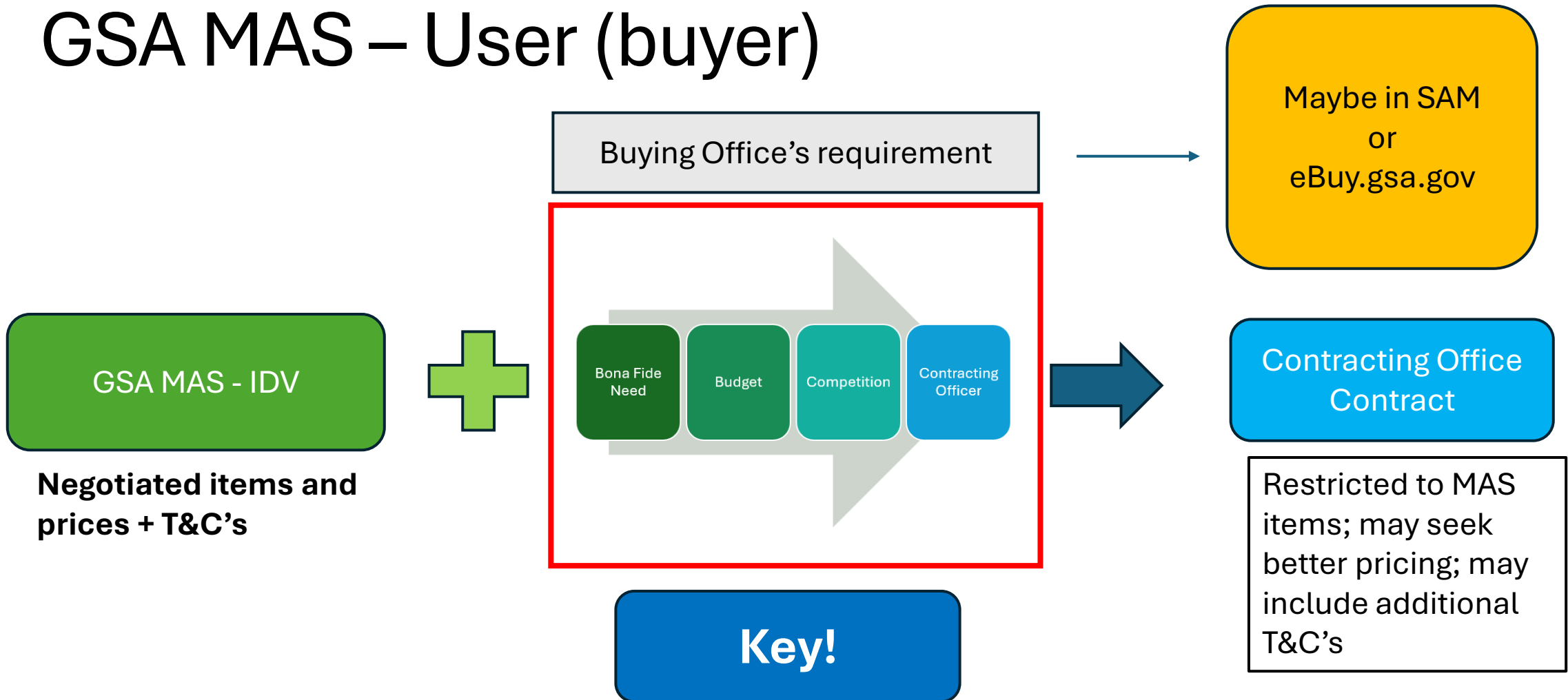
I-FSS-106 GUARANTEED MINIMUM (DEC 2022)

(a) The guaranteed minimum that the Government agrees to order during the period of this contract is \$2,500. If the Contractor receives total orders for less than \$2,500 during the term of the contract, the Government will pay the difference between the amount ordered and \$2,500.

Sales – IFF projections/requirements

Federal Acquisition Regulation (FAR) – Pursuant to 41 U.S.C. 152(3), FAR Part 38 prescribes policies and procedures that GSA must follow in managing the Schedule program. FAR Subpart 8.4 prescribes ordering procedures for federal agencies when placing orders for supplies and services under Schedule.

GSA MAS – User (buyer)



IDV Based Award - FPDS

Award ID (Mod#):	36C25623F0146 (P00006) (View)	Award Type:	DELIVERY ORDER
Legal Business Name:	NINETY FIVE SOUTH, INC.	Contracting Agency:	VETERANS AFFAIRS, DEPARTMENT OF
Date Signed:	February 09, 2026	Action Obligation:	\$117,600
Referenced IDV:	GS21F041BA	Contracting Office:	256-NETWORK CONTRACT OFFICE 16 (36C256)
NAICS (Code):	FACILITIES SUPPORT SERVICES (561210)	PSC (Code):	HOUSEKEEPING- CUSTODIAL JANITORIAL (S201)
Entity City:	CENTER MORICHES	Unique Entity ID:	KLTHNVKLJ731
Entity State:	NY	Ultimate Parent Unique Entity ID:	KLTHNVKLJ731
Entity ZIP:	119341607	Ultimate Parent Legal Business Name:	NINETY FIVE SOUTH INC
Cage Code:	35YJ5		

Search Term: Janitorial; site: <https://www.fpds.gov>

Market Research – GSA MAS

- How to get on schedule - <https://www.gsa.gov/sell-to-government/step-1-learn-about-government-contracting/how-to-access-contract-opportunities/help-with-mas-contracts-to-sell-to-government/roadmap-to-get-a-mas-contract>
- GSA eLibrary – www.gsaelibrary.gsa.gov
- GSA Advantage – www.gsaadvantage.gov
- GSA SSQ+ -
 - <https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>
- SAM Data Bank – ad hoc -- <https://sam.gov/reports/awards/adhoc>
- USAspending
- FAR Part 38 - **Federal Supply Schedule Contracting**
- FAR SubPart 8.4 - **Federal Supply Schedules**
- **MAS Desk Reference Guide** - <https://www.ebuy.gsa.gov/ebuy/>

GSA eLibrary

GSA eLibrary GSA Federal Acquisition Service

Home Visit eBuy Visit Advantage! Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search in **all the words** **Search**
 enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS
[Contractor Directory \(a-z\)](#) [Total Solution Search](#)

Category Guide

- Facilities
- Human Capital
- Information Technology
- Office Management
- Scientific Management and Solutions
- Transportation and Logistics Services
- Furniture & Furnishings
- Industrial Products and Services
- Miscellaneous
- Professional Services
- Security and Protection
- Travel

News...

Use Your FAS ID to Log Into eBuy Open
 Changes are coming to the way you access eBuy Open! As you may have heard, MAX.gov is being decommissioned at the end of the calendar year. Starting Dec. 13, 2024, you will need your FAS ID to log into eBuy Open. Be on the lookout for further information.

Request Quotes/Bids

GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US federal agencies and military services worldwide to achieve required competition, best pricing and value. GSA eBuy saves you time and money - all while keeping you FAR compliant. [go to eBuy >>](#)

Additional Information

Customers

- eBuy Open
- Contact Customer Support
- Training Opportunities
- FPDS-NG
- EPLS
- GSA Strategic Sourcing BPAs
- Acquisition Gateway

Contractors

- Contract Opportunities
- Schedules Sales Query
- Vendor Support (VSC)

Contract Vehicles

- Multiple Award Schedules
- Blanket Purchase Agreements
- Indefinite Delivery Vehicles
- Technology Contracts

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- View schedule contracts
- GSA schedules info
- VA schedules info
- MAS Available Offerings
- MAS Clause Applicability Matrix

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
- GSA technology contracts info

State and Local Governments

Cooperative Purchasing
 Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors

GSA Advantage

The screenshot shows the GSA Advantage website homepage. At the top, there is a browser address bar with the URL www.gsadvantage.gov/advantage/ws/main/start_page?store=ADVANTAGE. Below the address bar is a navigation menu with links for "MY ACCOUNT", "NSN ORDERING", "eTOOLS", "HELP", "REGISTER", and "LOGIN". The main content area features a search bar with the text "Search Products" and a search button. Below the search bar are four promotional tiles: 1. "Nutrition for the Military Working Dog" featuring a golden retriever and the Purina Pro Plan logo. 2. "HOT COMMODITIES!" with the text "Find the right national stock number, every time" and an image of various office supplies. 3. "Product Vulnerability Alert" with a warning icon and the text "Emergency Directive for F5 Devices". 4. "Strategic Sourcing" with the text "Leveraging Government buying power to get you the best value and price." and two dropdown menus for "Products" and "Services". Each tile has a "Learn More" button. The "Strategic Sourcing" tile has a "View All Offerings" button.

GSA Advantage – First Aid Kits

GLOBAL SUPPLY



6545-00-656-1093

FIRST AID KIT

Mfr: NISH

from

\$ 92.49 KT



From 109 sources: [View All](#)



GLOBAL SUPPLY



6545-01-465-1800

FIRST AID KIT

Mfr: NIB

from

\$ 176.58 KT



From 69 sources: [View All](#)



Includes:

GLOBAL SUPPLY



6545-00-664-5313

FIRST AID KIT (AUTOMOBILE)

Mfr: NIB

from

\$ 56.96 KT



From 10 sources: [View All](#)



Includes:



9300-10P

FIRST AID KIT

Mfr: First Aid Only, Inc

from

\$ 16.10

From 15 sources: [View All](#)



Includes:

eLibrary – IT Hardware

MAS Multiple Award Schedule

Information Technology - IT Hardware

Category Description

33411 Purchasing of New Electronic Equipment Includes desktop, laptop, tablet computers (including rugged), servers, storage equipment, hyperconverged integrated systems, supercomputers, equipment (hardware based firewalls), audio and video (AV) equipment, public address systems, monitors/displays, sensors and other Internet of Things (IOT) devices, printers and Multi-(LMR), microwave radio equipment, satellite communications equipment, radio transmitters/receivers (airborne), radio navigation equipment/antennas, optical/imaging systems, and asso connectors, cables, drivers, adapters, etc., ancillary installation of any equipment purchased.

NOTE: Subject to Cooperative Purchasing

856 contractors

Limit To: Sort:

[Download Contractors \(xls | csv\)](#)

Contractor		Contract #	Phone	City, State
17TH ST PHOTO SUPPLY, INC.		GS-07F-078GA	516-500-3605	WANTAGH ,NY
3S SYSTEM TECHNOLOGY INC.		47QTCA24D0011	857-919-7880	NEW TAIPEI CITY , TAIWAN
3T-INNOVATIONS, LLC		GS-35F-528GA	727-709-0426	TARPON SPRINGS ,FL
52 NETWORKS, INC.		47QTCA22D00B3	5714028369	WOODBIDGE ,VA
A & T SYSTEMS, INC.		GS-35F-247DA	240-705-7830	SILVER SPRING ,MD
A.M. COMMUNICATIONS SOLUTIONS, INC.		47QSMA21D08NL	717-292-4220	DOVER ,PA
AATD LLC		GS-35F-658GA	703-626-1044	SAN ANTONIO ,TX
ABM FEDERAL SALES, INC.		47QSEA19D000B	800-522-9226	SAINT LOUIS ,MO

Example – SAM DataBank Research FY 24, 25

Category: 33411 sampled 8 of 856

Row Labels	Count of Legal Business Name	Sum of Dollars Obligated
[-] 17TH ST. PHOTO SUPPLY, INC.	118	\$853,744.90
DEPT OF DEFENSE	61	\$548,417.83
GENERAL SERVICES ADMINISTRATION	53	\$201,390.43
HOMELAND SECURITY, DEPARTMENT OF	1	\$43,613.00
NATIONAL GALLERY OF ART	1	\$13,239.20
STATE, DEPARTMENT OF	1	\$23,042.40
VETERANS AFFAIRS, DEPARTMENT OF	1	\$24,042.04
[+] 3T-INNOVATIONS, LLC	17	\$3,154,867.42
[-] A & T SYSTEMS, INC.	13	\$842,832.09
DEPT OF DEFENSE	8	\$696,435.75
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	2	(\$2,058.41)
JUSTICE, DEPARTMENT OF	3	\$148,454.75
[-] A.M. COMMUNICATIONS SOLUTIONS, INC.	9	\$198,987.41
DEPT OF DEFENSE	1	\$432.54
GENERAL SERVICES ADMINISTRATION	1	\$549.50
VETERANS AFFAIRS, DEPARTMENT OF	7	\$198,005.37
Grand Total	157	\$5,050,431.82

SAM DataBank Category 33411; FY

Row Labels	Count of Fiscal Year	Sum of Dollars Obligated
2024	95	\$4,418,718.00
2025	62	\$631,713.82
Grand Total	157	\$5,050,431.82

MAS Opportunities - Identification

- Capability Statement
- Active marketing, past users, competition, value proposition
- SAM – Sources Sought
- SAM – Posting
- GSA eBuy

SAM Notice

Elevator inspection service for USCG Academy New London CT.

Previous Incumbent: Admiral Elevator Co., Contract w/ Base + 2 Options \$22,357.09
(two years exercised, 1 year not)

This notice will be published in SAM at the Government Point of Entry (GPE) and contract award will be reserved for GSA Schedule Award / Task Order with existing contract vehicle.

MAS: OASIS+*A - attached GSA e-Buy Notice & SF1449

All Quotes will be emailed to Katherine.m.discenza@uscg.mil or posted in GSA e-buy electronically.

<https://sam.gov/workspace/contract/opp/fe6f2a582a6241aeb0a98533165c69ca/view>

Oil Cooler – Sources Sought Notice

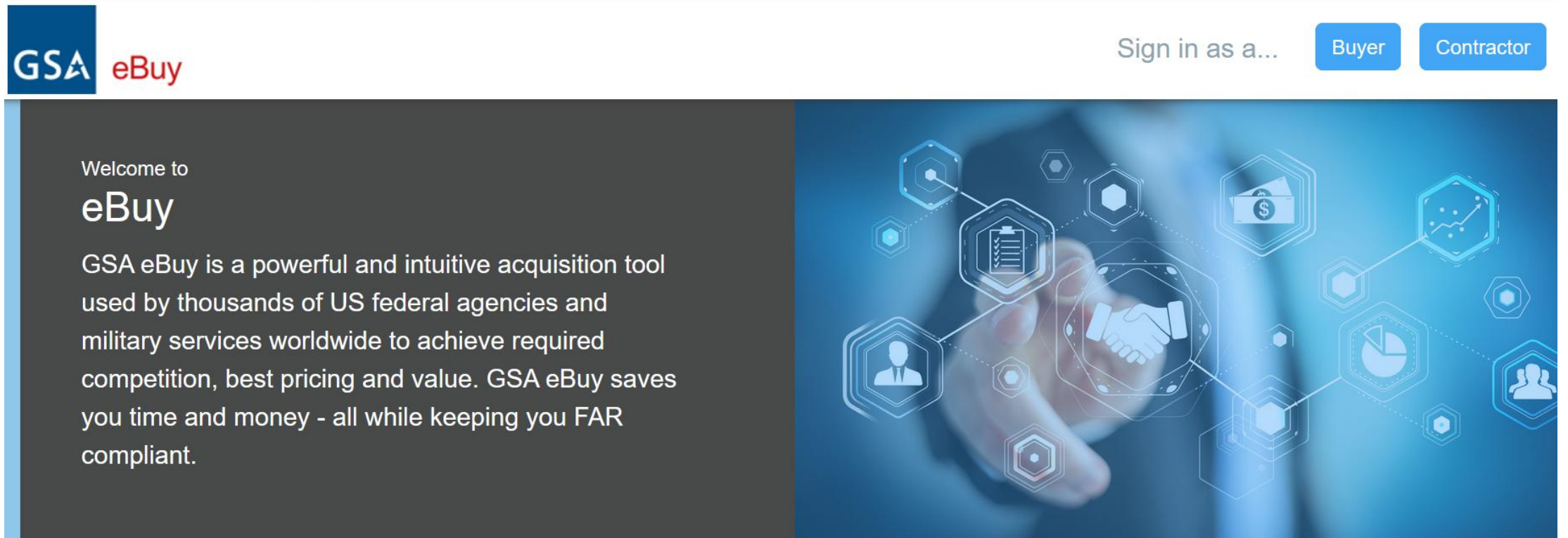
Procurement of Actuator, Oil Cooler

Responses to this notice should include company name, address, telephone number, and point of contact (POC). Please respond to the following questions:

1. Is your firm an OEM authorized facility? If so, please provide the Cage Code which to procure with.
2. Is your business a large or small business and how many employees?
3. What North American Industry Classification System (NAICS) code does your company use for this type of service?
4. If small, does your firm qualify as a small, emergent business, or a small, disadvantaged business?
5. If disadvantaged, specify under which disadvantaged group and is your firm certified under Section 8(a) of the Small Business Act?
6. Is your firm a certified Hub Zone firm?
7. Is your firm a Woman-Owned or operated business?
8. Is your firm a certified Service-Disabled Veteran-Owned?
9. **Is your product listed on a General Services Administration (GSA) schedule?**
10. Do you have other government agencies using the product, and if so which agencies, POCs and contract numbers?
11. If possible, provide POCs for civilian users for general usage of product questions.
12. Please indicate if there are any quantity discounts.
13. What is an estimated total lead time?

<https://sam.gov/workspace/contract/opp/9574978a3a7c47588d7d9ba239652231/view>

eBuy



The screenshot shows the top navigation bar of the GSA eBuy website. On the left is the GSA eBuy logo. On the right, there is a 'Sign in as a...' dropdown menu with two options: 'Buyer' and 'Contractor'. Below the navigation bar, the main content area is split into two sections. The left section has a dark background and contains a welcome message and a description of the platform. The right section features a blue background with a hand interacting with various business-related icons like a handshake, a dollar sign, a pie chart, and a person icon.

GSA eBuy

Sign in as a... [Buyer](#) [Contractor](#)

Welcome to
eBuy

GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US federal agencies and military services worldwide to achieve required competition, best pricing and value. GSA eBuy saves you time and money - all while keeping you FAR compliant.

What solutions are available in eBuy

The following acquisition solutions are available in eBuy:

- **GSA and VA Multiple Award Schedules – also referred to as “Federal Supply Schedules”**
- **Technology Contracts**
 - Governmentwide Acquisition Contracts (GWACs) – innovative, cost effective solutions for information technology (IT) requirements.
 - Network Services and Telecommunications contracts - solutions for your agency’s communications infrastructure and network needs.
- **Blanket Purchase Agreements – GSA has developed several MAS BPAs that leverage the government’s buying power and achieve significant cost savings through the aggregating of federal demand.**
- **Federal Strategic Sourcing Initiative (FSSI) contracts – Strategic sourcing is the structured and collaborative process of critically analyzing an organization’s spending patterns to better leverage its purchasing power, reduce costs, and improve overall performance.**



https://www.ebuy.gsa.gov/ebuy/assets/content/eBuy-Contractor_jobaid.pdf; page 2

GSA Award - timeline

- GSA tries to award offers efficiently and effectively. However, complete review, potential negotiations, and award may take up to 12 months. Submission of an offer does not guarantee the award of a MAS contract. Keep the following in mind:
- Complete, well-documented offers with competitive pricing are easier and faster to review.
- Getting a contract does not guarantee your company will receive orders. You still need to market your business -- see the [“Sell” section of this guide](#).

<https://vsc.gsa.gov/vsc/app-content-viewer/section/9>

Identify all possible Customers

552.238-114 USE OF FEDERAL SUPPLY SCHEDULE CONTRACTS BY NON-FEDERAL ENTITIES (MAR 2024)

(a) Definition — Non-Federal entity, as used in this clause, means any State, local, territorial, or Tribal government, or any instrumentality thereof (including any local educational agency or institution of higher education); and any other non-Federal organization (e.g., a qualified nonprofit agency as defined in 40 U.S.C. 502(b)

(b) Responsibilities. Eligible non-Federal entities are responsible for complying with—

<https://sam.gov/opp/979861651b9c4de7ab67433880e073a5/view> - pg 191

Have a plan; know the requirements

I-FSS-639 CONTRACT SALES CRITERIA (SEP 2023)

The Federal Supply Schedule (FSS) Contracting Officer may decide not to exercise the first option to extend the term of the contract if the Contractor's reported sales are not expected to exceed \$100,000 within the first 60 months following contract award. The FSS Contracting Officer may decide not to exercise subsequent options to extend the term of the contract if the Contractor's reported sales did not exceed \$125,000 each 60 month period thereafter.

(End of clause)

<https://sam.gov/opp/979861651b9c4de7ab67433880e073a5/view> - pg 30

Questions?

Acquisition Hour:

Is the GSA Schedule Right for Your Business?

February 11 | Noon – 1:00 pm

Presented by:

Marc Violante, 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*
- *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*

