

Acquisition Hour:

Using Data to Validate and Refine Your Go / No-Go Criteria AND 10+ Important Questions to Ask

July 22 | Noon – 1:00 pm

Presented by:

Marc Violante, 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*
- *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**

- *La Crosse Public Library Main*

- **MANITOWOC**

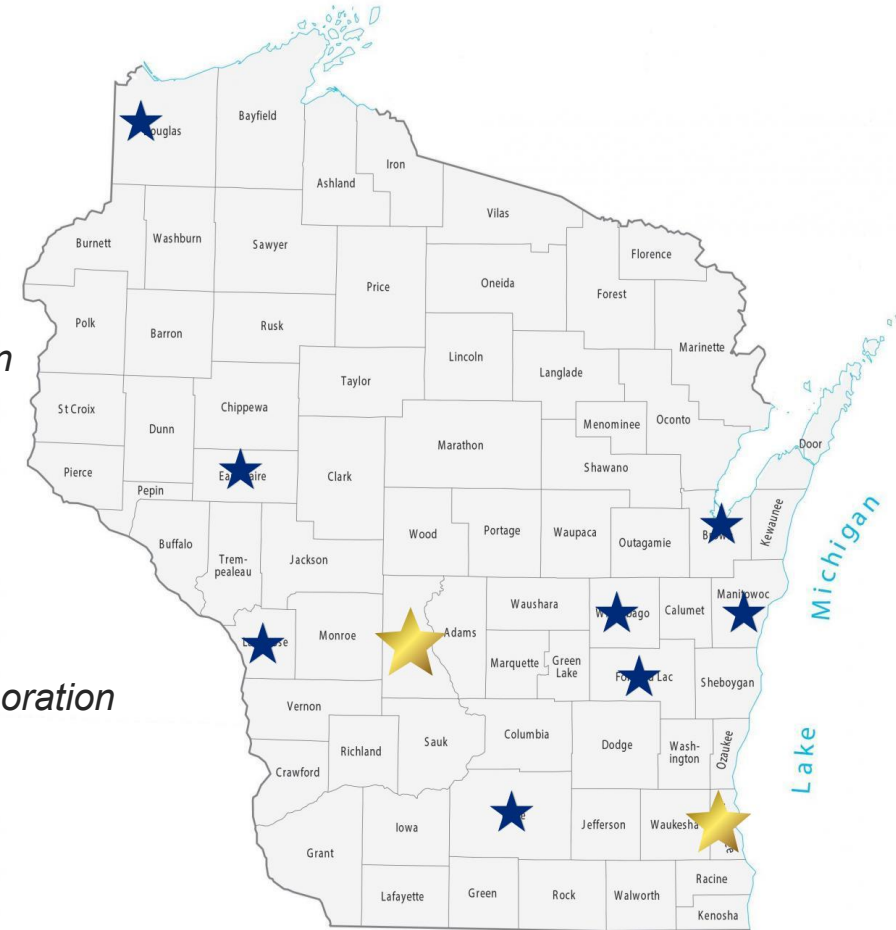
- *Progress Lakeshore*

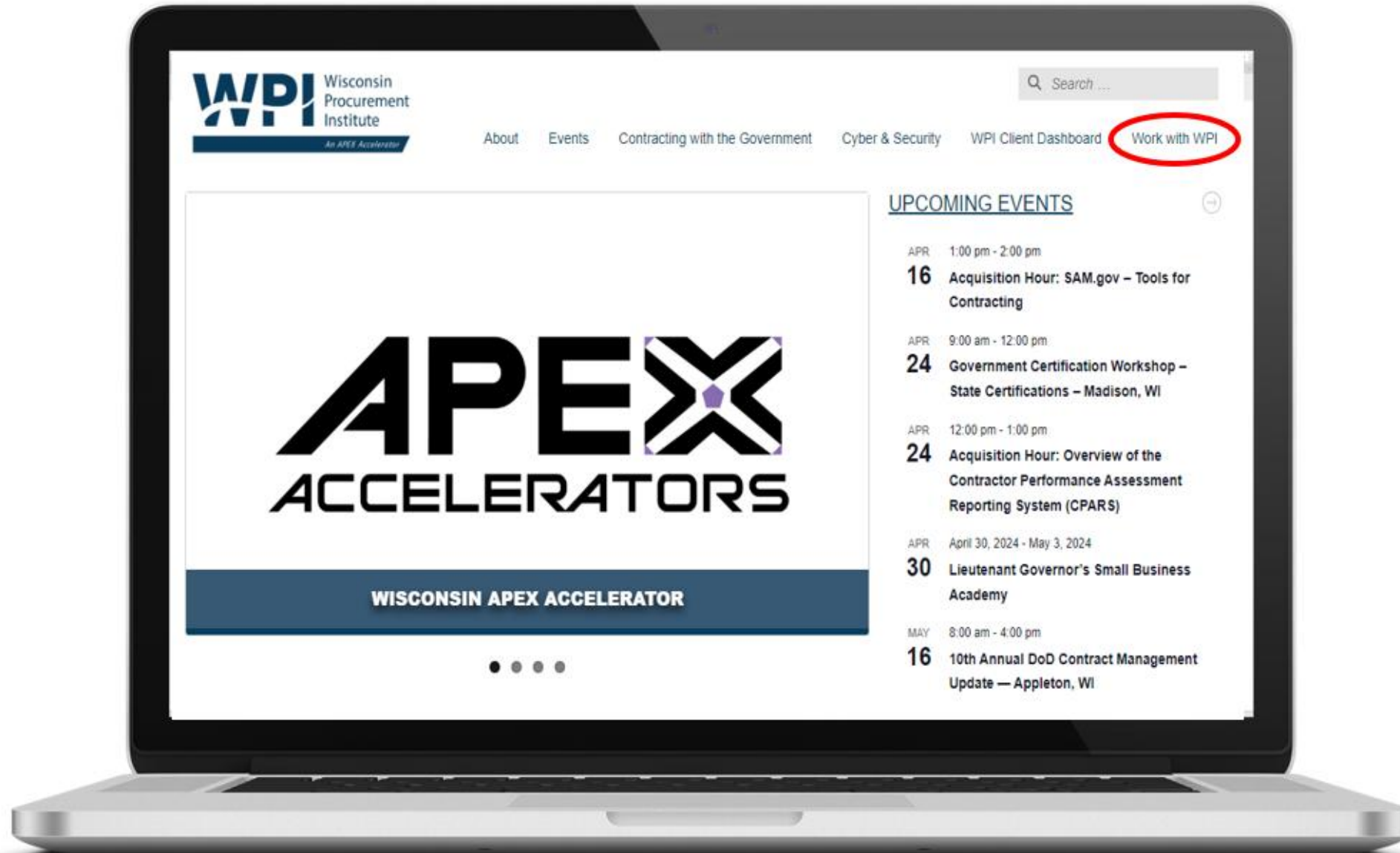
- **OSHKOSH**

- *Greater Oshkosh Economic Development Corporation*

- **SUPERIOR**

- *Small Business Dev Center; UW Superior*





Using Data to Validate and Refine Your Go / No-Go Criteria

Wisconsin Procurement Institute

Marc Violante

July 22, 2026

Go / No-go

DEFINITION

The go / no-go decision is the disciplined checkpoint where a firm decides whether to pursue a specific contracting office, program, or government solicitation — before spending the time and money for travel, a conference or to write a proposal. Weighing fit, capability, competition, and the odds of winning, the company and/or the team commits to bid (go) or steps aside to protect its resources (no-go).

What you weigh before committing

- Strategic fit — does the work match our mission and past performance?
- Capability & capacity — can we deliver on scope, schedule, and budget?
- Competition — who else will bid, and where do we realistically stand?
- Win probability & ROI — is the likely return worth the cost to bid?

GO

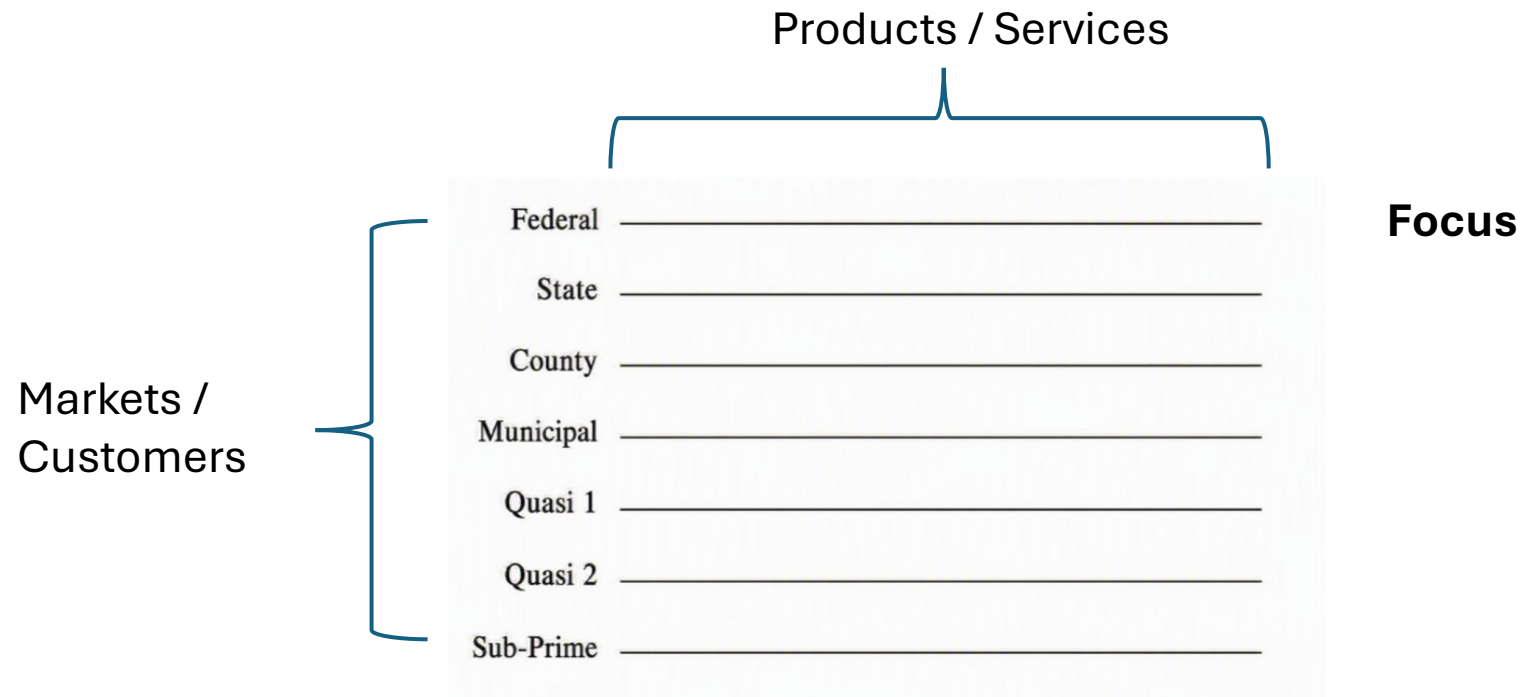
Pursue — we can compete and win

NO-GO

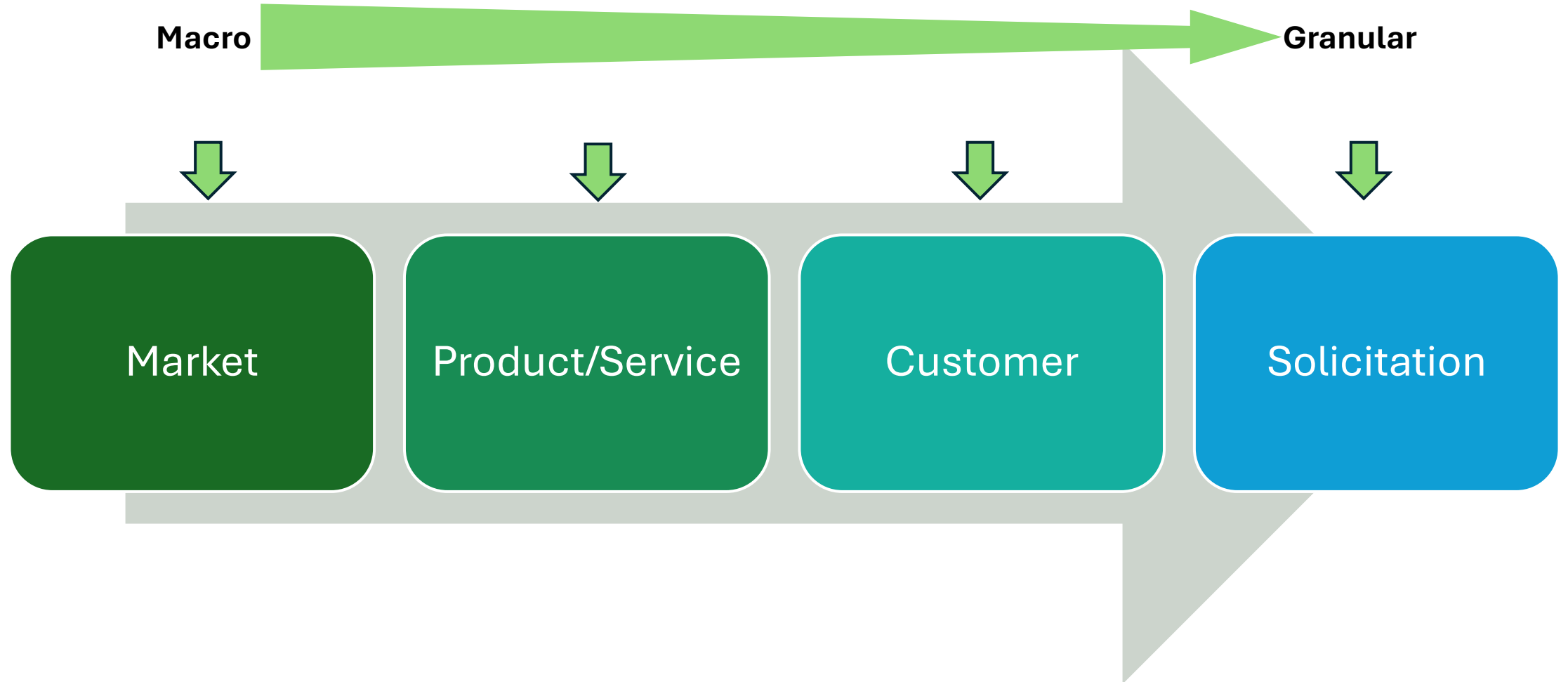
Pass — preserve time and resources

I want to sell to the Government

- Who specifically?



Go / No-go Decision points



General Marketplace - consideration



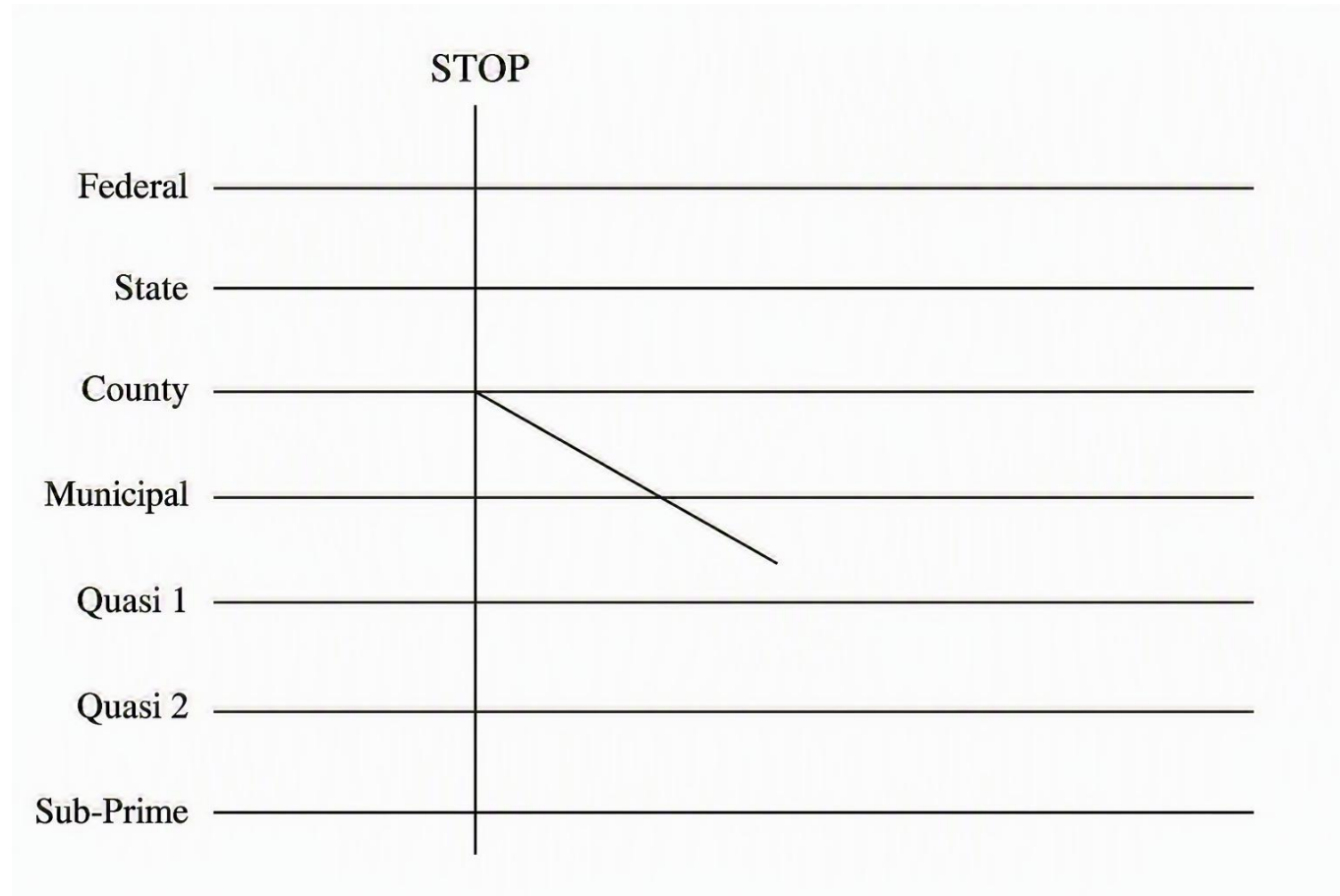
How many contracts do I really need?

- Revenue Goal - \$150,000
- Avg Contract Value - \$5,000
- Number of Contracts = 30 ($B::W = 1::1$) $P(w)$ – very important
- $B::W = 10::1 >$ Number of contracts = 300
- Response time – 5hr/solicitation = $5 * 300 = 1,500$ hours
- Work year = 2,080 -- Response time 1,500
- How long will it take to perform 10 contracts?
- Time, resources, cost
- How many can be performed at the same time?
 - Issues – e.g. Surety Bonding

Customer Similarity

	STOP	
Federal		
State		
County		
Municipal		
Quasi 1		
Quasi 2		
Sub-Prime		

Identifying customers with similar requirements & processes



Go / No-go requirement – unique to each

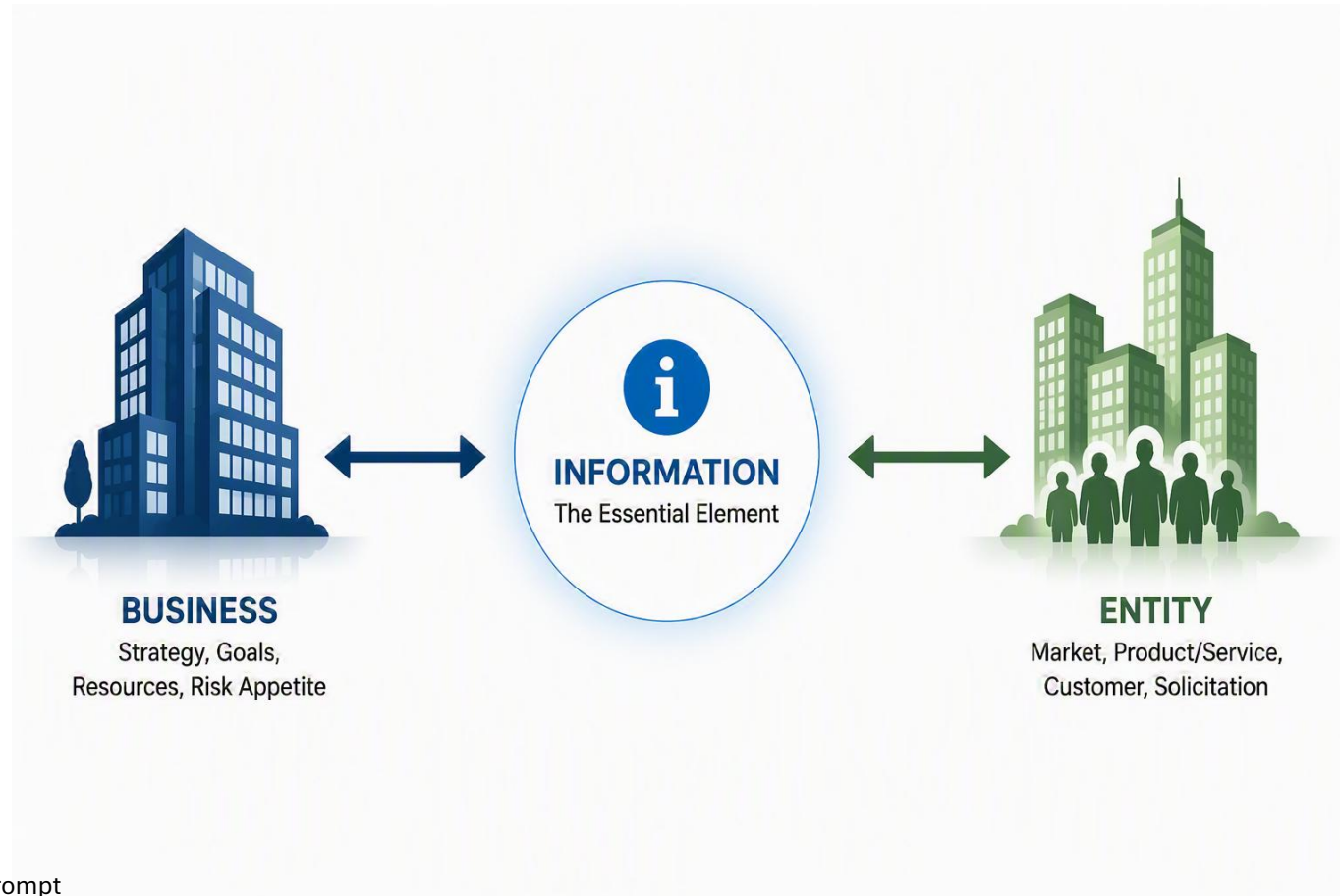
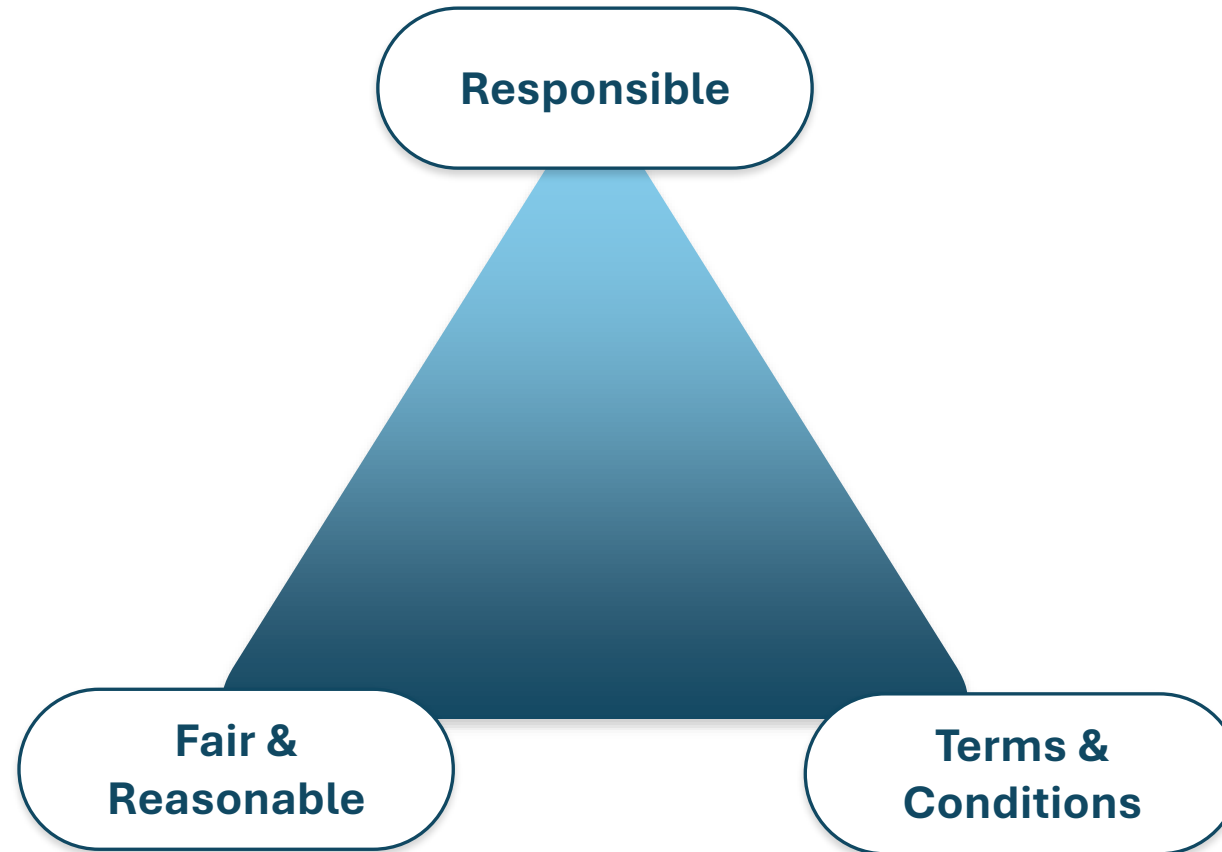
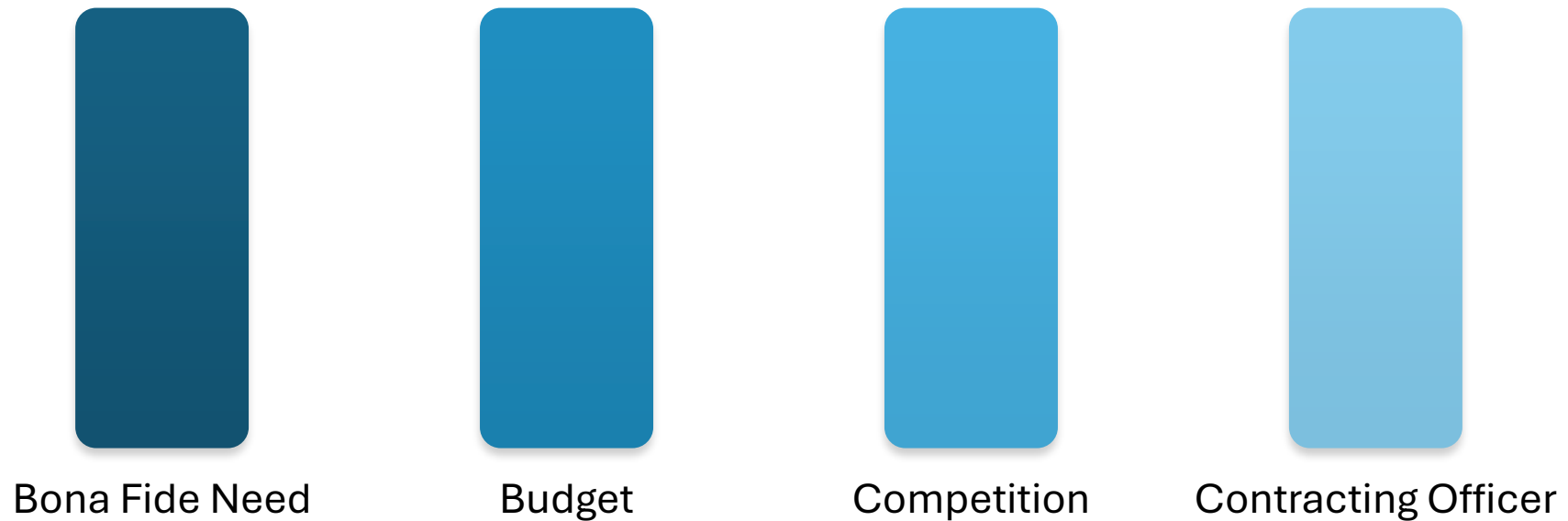


Image: MS Copilot, based upon prompt

Contracting Triangle

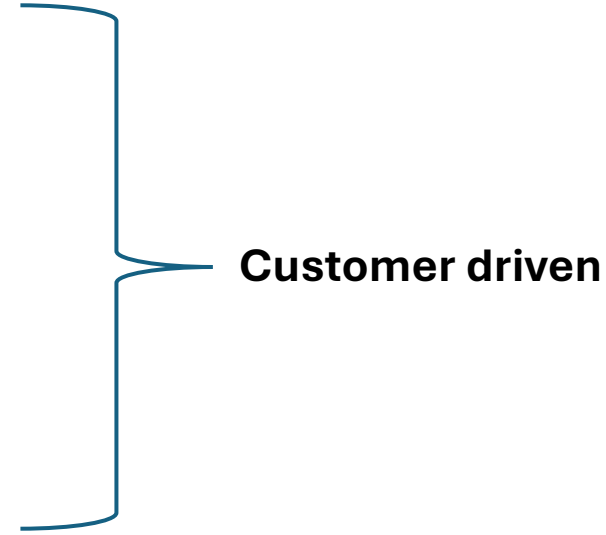


4 Pillars of Contracting



How Accessible is information

- Forecasts
- Strategic Plans
- Solicitations – SAM.gov
- Award information – SAM.gov
- Subaward information – SAM.gov
- Federal information, data is very accessible

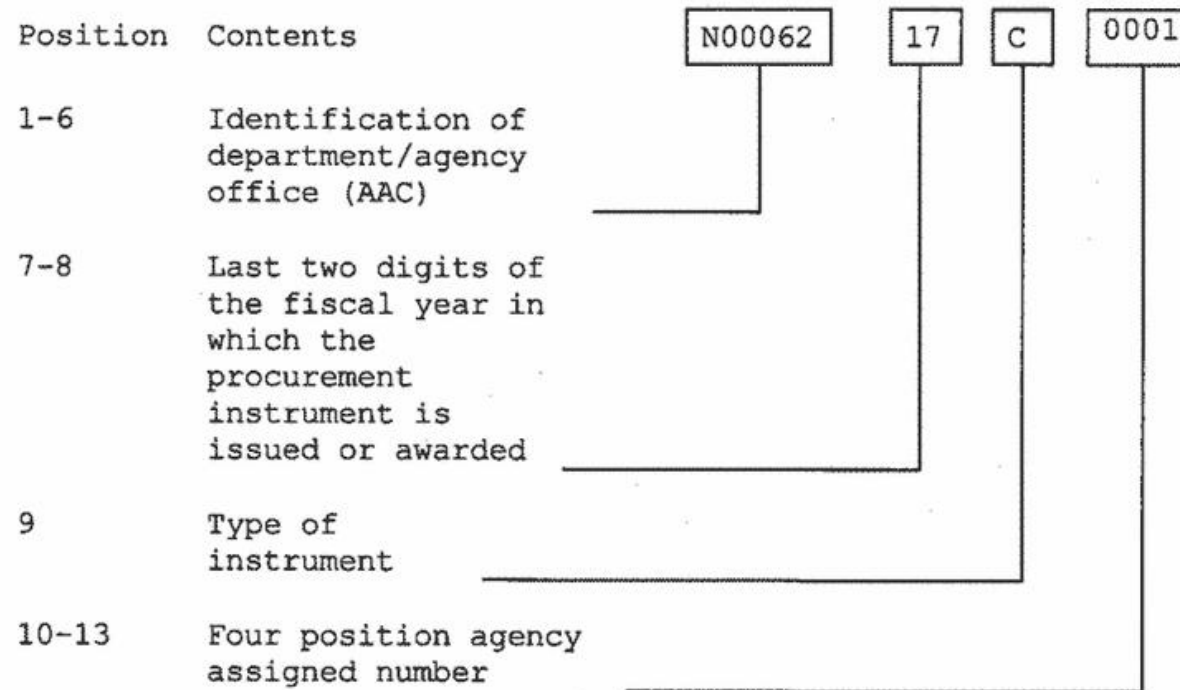


What do they purchase?

- General information
- SAM Databank
- [usaSpending.gov](https://www.usaspending.gov)
- NAICS
- PSC
- Awardees

How do they purchase?

- FAR Pt 4.16 - Unique Procurement Instrument Identifiers (PIID)



FAR 4.1603(a)(3): PIID Position 9 Letter Designations

Procurement instrument type indicated by the 9th character of the PIID

Code	FAR Description	Code	FAR Description	Code	FAR Description
A	Blanket purchase agreements	J	Reserved for future Federal Governmentwide use	S	Reserved for departmental or agency use
B	Invitations for bids	K	Reserved for departmental or agency use	T	Reserved for departmental or agency use
C	Contracts of all types except indefinite-delivery contracts (see subpart 16.5)	L	Lease agreements	U	See Q, requests for quotations
D	Indefinite-delivery contracts, including Federal Supply Schedules, GWACs, and multi-agency contracts	M	Reserved for departmental or agency use	V	See P, purchase orders
E	Reserved for future Federal Governmentwide use	N	Reserved for departmental or agency use	W	Reserved for future Federal Governmentwide use
F	Task orders, delivery orders, or calls under indefinite-delivery contracts, BPAs, or basic ordering agreements	O	Do not use this letter	X	Reserved for future Federal Governmentwide use
G	Basic ordering agreements	P	Purchase orders; assign V if numbering capacity of P is exhausted during a fiscal year	Y	Imprest fund
H	Agreements, including basic agreements and loan agreements, excluding BPAs, basic ordering agreements, and leases	Q	Requests for quotations; assign U if numbering capacity of Q is exhausted during a fiscal year	Z	Reserved for future Federal Governmentwide use
I	Do not use this letter	R	Requests for proposals		

 active FAR instrument code

 reserved letter designation

 not available for use

Source: FAR 4.1603(a)(3), Acquisition.gov. FAC 2026-01, effective 03/13/2026.

July 22, 2026

Slide-ready 16:9 PNG

Locating PIIDs – using SAM, 1 way

Simple Search

Search Editor

☐ Any Words *i*

☒ All Words *i*

☐ Exact Phrase *i*

e.g. 1606N020Q02

Federal Organizations

mcco

W911SA - W6QM MICC FT MCCOY (RC)

Office

Status

☒ Active

☐ Inactive

Showing 1 - 25 of 259 results

Date Modified/Updated ▼

Global Mariner Base Camp Support Services

Contract Opportunities

Notice ID: W911SA26QA198

Amendment 1 posted 7-21-2026. Specialist was unable to update the due quote due date in the PIEE system, so some quotes may stil show "late&qu

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

Office
W6QM MICC FT MCCOY (RC)

Current Date Offers Due
July 23, 2026 at 10:00 PM CDT

Notice Type
Updated Combined Synopsis/Solicitation

Updated Date
Jul 21, 2026 (2)

Published Date
Jul 21, 2026

FORT MCCOY SEAL COAT CRACK SEAL IDIQ FY26-FY29

Contract Opportunities

Notice ID: W911SA26BA009

The Mission and Installation Contracting Command (MICC), Fort McCoy, Wisconsin has a requirement for New Seal Coat Crack Seal FY26-FY29 on Fort McCoy,...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

Office
W6QM MICC FT MCCOY (RC)

Current Response Date
August 03, 2026 at 08:00 AM CDT

Notice Type
Original Presolicitation

Updated Date
Jul 17, 2026

Published Date
Jul 17, 2026

DoD Activity – FY25

Row Labels	Count of Contracting Agency Name	Sum of Dollars Obligated
DEFENSE ADVANCED RESEARCH PROJECTS AGENCY (DARPA)	6	\$1,808,959,092.05
DEFENSE COMMISSARY AGENCY (DECA)	43	\$454,187,525.28
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	184	\$54,665,162.71
DEFENSE COUNTERINTELLIGENCE AND SECURITY AGENCY (DCSA)	6	\$756,347,053.91
DEFENSE FINANCE AND ACCOUNTING SERVICE (DFAS)	6	\$351,077,546.81
DEFENSE HEALTH AGENCY (DHA)	59	\$17,673,409,521.12
DEFENSE HUMAN RESOURCES ACTIVITY	6	\$230,791,966.54
DEFENSE INFORMATION SYSTEMS AGENCY (DISA)	39	\$5,375,258,552.38
DEFENSE LOGISTICS AGENCY	480	\$38,125,403,999.90
DEFENSE MEDIA ACTIVITY (DMA)	6	\$79,281,206.76
DEFENSE MICROELECTRONICS ACTIVITY (DMEA)	5	\$1,252,299,698.48
DEFENSE THREAT REDUCTION AGENCY (DTRA)	11	\$791,196,257.99
DEPT OF DEFENSE EDUCATION ACTIVITY (DODEA)	6	\$289,402,093.45
DEPT OF THE AIR FORCE	1403	\$81,168,144,108.87
DEPT OF THE ARMY	1428	\$82,779,998,623.26
DEPT OF THE NAVY	614	\$159,709,627,030.41
IMMEDIATE OFFICE OF THE SECRETARY OF DEFENSE	4	\$49,333,232.38
INSPECTOR GENERAL, OFFICE OF	1	\$3,537.54
MISSILE DEFENSE AGENCY (MDA)	49	\$8,105,348,308.68
U.S. CYBER COMMAND	4	\$171,143,506.47
U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)	87	\$3,827,153,454.66
UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES (USUHS)	6	\$28,321,331.84
USTRANSCOM	6	\$4,152,611,115.34
WASHINGTON HEADQUARTERS SERVICES (WHS)	12	\$2,315,183,057.28
Grand Total	4471	\$409,549,146,984.11

Data Bank report run – 21 July 2026

DoD FY 25

24

DoD Agencies

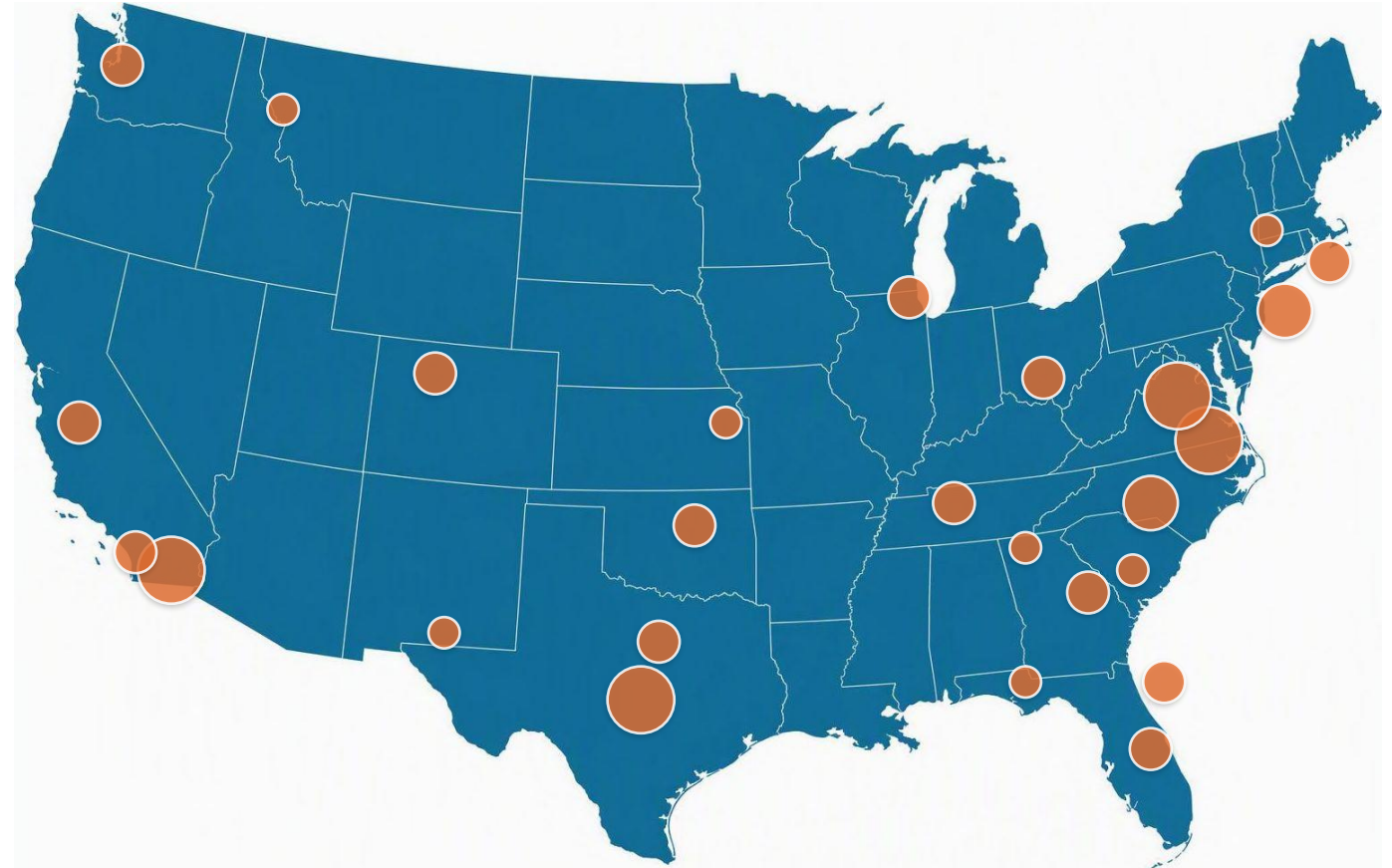
952

Contracting Offices

WHO IS YOUR CUSTOMER?
Not “the government”
It's 1 of 952 contracting offices

Offices reach worldwide — most across the U.S.

Dot size suggests relative activity — illustrative, not to scale



Sell to the office — not the org chart

FT McCoy (W911SA) – FY25

Row Labels	Count of Award or IDV Type
BPA	5
BPA CALL	5
DEFINITIVE CONTRACT	23
DELIVERY ORDER	307
IDC	128
PURCHASE ORDER	485
Grand Total	953



Important details / clues

Award or IDV Type 	PIID 	NAICS Code 	NAICS Description 	Product or Service Description 	Number of Offers Received 	Dollars Obligated 
DELIVERY ORDER	W911SA22F2138	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS	3	\$150,965.59
DELIVERY ORDER	W911SA23F2031	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS	3	\$9,340.47
DELIVERY ORDER	W911SA23F2036	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS	4	\$0.00
DELIVERY ORDER	W911SA23F2042	541330	ENGINEERING SERVICES	ARCHITECT AND ENGINEERING- GENERAL: LANDSCAPING, INTERIOR LAYOUT, AND DESIGNING		(\$23,236.14)



Data Bank report run – 21 July 2026

NAICS used

NAICS Code	NAICS Description	Count of NAICS Code	Sum of Number of Offers Received
111998	ALL OTHER MISCELLANEOUS CROP FARMING	2	1
112390	OTHER POULTRY PRODUCTION	2	7
113310	LOGGING	2	2
212312	CRUSHED AND BROKEN LIMESTONE MINING AND QUARRYING	5	7
212321	CONSTRUCTION SAND AND GRAVEL MINING	1	3
212390	OTHER NONMETALLIC MINERAL MINING AND QUARRYING	1	17
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	247	650
237130	POWER AND COMMUNICATION LINE AND RELATED STRUCTURES CONSTRUCTION	7	6
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	7	18

Data Bank report run – 21 July 2026

NAICS - Competition

3	561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	3	10
4	561622	LOCKSMITHS	1	1
5	561710	EXTERMINATING AND PEST CONTROL SERVICES	10	28
5	561720	JANITORIAL SERVICES	153	1153
7	561730	LANDSCAPING SERVICES	105	794
3	561740	CARPET AND UPHOLSTERY CLEANING SERVICES	1	13
9	561790	OTHER SERVICES TO BUILDINGS AND DWELLINGS	79	443
9	561990	ALL OTHER SUPPORT SERVICES	3	6
1	562111	SOLID WASTE COLLECTION	37	244
2	562211	HAZARDOUS WASTE TREATMENT AND DISPOSAL	1	3
3	562910	REMEDIATION SERVICES	2	4
4	562991	SEPTIC TANK AND RELATED SERVICES	22	88
5	611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	2	10
3	621910	AMBULANCE SERVICES	2	8
7	711130	MUSICAL GROUPS AND ARTISTS	2	9

Data Bank report run – 21 July 2026

PIID – Type of Instrument (Position 9)

Award or IDV Type	PIID	Dollars Obligated	FAR 4.16 Code
BPA	W911SA25AA001	\$0.00	A
BPA	W911SA25AA002	\$0.00	A
BPA	W911SA25AA003	\$0.00	A
BPA	W911SA25AA004	\$0.00	A
BPA	W911SA25AA005	\$0.00	A
BPA CALL	W911SA24F1050	\$274,096.98	F
BPA CALL	W911SA25F1V07	\$6,081.40	F
BPA CALL	W911SA25F1V11	\$3,702.00	F
BPA CALL	W911SA25FA088	\$8,000.00	F
BPA CALL	W911SA25FA146	\$25,500.00	F
DEFINITIVE CONTRACT	W911SA21C3000	\$5,087,697.66	C
DEFINITIVE CONTRACT	W911SA23C1000	\$54,720.00	C
DEFINITIVE CONTRACT	W911SA23C2004	(\$3,514.12)	C
DEFINITIVE CONTRACT	W911SA23C2005	\$10,573.33	C
DEFINITIVE CONTRACT	W911SA23C2006	\$84,692.00	C
DEFINITIVE CONTRACT	W911SA24C2003	\$0.00	C

Data Bank report run – 21 July 2026

Size

Row Labels	Count of Contracting Officers Business Size Determination	Sum of Dollars Obligated
OTHER THAN SMALL BUSINESS	74	\$21,058,008.76
BPA	2	\$0.00
BPA CALL	2	\$282,096.98
DEFINITIVE CONTRACT	1	\$2,244.90
DELIVERY ORDER	24	\$15,339,337.84
IDC	10	\$0.00
PURCHASE ORDER	35	\$5,434,329.04
SMALL BUSINESS	879	\$151,016,556.42
BPA	3	\$0.00
BPA CALL	3	\$35,283.40
DEFINITIVE CONTRACT	22	\$36,975,453.32
DELIVERY ORDER	283	\$95,091,277.77
IDC	118	\$0.00
PURCHASE ORDER	450	\$18,914,541.93
Grand Total	953	\$172,074,565.18

Data Bank report run – 21 July 2026

Number of Awards v. Dollars Awarded 384 - awardees

Row Labels	Count of Legal Business Name	Sum of Dollars Obligated
MILLER ELECTRIC COMPANY INC.	33	\$8,044,985.69
KHOTOL SERVICES CORPORATION	29	\$5,479,734.28
H&H BUILDERS INC	17	\$2,593,417.45
US MILITARY CORP	17	\$259,270.15
SANFORD FEDERAL, INC.	16	\$160,578.88
PURE ENVIRO-MANAGEMENT LLC	16	\$5,970,251.97
HJ CONTRACTING, LLC	14	\$251,967.11
RHI LLC	13	\$297,608.23
RELIANCE CONTRACTORS INC	13	\$204,373.25
SHIELD SERVICES LLC	13	\$117,160.00
Grand Total	181	\$23,379,347.01

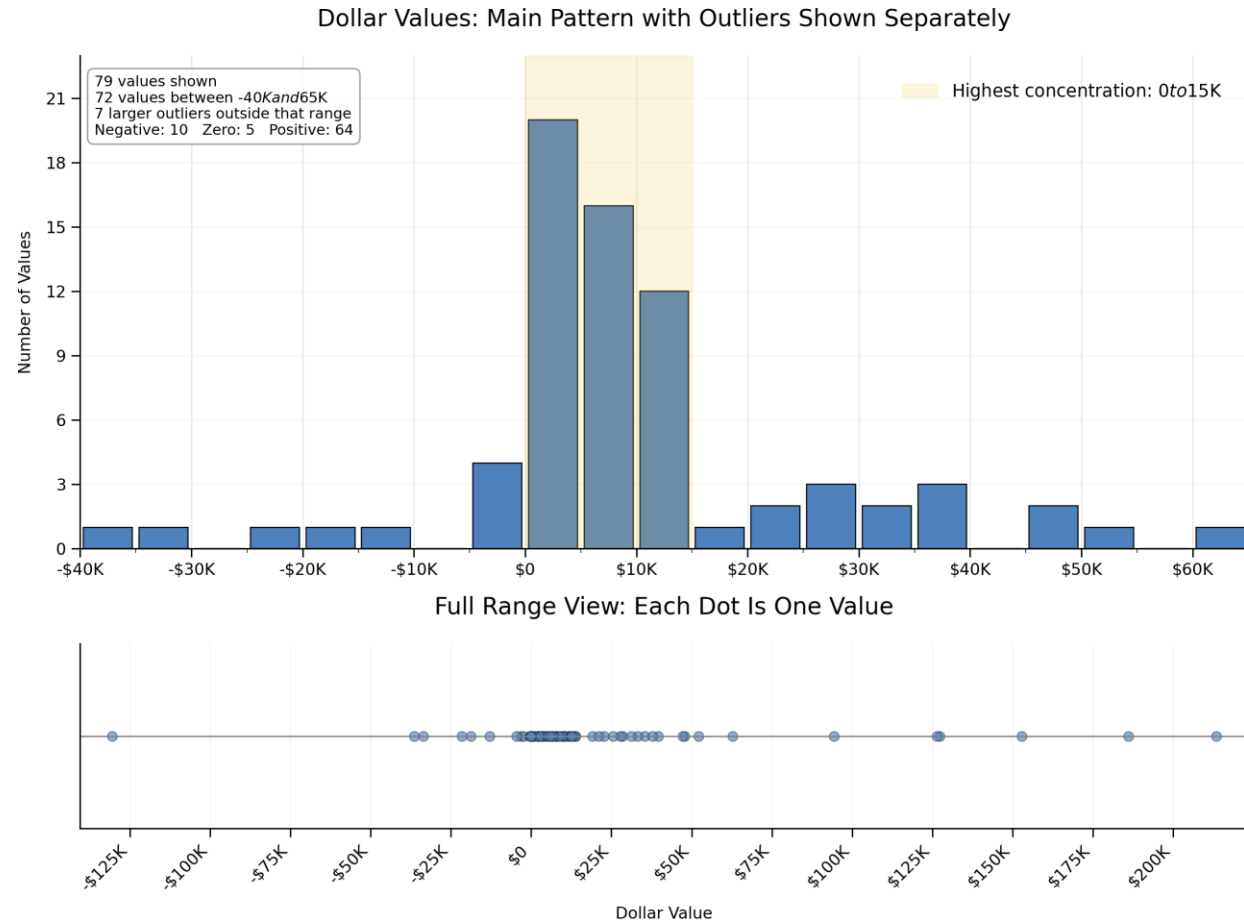
Row Labels	Count of Legal Business Name	Sum of Dollars Obligated
ADVANCIA GOVERNMENT SERVICES, LLC	2	\$9,130,950.08
MILLER ELECTRIC COMPANY INC.	33	\$8,044,985.69
REHABILITATION, CALIFORNIA DEPARTMENT OF	3	\$6,856,672.89
PDO AHUSAKA JV III LLC	1	\$6,470,422.85
SAWTST, LLC	2	\$6,337,290.04
ND3 INC	1	\$6,330,438.92
SERES ENGINEERING & SERVICES LLC	1	\$6,082,134.24
PURE ENVIRO-MANAGEMENT LLC	16	\$5,970,251.97
KHOTOL SERVICES CORPORATION	29	\$5,479,734.28
R. J. JUROWSKI CONSTRUCTION, INC.	2	\$5,418,299.30
Grand Total	90	\$66,121,180.26

Data Bank report run – 21 July 2026

Does it make sense?

NAICS: 561790

**Other Services
to Buildings and
Dwellings**



SAM – Data Bank



RequestsNotificationsWorkspaceSign Out

HomeSearchData BankData ServicesHelp

Show Reports For

Assistance Listings

Contract Opportunities

Contract Data

Entity Information

Federal Hierarchy

Report Type

☐ Static

☐ Standard

☐ Administrative

☒ Ad Hoc

Data Bank

SAM.gov reports support analysis of the federal award lifecycle. The DataBank allows you to download or run reports on various domains. Depending on the domain, different types of reports are available. Reports range from static pre-generated reports to fully customizable ad hoc reports. You must be signed in to run most reports, and roles assigned to you determine which reports are available for you to run.

Many reports on acquisition awards are available to the public. These reports provide detailed information on awarded contracts and associated modifications. Reports can assist with analysis of federal spending and provide data by federal organization, geographical area, business demographics, and product or service type, among others.

Ad Hoc Reports

Ad hoc reports offer the ability to select specific fields from the data to create a customized report. Ad hoc reports are most informative for those with both knowledge of the data fields and an understanding of advanced reporting tools. You can pull up to 12 years and 150,000 rows of data in a single report. If you are interested in learning how to do ad hoc reporting, please see the [contract data landing page](#).

Learn about Contract Data Ad Hoc Reports

Please go to [these videos](#) to learn about how to make and use ad hoc reports.

Showing 1-2 of 2 reports

Award/IDV Information Report

Construct a report of contract award data.

Other Transaction Information Report

Construct a report of other transaction data.

Data Bank – what creates the data

 Award IDV Information > My Reports > Design Mode: Dept Agency KO FY25 DoD McCoy marcv@wispro.org

Graph Type: Graph Sub-Type:

ALL OBJECTS

- Attributes
- Business Size Selection
- Competition Information
- Contract Dates
- Contract Identification
- Contract Information
- Contract Marketing Data
- Department and Agency Information
- Funding Sources
- Granular Level
- Legislative Mandates
- Principal Place of Performance
- Product or Service Information
- Product Origin
- Referenced IDV Information
- Transaction Information
- Vendor Information
- Vendor Socio-Economic Data

REPORT FILTER Reprompt

Date Signed (ID) Between Shortcut to: Start Date for Date Signed AND Shortcut to: End Date for Date Signed
AND →
Last Modified Date (ID) Between Shortcut to: Start Date for Last Modified Date AND Shortcut to: End Date for Last Modified Date
AND →
✕ Contracting Department ID (ID) Equals "9700" ↑ ↓
AND →
✕ Contracting Office ID (ID) Equals "W911SA" ↑

PAGE-BY: none

Contracting Office Name	Contracting Office ID	Contracting Department Name	Contracting Department ID	Contracting Agency Name	Contracting Agency ID	Award or IDV Type	PIID	NAICS Code	NAICS Description	Product or Service Code	Product or Service Description	Number of Offers Received	Contracting Officers Business Size Determination	Legal Business Name	Metrics	Dollars Obligated
<Contracting Office Name>	<Contracting Office ID>	<Contracting Department Name>	<Contracting Department ID>	<Contracting Agency Name>	<Contracting Agency ID>	<Award or IDV Type>	<PIID>	<NAICS Code>	<NAICS Description>	<Product or Service Code>	<Product or Service Description>	<Number of Offers Received>	<Contracting Officers Business Size Determination>	<Legal Business Name>		<Dollars Obligated>

Developing Potential Customer Insight

Row Labels	Count of Legal Business Name	Sum of Dollars Obligated
ADVANCIA GOVERNMENT SERVICES LLC	3	\$889,776.45
W6QM MICC FT MCCOY (RC)	3	\$889,776.45
ADVANCIA GOVERNMENT SERVICES, LLC	6	\$9,139,353.13
W6QM MICC FT MCCOY (RC)	2	\$9,130,950.08
W6QM MICC-FT LEONARD WOOD	4	\$8,403.05
KHOTOL SERVICES CORPORATION	33	\$4,749,560.91
W6QM MICC FT MCCOY (RC)	28	\$4,934,182.63
W6QM MICC-FT CAMPBELL	5	(\$184,621.72)
US MILITARY CORP	42	\$703,142.26
0410 AQ HQ CONTRACT	1	\$22,596.00
DLA DISTRIBUTION	1	\$57,689.20
FA9301 AFTC PZIO	1	\$0.00
NORFOLK NAVAL SHIPYARD GF	6	\$260,805.00
NSWC CARDEROCK	2	\$2,970.00
NSWC PHILADELPHIA DIV	5	\$67,999.69
PORTSMOUTH NAVAL SHIPYARD GF	5	\$15,695.00
SUP OF SHIPBUILDING GROTON	1	\$3,623.00
W2R2 USA ENGR R & D CTR	1	\$0.00
W6QK ACC-APG CONT CT TYAD OFC	1	\$0.00
W6QM MICC FDO FT BRAGG	1	\$12,494.22
W6QM MICC FT MCCOY (RC)	17	\$259,270.15
Grand Total	84	\$15,481,832.75

Follow the Trail

1

SAM Data Bank

Pull award history for a contracting office



2

Successful Companies

The report lists the firms that won the work



3

Follow Their Trail

Find where those same firms sell elsewhere

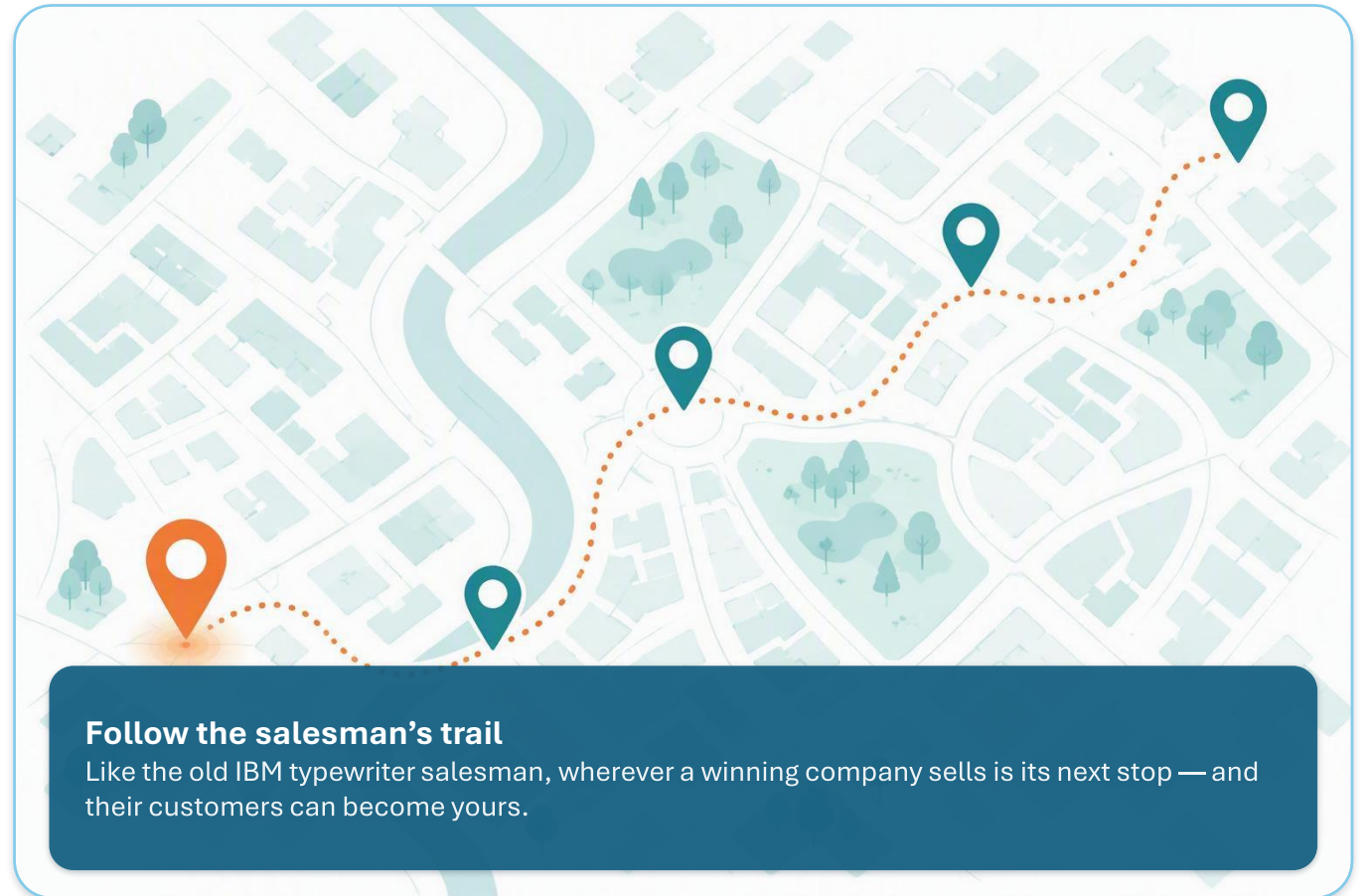


4

New Prospects

Every stop is a potential customer for you

↻ New prospects feed the next search



Questions?

Let's talk about pursuing your next opportunity.

WISCONSIN PROCUREMENT INSTITUTE

Upcoming 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.

- ~~July 16 – A Guide to Strong Supporting Documentation~~
- August 27 – Determining Your Real CMMC Compliance Responsibilities

...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.

- July 22 - Using Data to Validate and Refine Your Go/No-Go Criteria
- August 5 - AI Adoption in Federal Work: Benefits, Risks, and Realities
- August 19 - The Spend to the End: Are You Prepared for the End of the Federal Fiscal Year?

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

U.S. Department of Transportation National Small Business Matchmaking Series

Milwaukee, WI

July 23, 2026 @ 8:30 am - 4:30 pm

The National Small Business Matchmaking Series is a premier initiative designed to bridge the gap between local small businesses and the federal marketplace. Our mission is to empower American entrepreneurs by providing the tools and connections necessary to succeed in federal contracting.

PROGRAM HIGHLIGHTS INCLUDE:

- Direct engagement with Federal procurement officials
- Expanded access to federal contracting opportunities
- Learn how to increase your participation in USDOT procurement opportunities



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

Featured Newsletters

Visit wispro.org to sign up for our monthly newsletters

Acquisition Alert | Cyber Newsletter
Events Newsletter

**This webinar is eligible for
1 CPE credit**

**To receive a certificate of completion, contact
apexaccelerator@wispro.org**

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

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