

Acquisition Hour:

The Spend to the End: Are You Prepared for the End of the Federal Fiscal Year?

August 19 | 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**

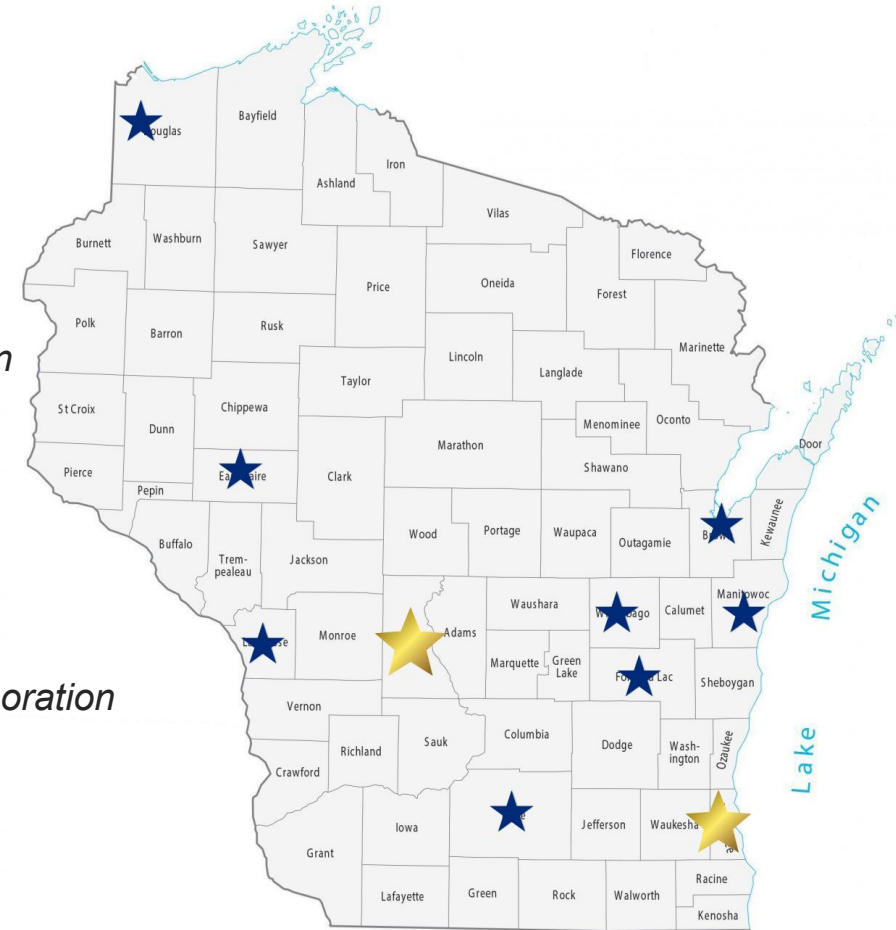
- *Progress Lakeshore*

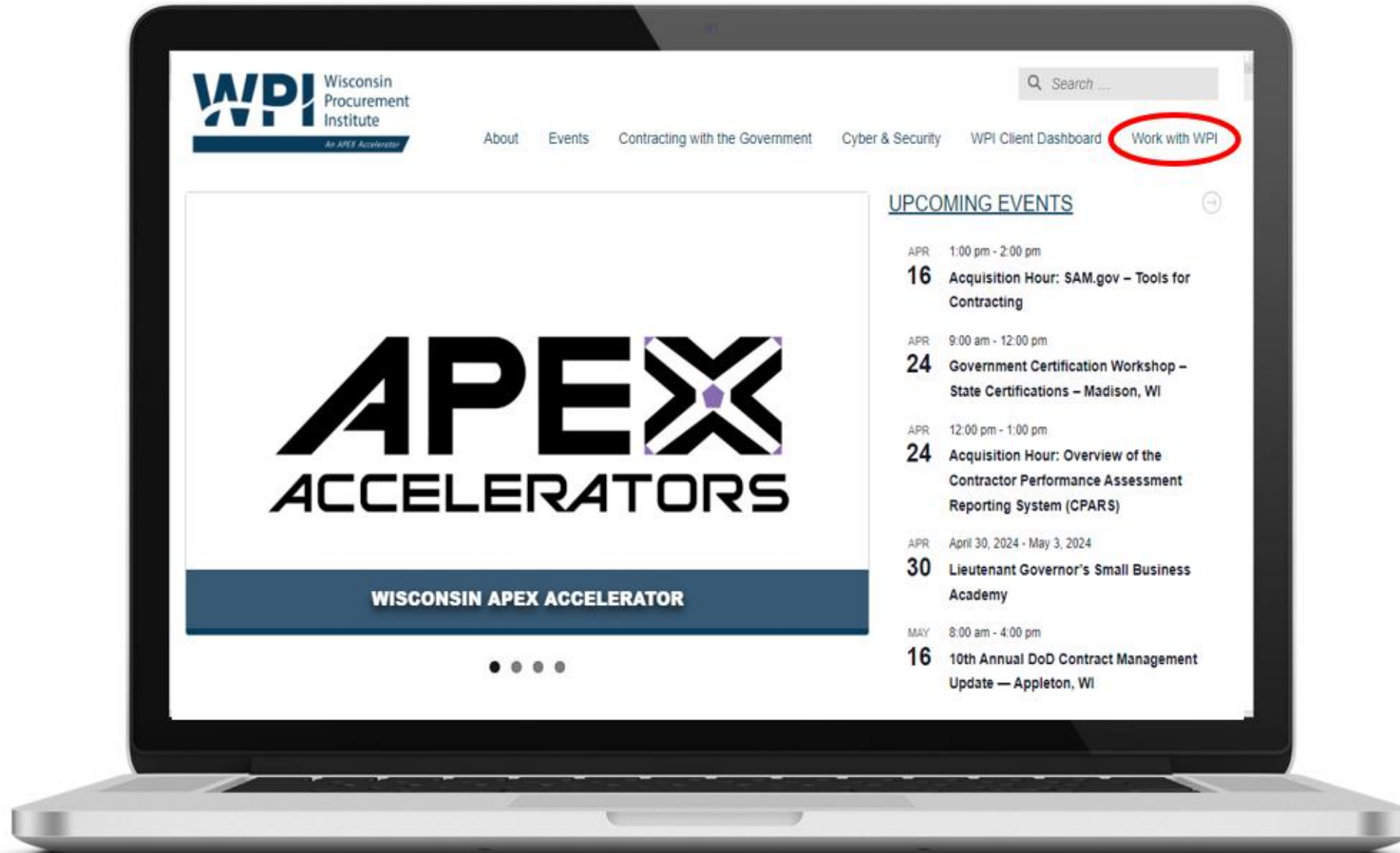
- **OSHKOSH**

- *Greater Oshkosh Economic Development Corporation*

- **SUPERIOR**

- *Small Business Dev Center; UW Superior*





The Spend to the End: Are You Prepared for the End of the Federal Fiscal Year?

Marc N. Violante

Wisconsin Procurement Institute

August 19, 2026

Why September Drives Business Opportunities

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



Year-End Opportunities: Seizing the Moment

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



Obligation

- Obligation means a binding agreement that will result in outlays, immediately or in the future. Budgetary resources must be available before obligations can be incurred legally. (See section 20.5.)

Spending money

- *‘No Money shall be drawn from the Treasury, but in Consequence of Appropriations made by Law; ...’*
 - U.S. Constitution, Article I, Section 9, Clause 7 (Appropriations Clause)

Antideficiency Act

- making or authorizing an expenditure from, or creating or authorizing an obligation under, any appropriation or fund in excess of the amount available in the appropriation or fund unless authorized by law. 31 U.S.C. § 1341(a)(1)(A).
- involving the government in any obligation to pay money before funds have been appropriated for that purpose, unless otherwise allowed by law. 31 U.S.C. § 1341(a)(1)(B).
- making obligations or expenditures in excess of an apportionment or reapportionment, or in excess of the amount permitted by agency regulations. 31 U.S.C. § 1517(a).

<https://www.gao.gov/legal/appropriations-law/resources>

Bona Fide Needs Rule

- The bona fide needs rule is one of the fundamental principles of appropriations law:
- A fiscal year appropriation may be obligated only to meet a legitimate, or bona fide, need arising in, or in some cases arising prior to but continuing to exist in, the fiscal year for which the appropriation was made.
- There have been arguments – cases concerning the timing of expenditures near the end of the term, or on the last day. If a contract provides for a replacement or services for a future time period.

Beware - details

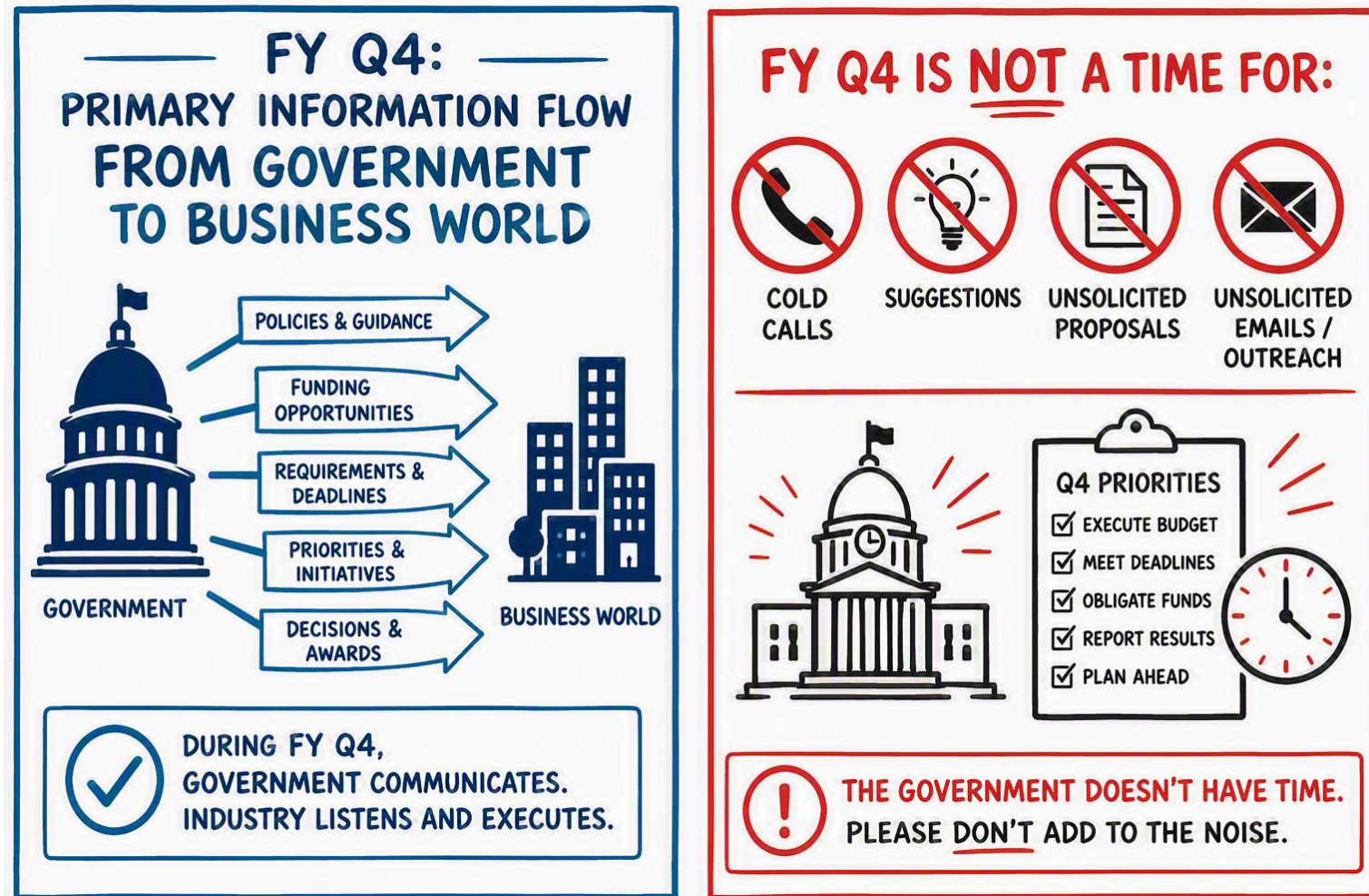


Floor Zamboni

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

“Look before you leap”

Understand Q4 – priorities and needs



Start with the end in mind

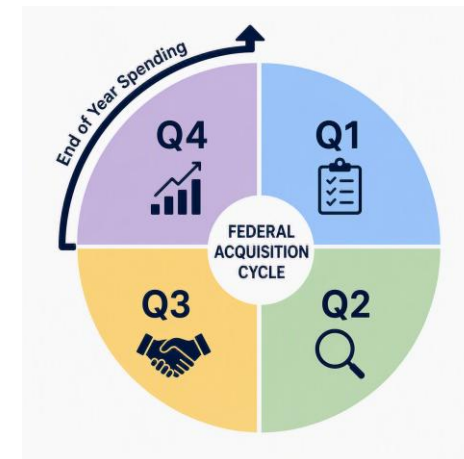
- Fiscal year-end is a golden window for federal sales
- Preparation, speed, and compliance are essential
- Build relationships (with contracting officers); understand customer, customer needs, and customer procurement practices
- Communicate
- Be responsive – Don't ignore – Say you can or can't
- Be a problem solver

Understand the system

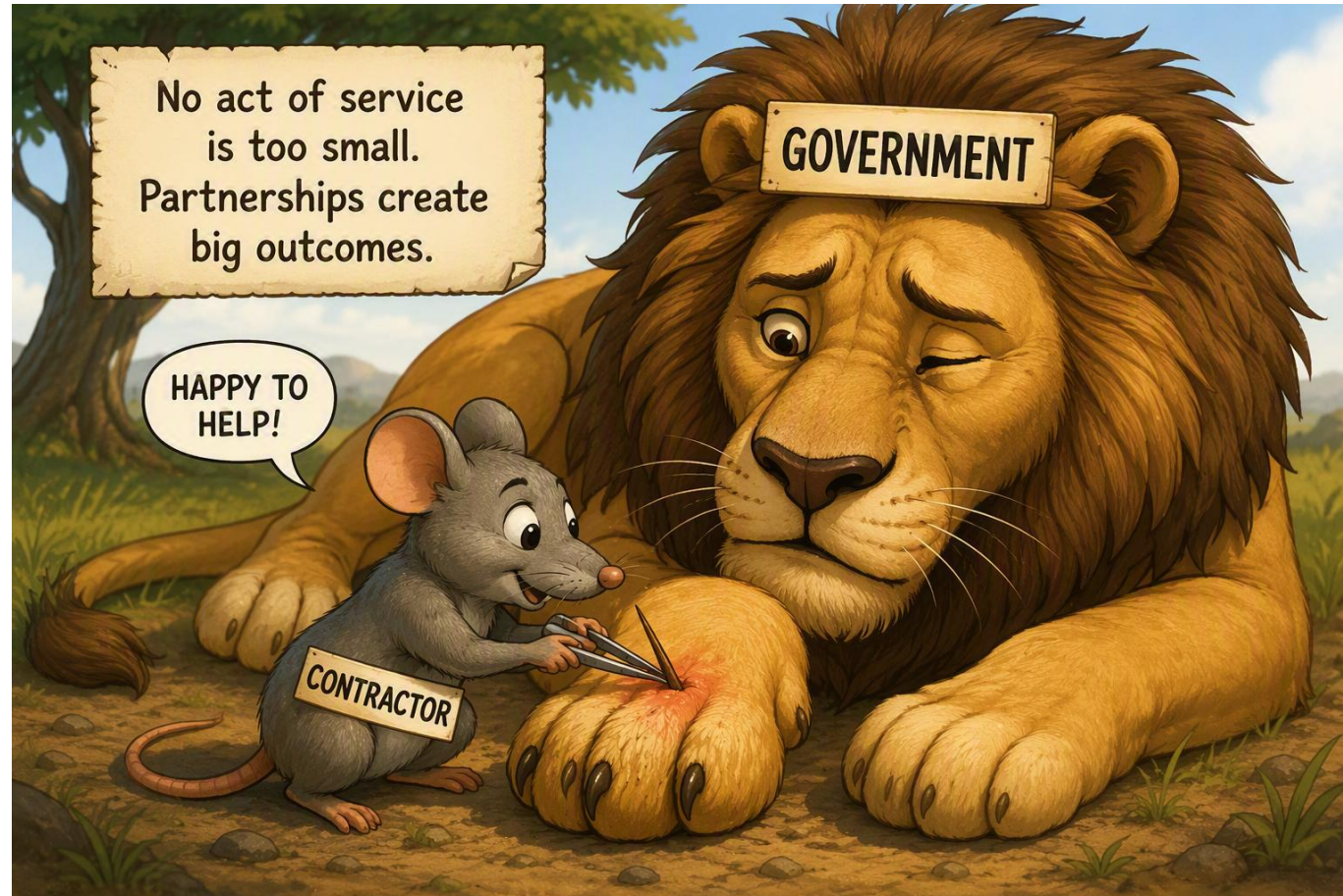
- Budget
- Procurement vehicles
- Registrations
- Ability to react
- Ability to commit
- Don't rush to act

Keep the Big Picture in mind

- The End of the Year is part of the Acquisition/Budget Cycle
- Keep perspective; use it to your advantage
- Opportunities for existing contractors and new entrants.



Small courtesies can build relationships

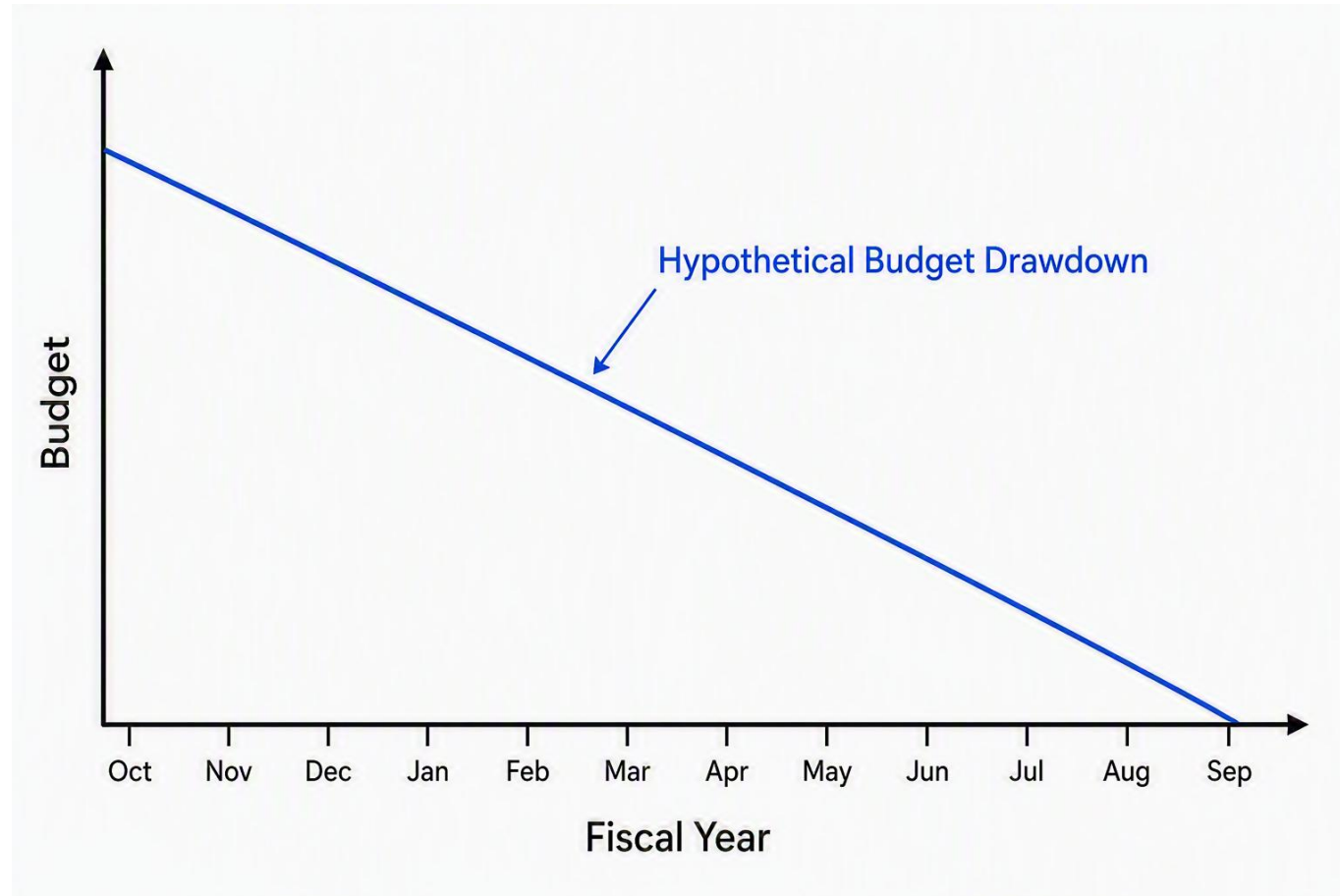


Budget

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



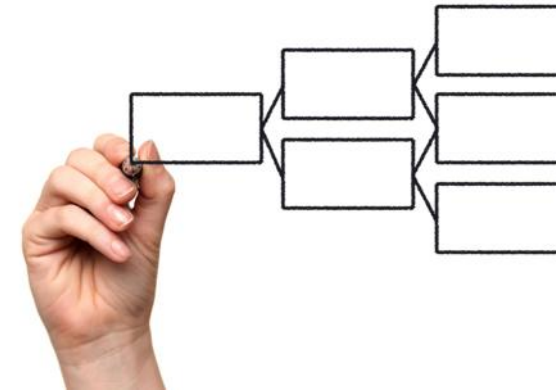
The Budget - In a perfect world



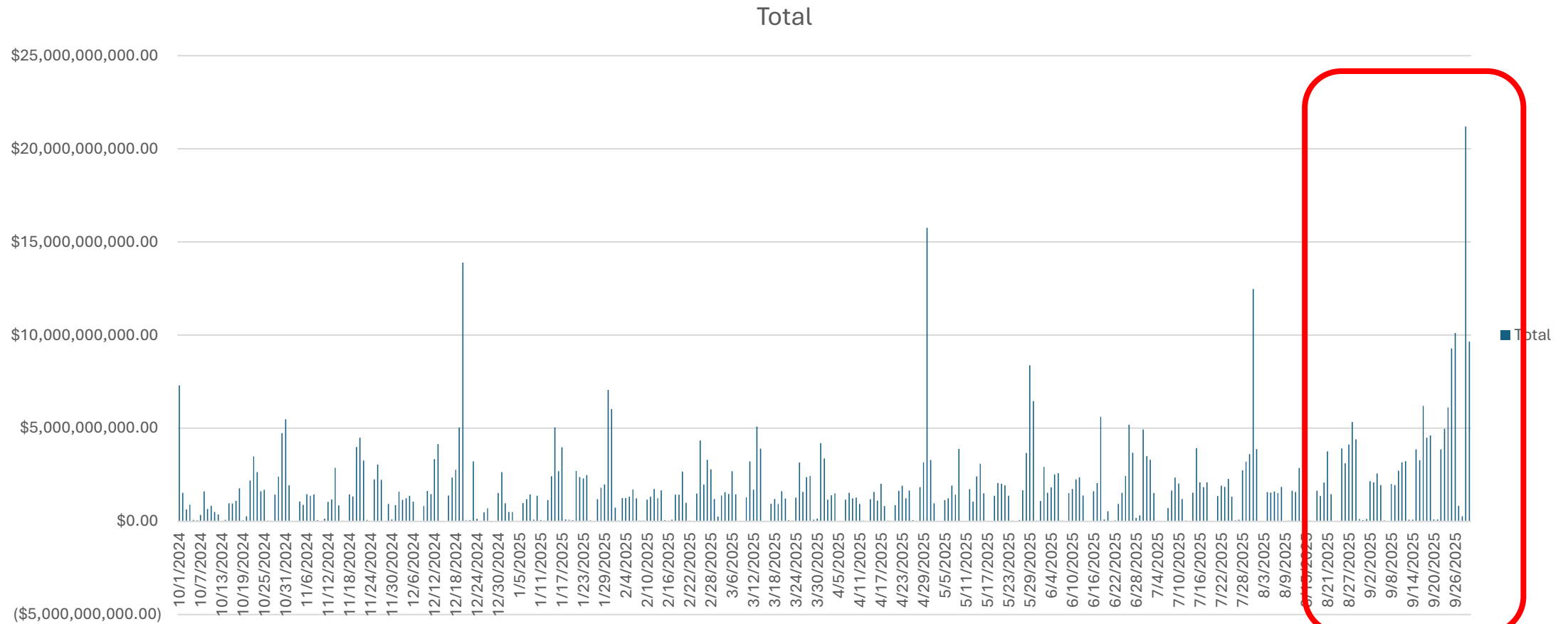
Created with MS Copilot

Budget v. Fiscal Year

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



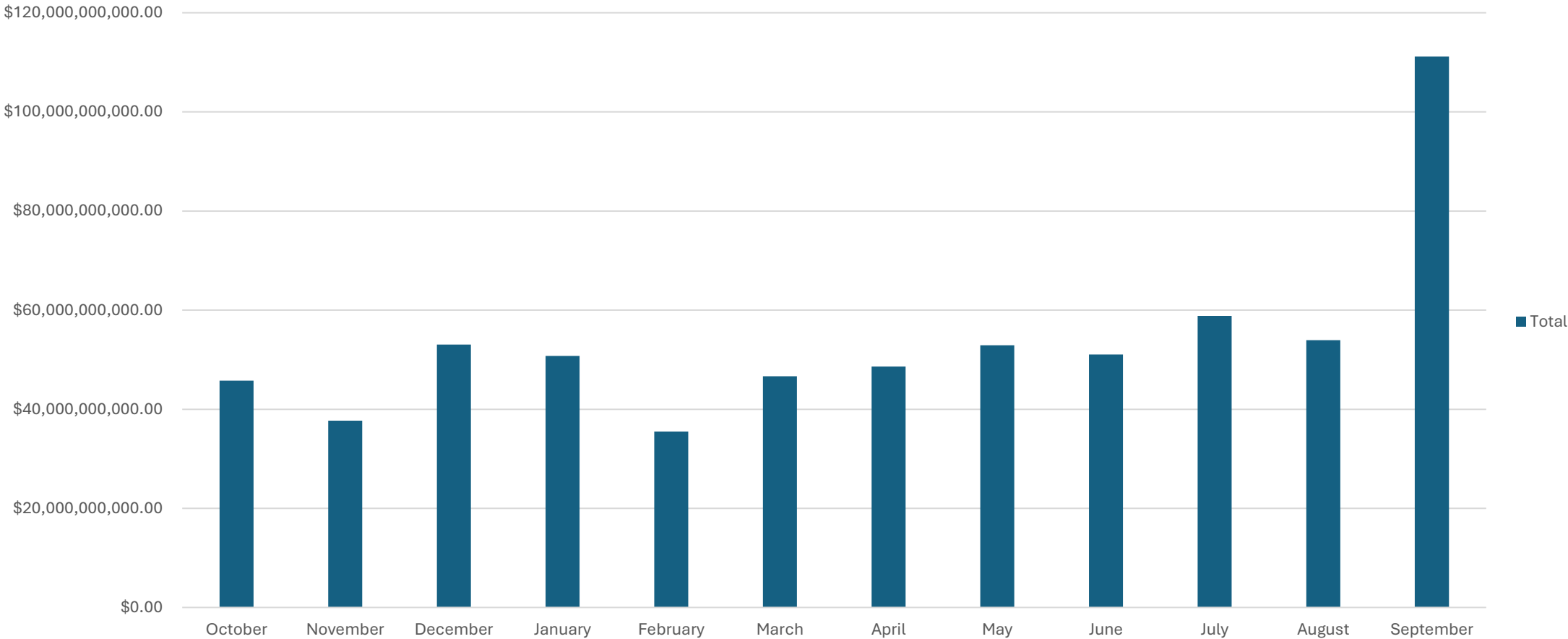
Federal Spending – by month FY -25



SAM Data Bank

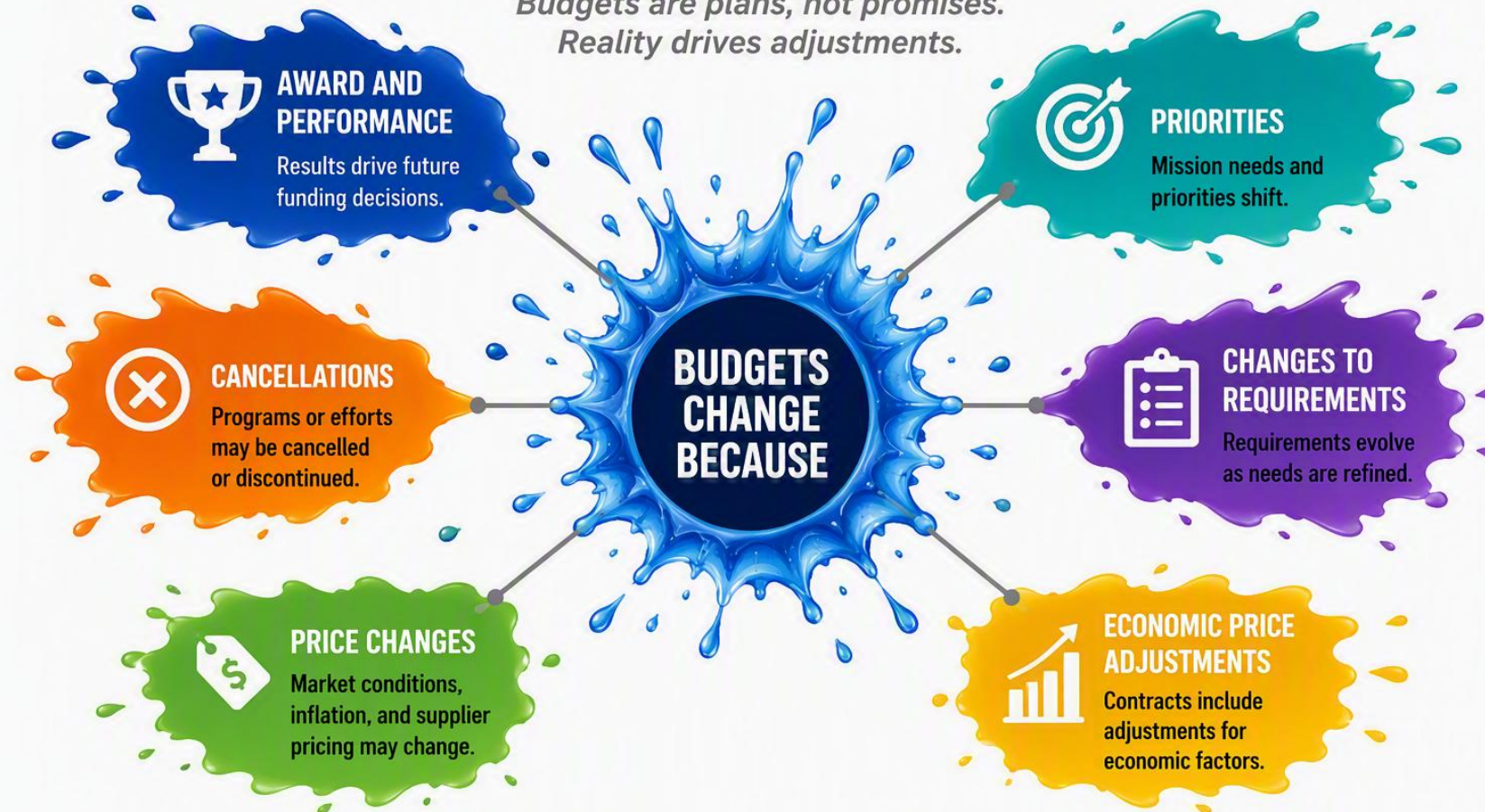
8/19/2026

Total by Month – FY 25



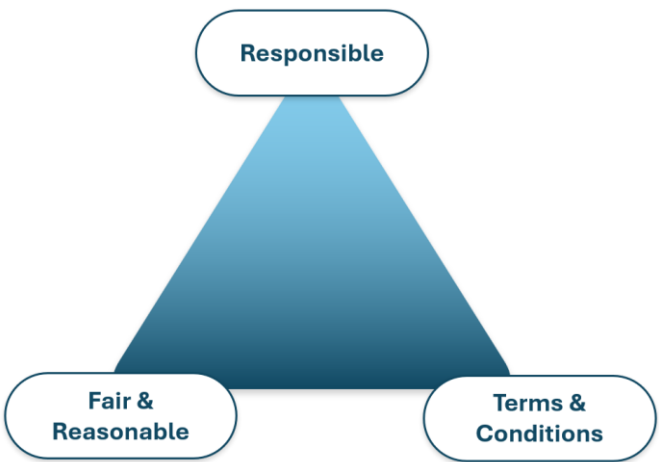
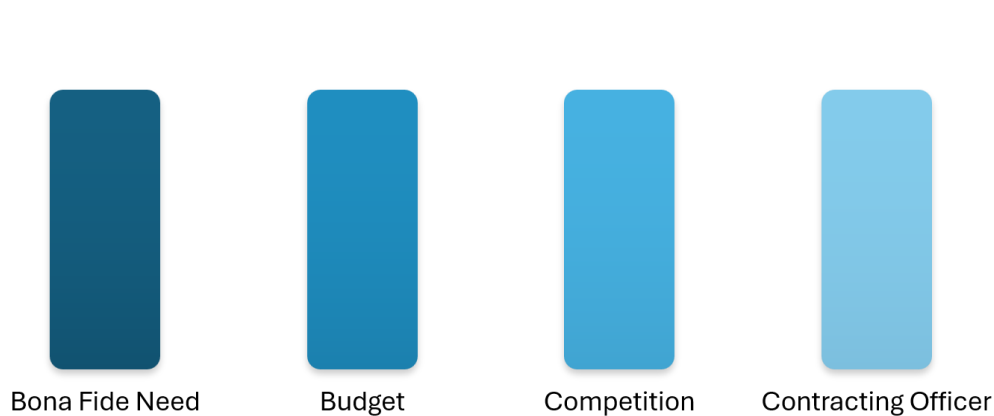
WHY EVEN FORMAL BUDGETS CHANGE

*Budgets are plans, not promises.
Reality drives adjustments.*



FLEXIBILITY ENSURES RESOURCES ALIGN WITH REALITY AND DELIVER THE BEST VALUE.

What's needed



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

FT McCoy (W911SA) – FY25: 21 July 2026

Four essential elements of contracting

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



What makes a company eligible

- The contracting officer must determine that the company is responsible. (General standards and Specific if applicable)
- A prime will determine subcontractor responsibility in a similar manner.
- All supply chain member should be reviewed.
- The price is fair and reasonable.
- All Terms and Conditions must be met.

1. Financial Resources
2. Schedule Compliance
3. Performance Record
4. Integrity & Ethics
5. Management Capability
6. Facilities & Equipment
7. Legal Eligibility

Source: FAR 9.104-1, General Standards

DoD FY 25 – Know your customers

24

DoD Agencies

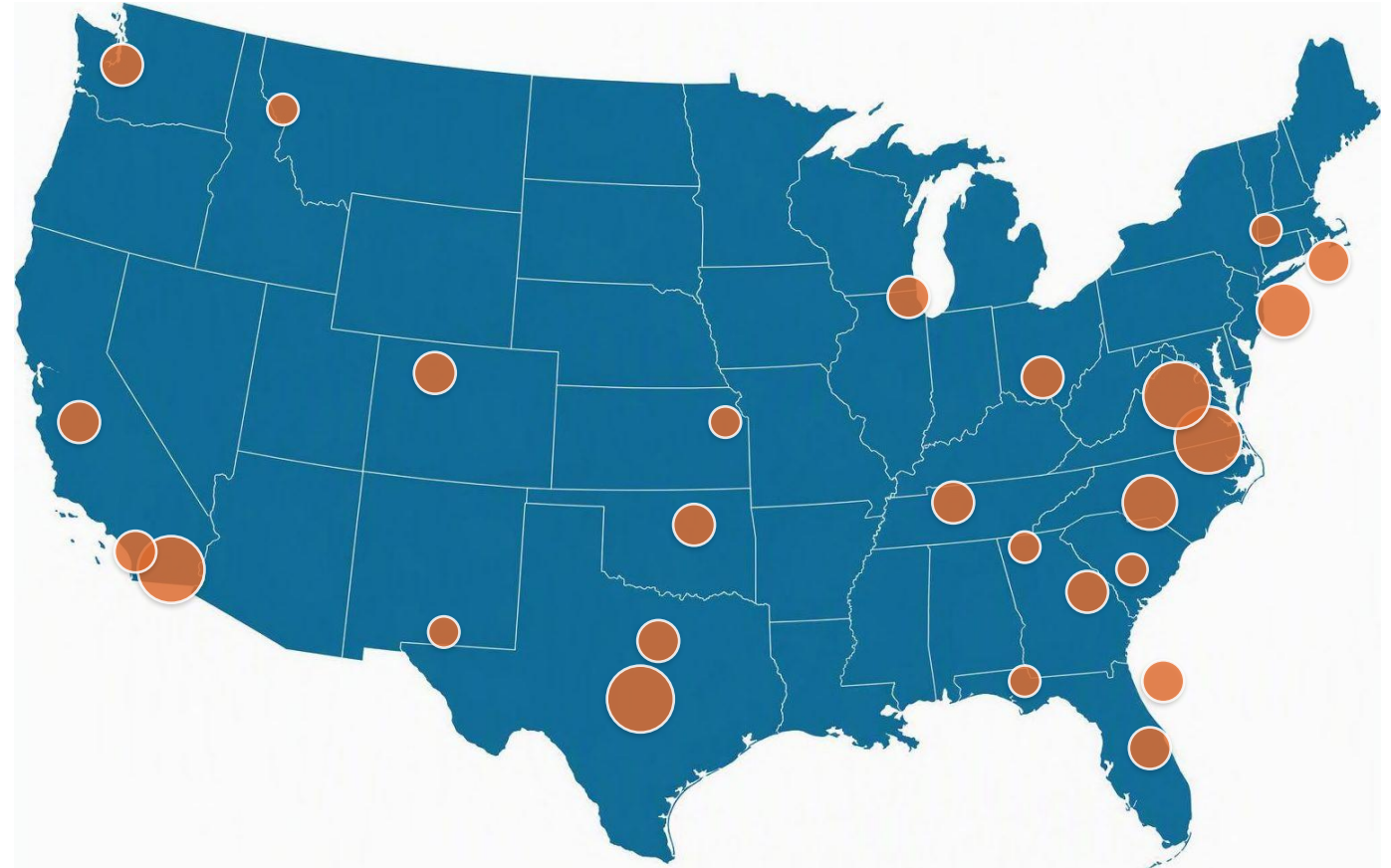
952

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

Types of End of Year Opportunities

- Micro-purchases <= \$15,000 see reference
 - Delivery Order / Task Order (IDV – GSA)
 - Far Part 12 – Commercial Items
 - Far Part 13 – Simplified Acquisition - <=\$350,000 see reference
 - FAR Part 15 – Contracting by Negotiation
- **Must account for Agency goals

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

Agency Buying Comparison – SEP 2025

Sum of Dollars Obligated	Column Labels			
Row Label	Air Force	Army	Navy	Grand Total
BOA	\$0.00	\$0.00	\$0.00	\$0.00
BPA	\$0.00	\$0.00	\$0.00	\$0.00
BPA CALL	\$145,958,299.72	\$71,608,229.58	\$40,097,127.95	\$257,663,657.25
DEFINITIVE CONTRACT	\$2,824,446,767.87	\$6,209,232,108.72	\$24,036,196,399.99	\$33,069,875,276.58
DELIVERY ORDER	\$5,969,132,454.67	\$11,893,229,664.43	\$7,974,437,871.41	\$25,836,799,990.51
IDC	\$0.00	\$0.00	\$0.00	\$0.00
PURCHASE ORDER	\$288,941,391.31	\$206,083,214.33	\$320,192,807.16	\$815,217,412.80
Grand Total	\$9,228,478,913.57	\$18,380,153,217.06	\$32,370,924,206.51	\$59,979,556,337.14

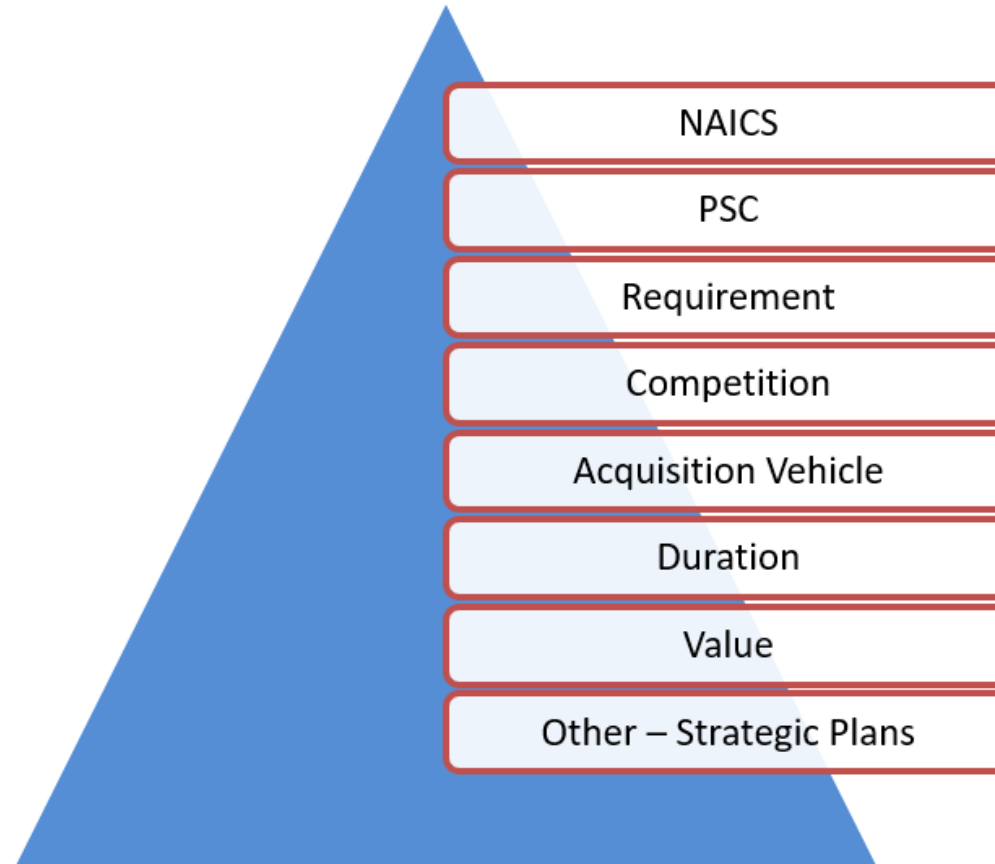
Sum of Number of Actions	Column Labels			
Row Label	Air Force	Army	Navy	Grand Total
BOA	6	10	77	93
BPA	193	294	37	524
BPA CALL	605	1,275	194	2,074
DEFINITIVE CONTRACT	2,005	3,494	2,543	8,042
DELIVERY ORDER	6,331	8,541	14,153	29,025
IDC	658	1,106	997	2,761
PURCHASE ORDER	1,927	2,493	2,953	7,373
Grand Total	11,725	17,213	20,954	49,892

FY25 Data for month of September

Use your information tools

- SAM.gov
- Federal websites - DIBBS
- WPI Bidmatch
- Outreach
- Your network
- SAM Data Bank
- usaSpending
- Other

Customer Identification



DoD-Specific Readiness

- Cybersecurity – DFARS 252.204-7012
- SPRS – Cyber Score
- Affirmation letter
- JCP – Joint Certification Program DD-2345
- ITAR – International Traffic and Arms Regulation (DDTC)
- SPRS (Quality and Performance)
- CPARS
- WAWF – payments
- PIEE

Readiness is Key - elements

Preparation
Checklist:

Active SAM.gov
registration

Review/update –
Small Business
Search (previously
DSBS)

Capability statement
tailored to agency
needs/ Capability
URL - WEBSITE

Cybersecurity

Reconnect with
Prmes

Market Research –
Market Signals

GSA MAS pricing and
catalog updated – if
applicable

Funds available

Supply chain ready

Quick response time
to RFPs/RFQs

Danger: Nonmanufacturer Rule Requirements



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

Key ideas

- Validate your readiness
- Review references and program requirements
 - DIBBS, Non-manufacturing Rule
- Verify registrations and dates
- Communication with suppliers, note changes
- Communicate with team members, status can change
- Verify financial resources and limits – talk to your banker
- Temper eagerness to perform
- Signing can be a double edged sword

Q&A / Discussion

- Questions
- Share examples or success stories

Upcoming Events

August 19 2026



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 20 - Special Edition – CMMC Program Update
- 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.

**We are taking a break for the summer and
will resume after Labor Day.**

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

Federal Market Insights

Federal Market Insights (FMI) is an informal, 30-minute session held during the noon hour on Tuesdays, reviewing noteworthy items published during the week and offering background and perspective on the government contracting landscape.

**Returning in September – Fall schedule will be posted at
wispro.org**

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



Government Contracting & Certification Forum



Resource partners including WWBIC's Veteran Business Outreach Center, the U.S. Small Business Administration and WPI explain government contracting terminology, the certification process, and which certifications may fit your business.

August 25

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

CONNECT:

**MEET THE BUYERS
& ASK THE EXPERTS**

Build relationships. Gain insights.
Discover opportunities.

MEET THE BUYERS
Connect with procurement professionals

ASK THE EXPERTS
Get answers to your business questions

BUILD RELATIONSHIPS
Network and create opportunities that drive growth

LAMBEAU FIELD
Where connections lead to opportunities.

GREEN BAY PACKERS
MENTOR-PROTÉGÉ PROGRAM

SEPTEMBER 16, 2026
2:30 PM – 5:30 PM

An interactive business networking experience hosted by the Green Bay Packers Mentor-Protégé Program: a procurement panel, “Ask the Experts” business huddles, and open networking with corporate buyers and resource partners.

September 16 | 2:30 – 5:30 pm | Lambeau Field, Green Bay

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

Madison Office Hours and Government Business Workshops

A once-a-month workshop in Madison with WPI's Truphosa Mwololo covering the local, state and federal certifications your business may qualify for and how they can give you a competitive edge in the government marketplace.

September 24 – Local Certifications: Dane County & City of Madison

October 29 – Federal Certifications

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

The Contracting Academy (TCA)

TCA is an opportunity for businesses to grow their technical knowledge of contracting with the federal government, state and local government, and government prime contractors. The 11th annual program is a full-day virtual series of workshops.

December 8 | Virtual

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



WELCOME TO
**THE GOVERNOR'S
MARKETPLACE
CONFERENCE**
SAVE THE DATES: DEC. 8-10, 2026

The Governor's Marketplace Conference, hosted by WEDC, brings together business leaders from across Wisconsin for one-on-one meetings with government and corporate buyers, industry roundtables, breakout sessions and networking.

Dec. 9 – 10 In person, Baird Center, Milwaukee

...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

Marc Violante

Wisconsin Procurement Institute

MarcV@wispro.org | 920-456-9990

10437 Innovation Drive Suite 320
Milwaukee WI 53226
414-270-3600