



April 2009

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The Communicator

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Assisting WI Businesses with Government Contracts Since 1988

Desperate Times Means Desperate Measures

Many businesses across the nation have been impacted by the economy. With layoffs, rising unemployment and reduced sales, many businesses are struggling and are desperately looking for new customers. One potential new customer that many businesses are looking toward today is the Federal government.

If you are one of those businesses looking to sell to the Federal government, know that we provide the assistance to compete for government and subcontract work. To meet the increase demand for service, we have added many training sessions throughout the State. If you are interested in a training event, my advice is to register early because we were nearly at room capacity at some of our recent events.

Unfortunately, with 'desperate times', there has been a rash of scams occurring. Very authentic looking letters claiming to be from U.S. Government agencies have been discovered. These letters request the businesses provide banking information or request money in order to receive Economic Recovery funds.

Please be aware that no agency would request your banking information, nor would they request funds for contracts.

In addition, some businesses are capitalizing on the economic desperation and claim to assist businesses tap into the Economic Recovery work. They will charge \$2,600 up front and larger payments thereafter. This type of service is offered for free to businesses through our office.

Remember, contracts including ones funded with the Recovery & Reinvestment dollars valued over

\$25,000 are posted on the Federal Business Opportunities website
<https://www.fbo.gov>

So, please be aware. If you are in doubt about a correspondence, please call our office and we can help.

With these desperate times, it appears that it was less than an ideal time to roll-out a major change to the mandatory federal vendor database. The Central Contractor Registration (CCR) is the mandatory database for all federal vendors. CCR is required for grants as well as contracts. The major change impacted how to enter into the CCR system for updating. Instead of the Trading Partner Identification Number, now you need to create your own unique user account. If you are having difficulty with this process, please contact us. We are working with CCR to offer assistance.

As part of our grant requirements, we need to report awards to Wisconsin businesses based on our Center's assistance. Please look for an email coming from our office. Again, this data is used for accumulated reporting to Department of Defense and held in strictest confidence. The Department of Defense uses this data as part of their evaluation to continue to fund our Center. We appreciate your support.

I would like to thank the following for donating support and space for our recent training events:

- Fox Valley Technical College
- Lakeshore Technical College
- Madison Area Technical College
- Milwaukee Area Technical College
- Moraine Park Technical College
- Waukesha County Technical College

Gratefully,
Denise



Counselor's Corner Contractor's E-Verify Rule Postponed

The federal government has postponed until May 21, 2009 implementing the E-Verify regulation for federal contractors, which requires that employers who contract work for the U.S. government use the E-Verify system to check if their employees are legally eligible to work in the country.

The rule would require government contractors to use the Homeland Security Department's E-Verify system to check the immigration status of all employees on projects exceeding \$100,000 and subcontracts that exceed \$3,000.

The E-Verify program is a voluntary system, but will be mandatory starting May 21, 2009.

Deadline Changed for CCR

As many of you are aware from our January 2009 Newsletter, login procedures for the CCR (Central Contractor Registration) have changed. If you currently have a CCR record, but do not have a user ID and password, you will not be able to access your record until you create a user account. Originally the deadline for making this change was July 2009. **The deadline has now been extended to December 21, 2009.** If you have any questions on this process, do not hesitate to call BPAC.

Stimulus Update

Impact on the State of Wisconsin

- \$563.8 million for Highways and Bridges
- \$317.2 million for Education, Modernization, Renovation And Repair
- \$231.7 million for Individuals with Disabilities Act
- \$156.9 million for Clean Water State Revolving Fund
- \$ 72.7 million for Transit Capital Grants
- \$ 34.7 million for Low-Income Home Energy Assistance
- \$ 30.5 million for Child care and Development block Grant
- \$ 13.7 Educational Technology State Grants
- \$ 12.2 million for Community Services Block Grant
- \$ 1.8 million for Fixed Guideway Modernization

The signed stimulus package will deliver \$3.5 billion to the state of Wisconsin but the state is poised to use a big chunk to address school funding and Medicaid shortfalls in the pending state budget. Another large piece will go toward the extension of health care and unemployment benefits for the jobless. That could leave less than \$1 billion for actual job creation and infrastructure improvements. Some of the programs that will affect businesses are:

- Modernize infrastructure and create jobs with an extra \$716.4 million for infrastructure in Wisconsin, \$529.1 million for roads and bridges alone
- Provide funding sufficient to modernize at least 138 schools in Wisconsin

Motivation is the fuel, necessary to keep the human engine running.

~Zig Ziglar

Upcoming BPAC Events

Selling to the State of Wisconsin

May 6, 2009 ~ Rhinelander

9:00am-11:30am

Fee: \$30.00 per person

Learn how the State procures the products and services it needs, which agencies buy what items/services and how to use VendorNet, the State of Wisconsin's electronic purchasing information system.

NEW *Wide Area Workflow (WAWF)*

May 15, 2009 ~ T.E.C. Center Madison
9:00am-12:00 Noon

Fee: Free

This free seminar will be conducted in a computer lab which allows each attendee a hands-on opportunity to practice using the online WAWF training site. Hands-on experience with developing invoices, receiving reports, and other billing documents.

Getting Started in Federal Contracting

May 19, 2009 ~ LaCrosse

1:00pm-3:30pm

Fee: \$30.00 per person

The United States government is the largest purchaser of goods and services in the world. Knowing how to sell in this vast federal market may be critical and perhaps necessary for an organization to survive potential uncertain economic times ahead.

DoD EMALL

May 20, 2009 ~ West Bend

9:00am-11:30am

Fee: \$40.00 per person

DoD EMALL is an Internet-based government e-commerce marketplace which provides military and other government customers a one-stop shopping experience to acquire good/services. DoD EMALL now has over 150 commercial catalogs with over 12 million items available.

GSA – Intro to MAS

May 21, 2009 ~ Madison

9:00am-11:30am

Fee: \$40.00 per person

GSA's Multiple Award Schedules (MAS) cover a number of commodities and services needed by Federal agencies. This course will address many of the challenges you will face when deciding whether pursuing a GSA contract is right for your business.

To register visit our website at:
matcmadison.edu/bpac/seminars



Awesome Seminars Coming Your Way, Don't Miss Out!!!

*** Cost and Pricing for Federal Contracts Conference**

May 14th in Madison

June 4th in Milwaukee

*** Custom Manufacturing for the Military**

June 4th at Superior

June 10th at Green Bay

June 18th at River Falls

*** Military Packaging/RFID**

June 24th at West Bend



How to Register:
<http://matcmadison.edu/bpac/seminars>



Mark Your Calendars!

MARKETPLACE 2009

Governor's Conference on

Minority Business Development

Sept 16, 2009 - Pewaukee, WI

<http://commerce.wi.gov/BD/BD-MBD-Index.html>

Upcoming BPAC Events

GSA MAS – Responding to Requirements

May 21, 2009 ~ Madison

1:00pm-3:30pm

Fee: \$40.00 per person

This seminar focuses on how to complete the GSA solicitation paperwork. You will receive specialized guidance organizing and positioning your company for a GSA contract award.

Competitive Strategies for Government Contracts

June 2, 2009 ~ Eau Claire

9:00am-11:30am

Fee: \$40.00 per person

Although the course content is oriented toward federal government solicitations, techniques offered through this training will benefit in other markets such as subcontracting, state and local municipalities.

Create an Offer to a Federal Government Solicitation

June 2, 2009 ~ Eau Claire

1:00-3:30pm

Fee: \$40.00 per person

Create a winning offer to real government solicitations in this interactive workshop. Choose from product, service, or construction solicitations issued from the federal government and try to win that contract.

NEW Getting Started in Federal Contracting

June 4, 2009 ~ Superior

9:00-11:30am

Fee: \$30.00 per person

The United States government is the largest purchaser of goods and services in the world. Knowing how to sell in this vast federal market may be critical and perhaps necessary for an organization to survive potential uncertain economic times ahead.

NEW Custom Manufacturing for the Military

June 4, 2009 ~ Superior

1:00-3:30pm

Fee: \$30.00 per person

This seminar is suited for the machining/fabrication company that is new to government contracting. The class will focus on methods you need to use for success and identify areas of opportunity.

Doing Business with the Department of Veterans Affairs Helpful Websites

- **Center for Veterans Enterprise**—If you are a Service Disabled Veteran Owned Small or Veteran Owned Business, please also register in this website. www.vetbiz.gov
- **Central Contractors Registration**—All vendors wishing to do business with the Government must register their company in this website. www.ccr.gov
- **General Service Administration**—If you are interested in obtaining a GSA contract for your products or services (other than medical/surgical/laboratory) visit this website to find out how to proceed. www.gsa.gov

Haven't Heard From Us?



If you have not been receiving the BPAC's emails have you:

- * Changed your email address?
- * Upgraded your email spam protection?
- * Accidentally blocked our email address
- * Unsubscribed, but now would like to re-subscribe?
- * Any staff changes?
- * Renewed interest in government contracting?

If you have any updates, please contact our office at (608) 243-4490.

To register visit our website at:
matcmadison.edu/bpac/seminars