



November 2007

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The Communicator

Business Procurement Assistance Center

3513 Anderson Street, Suite 108 Madison, WI 53704 (608) 243-4490

<http://matcmadison.edu/bpac>

*Assisting WI Businesses With Government Contracts Since
1988*

Many Changes for BPAC

Denise Reimer-Program Manager

As of October 1st, I am happy to announce that I have returned to the Business Procurement Assistance Center. Since March 1st, I was the Interim Associate Dean for the Madison Area Technical College Human and Protective Services. I learned a great deal about the police, fire, EMS, early childhood education and human services. I was greatly involved with Department of Homeland Security grants and contracts. If your firm's products and services have a niche with Emergency Preparedness or Homeland Security, please do not hesitate to call our office for assistance. On a personal note, my last name has also changed. Please note that my email address will change effective December 1, 2007.

I would like to publicly thank Ralph Steckman and Beth Eggemeier who did an outstanding job filling in while I was on my temporary assignment. I would also like to acknowledge the contributions from our Wisconsin Technical College districts that continue to help our Center be successful. Like most organizations, in order to continue to deliver high quality services, the organization must evolve to meet customer needs. BPAC is no different. Many changes have occurred and the goal of this brief newsletter is to keep you informed of those changes.

New Location

As of Monday, October 29th, our BPAC Madison office has been relocated. Our new Madison office address is **3513 Anderson Street, Suite 108 Madison,**

Wisconsin 53704. If you are located in Eastern Wisconsin, our West Bend office at Moraine Park Technical College is open on Mondays and Thursdays for your convenience.

New Training Booklet

BPAC recently published the October 2007-September 2008 training booklet. This booklet will be mailed to clients and stakeholders this month. In the meantime, our procurement training workshops are posted on the web at <http://matcmadison.edu/bpac/seminars>

New Online Registration

From ebay to GSA-Advantage, purchasing online is the way to do business. Recognizing this convenience, BPAC now has developed an online secure registration system. Want to come to a training event? Register online and let us know what you think of the process. We welcome your feedback.

Thanks so much for your continued support of our Center. If you have questions or need assistance about selling to the government (federal, state, local or part of their supply chain as a subcontractor), please do not hesitate to call us. Have a Wonderful Thanksgiving!

Denise

Notice

Effective December 1, 2007
Denise Reimer-BPAC Program
Manager email address to change to
dmreimer@matcmadison.edu
at that time
dkornetzke@matcmadison.edu will
no longer be a valid email address.

Award Information Needed

As part of our bi-annual performance report to the Department of Defense, the Business Procurement Assistance Center (BPAC) must report contracts awarded to Wisconsin businesses based on our assistance. The Department of Defense (DoD) uses this award information to help evaluate our performance, and measure our Center's effectiveness. The DoD also uses this information in comparison to other programs across the country when determining whether it wants to continue our program funding. This data is used solely for the purpose of reporting to the Department of Defense and is held in the strictest confidence. The time period of these awards is **from April 1, 2007 – September 30, 2007** for this report.

New this year, we will be sending this request via email for your convenience. We need your help. Your response is vital in order for us to continue our mission of helping Wisconsin businesses. Thank you for the prompt return of this information.

To meet our deadlines, we would appreciate this information by November 23rd, 2007.

BPAC'S West Bend Office

On October 1, 2005, BPAC opened a new office in West Bend, WI at Moraine Park Technical College. Located at **2151 North Main Street in West Bend, WI**, the office will be open two days per week for one-on-one counseling sessions and will offer a variety of training sessions.

CONTACT INFORMATION:

262/335-5893



Wealth, like happiness, is never attained when sought after directly. It comes as a by-product of providing a useful service.

Henry Ford

Be sure your firm's CCR is current.

NAICS

At a conference in Washington DC, Defense Logistics Agency representatives recommended that businesses update their CCR registration to include all potential NAICS codes. Currently, CCR limits the number of NAICS codes to 20. However, an unlimited number of NAICS is soon to be on the horizon for CCR.

TPIN

While the expansion of e-government initiatives continues, there can be some unforeseen complications. WARNING! If your firm is registered in the Central Contractor Registration (CCR), DO NOT provide your Trading Partner Identification Number (TPIN) to anyone asking for it.

Upcoming Events

November 14, 2007

**9:00am-11:30am, Appleton
Machining/Fabrication 1**

Geared to the machining/fabrication company who are interested in selling to the federal government, this class will focus on methods to identify contracting opportunities.

November 14, 2007

**1:00pm-3:30pm, Appleton
Machining/Fabrication 2**

Geared to the experienced machining/fabrication contractor, this course highlights advanced topics in Department of Defense contracting.

November 15, 2007

**9:00am-11:30am, Janesville
General Services Administration 1**

Each year more federal buyers use GSA as their preferred purchasing method. Learn whether GSA is right for your firm.

November 15, 2007

**1:00pm-3:30pm, Janesville
General Services Administration 2**

This training opportunity will focus on how to complete the GSA solicitation. Learn about contract negotiations and compliance.

December 11, 2007

**9:00am-11:30am, Milwaukee
Getting Started in Federal Contracting**

This entry-level training event provides a solid orientation to the federal contracting environment for those new to this market.

December 11, 2007

**1:00pm-3:30pm, Milwaukee
Selling to the State of Wisconsin**

This comprehensive seminar provides a foundation to contracting with the State of Wisconsin government agencies.

To register visit on the web at:
matcmadison.edu/bpac/seminars