



**SALES OPPORTUNITIES IN THE CITY OF MILWAUKEE, MMSD,  
AND UW-MILWAUKEE GOVERNMENT MARKETS  
– WEBINAR**

JUNE 25, 2020

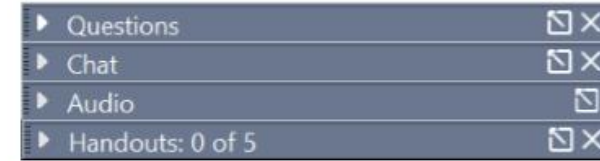




## GoToWebinar Control Panel



## In-Session Tools

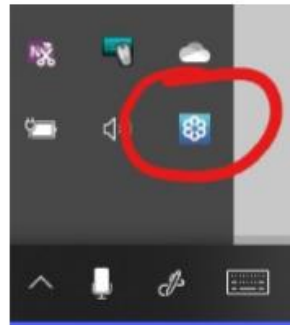


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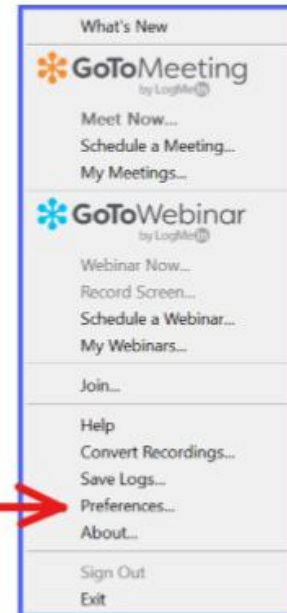
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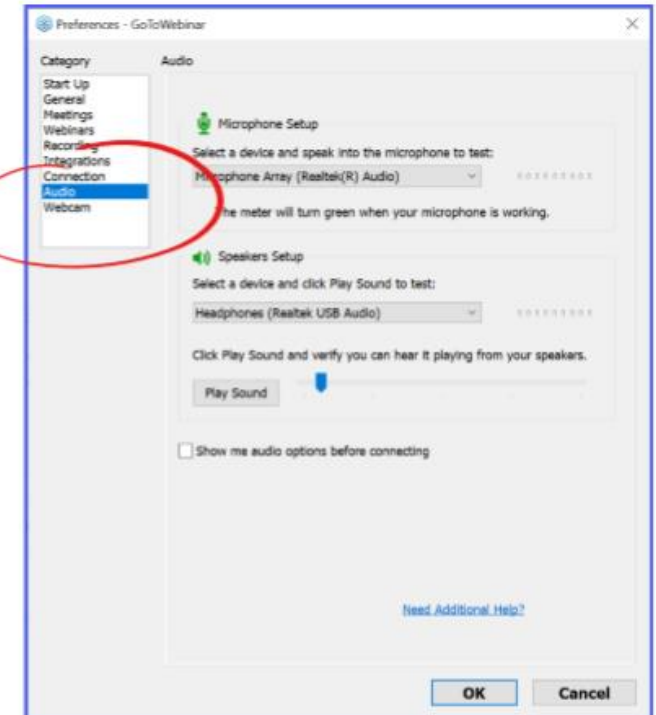
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# WEBINAR ETIQUETTE

## PLEASE

- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
  - We will share the questions with our guest speaker who will respond to the group

## THANK YOU!

# ABOUT WPI SUPPORTING THE MISSION

**Celebrating 32 Years of  
serving Wisconsin Business!**



# **Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, state and local government contracts.**

- **INDIVIDUAL COUNSELING** – At our offices, at clients facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

**Last year WPI provided training at over 100 events and provided service to over 1,200 companies**





Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** SPONSORSHIP CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS



[www.wispro.org](http://www.wispro.org)

UPCOMING EVENTS

- WED 21** Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors  
August 21 @ 12:00 pm - 1:00 pm
- THU 22** Advancing Cybersecurity in the Industry, Energy, Water Nexus – Oshkosh, WI  
August 22 @ 9:00 am - 3:00 pm  
Oshkosh WI
- THU 22** NDIA Great Lakes Chapter 10th Anniversary – Milwaukee, WI  
August 22 @ 12:30 pm - 7:30 pm  
Brookfield Wisconsin
- SEP 11** Acquisition Hour: The End of the Fiscal Year is Here – What is Hot and What is Not  
September 11 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (1)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)

# AGENDA



# WHAT ARE WE GOING TO TALK ABOUT TODAY

- What & how the agencies buy
- How the agencies announce opportunities
- First Steps – registrations, certifications, other requirements
- Provisions for non-performance /Force Majeure

# AGENCIES

- City of Milwaukee
- Milwaukee Metropolitan Sewerage District (MMSD)
- UW-Milwaukee

# POLL

# CITY OF MILWAUKEE





# Rhonda Kelsey

## Purchasing Director; City of Milwaukee

Rhonda Kelsey is a native of Milwaukee, Wisconsin. She holds a B.S. in Public Policy and Administration/Spanish minor from the University of Wisconsin-Whitewater (1994). She studied abroad in Seville, Spain in 1993 and also holds a M.S. in Urban Studies from the University of Wisconsin-Milwaukee (1995). In addition and more importantly, she is the proud mother of one daughter, Haleigh.

Ms. Kelsey began her professional career in city government, in the area of budget management and policy analysis from 1996-2000. In 2001, she became the head of the City's Emerging Business Enterprise Program, an agency with a focus on maximizing contracting opportunities and providing financial resources for small, women and minority owned firms. In 2004 (thru 2008), she was asked to assume the role of Senior Policy Advisor for the Office of Mayor Tom Barrett, City of Milwaukee.

In this position, she was responsible for coordinating internal staff teams and other city resources to deal proactively with key issues and provide direction and key recommendations on high priority policy initiatives to the Mayor and his Cabinet. During Ms. Kelsey's tenure in city government she has played a significant role in developing key policies and initiatives related to equal rights, anti-poverty, fiscal responsibility, and making improvements to internal city operations and the delivery of essential city services.

Currently, Ms. Kelsey holds the position of City Purchasing Director (appointed in 2008) and is a member of the Mayor's Cabinet. She is responsible for managing approximately \$95.0 million in citywide procurement activity; developing and implementing citywide procurement policies and procedures in accordance with local laws. In addition, she is responsible for executing special reports and carries out policy directives and other duties from the Mayor and the Common Council.

# Doing Business With the City of Milwaukee

Presented at the June 25<sup>th</sup>, 2020 Wisconsin Procurement Institute Webinar



Presented By: Rhonda Kelsey  
City Purchasing Director

# What Do We Purchase?

- Light and Heavy Duty Vehicles and Equipment
- Road & Infrastructure Equipment & Supplies
- Financial, Project Management, & Various Other (Health, IT, Legal, etc...) Consulting Services
- Fuel & Chemicals for Water Supply
- Office Supplies and Equipment
- IT Software & Hardware

# How Do We Buy?

- Formal Competitive Bid or RFP: \$50K Plus
- Informal Competitive Bid or RFP: \$10K - \$50K
- Jumpstart Purchases: \$5K - \$10K
- ProCard: Up to \$5K
- Exception to Bid Contracts: Single or Sole Source
- Piggyback and Cooperative Purchasing Contracts

# How Are Contract Opportunities Announced?

- All active Bids and Requests for Proposals (RFPs) are posted on the City's website at: [www.milwaukee.gov/ContractingOpportunities](http://www.milwaukee.gov/ContractingOpportunities)
- All Formal Bids and RFPs are also advertised in the *Daily Reporter*
- Review Recent Procurement Requests by City Departments at: <https://city.milwaukee.gov/Purchasing/ContractOpps.htm>



# How Do I Get Started?

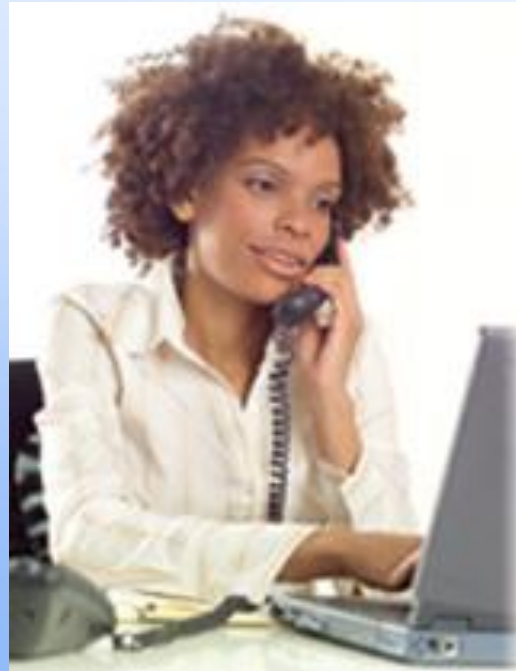
## **STEP 1: REGISTER WITH THE CITY'S E-NOTIFY SYSTEM**

- The City of Milwaukee uses an electronic notification system to announce when a new bid has been released.
- When a new bid is posted, the system issues a notice that will come directly to you via email containing basic information:
  - Bid number
  - A brief description of the commodity or service
  - A hyperlink to view and download the bid
- Register for E-Notify at: [www.milwaukee.gov/enotify](http://www.milwaukee.gov/enotify)



# How Do I Get Started?

- **Step 2:** Register with a valid e-mail address
  - **Step 3:** Select your bid notification categories
- Sit back, relax, wait for bid notices to come directly to you!



# Equity & Inclusion In Contracting

**The City of Milwaukee supports initiatives and programs that foster economic equity through various bid incentives, requirements and programs:**

- Living Wage Requirements
- Local Business Enterprise (LBE) Program
- Purchase of Milwaukee-Made, Milwaukee County-Made, and American-Made Goods
- Ethical Purchasing Contractor Requirements
- Social Responsible Contractors Bid Incentive
- Small Business Enterprise (SBE) Program
- For additional information:
  - Visit [milwaukee.gov/Purchasing](https://milwaukee.gov/Purchasing) and click on “Programs”

# Non-Performance & Force Majeure

- Termination for Cause - If Contractor shall fail to fulfill in a timely and proper manner any of its obligations or violate any of the provisions of a Contract, the City shall have the right to terminate the Contract. The City shall notify Contractor of its intent to terminate by giving Contractor prior written notice at least five (5) business days before the effective date of the termination and identifying the alleged deficiencies in Contractor's performance, and shall give Contractor thirty (30) days to cure such deficiencies prior to termination.
- Delays in delivery caused by any bona fide strikes, government priority or requisition, riots, fires, sabotage, acts of God, or any other delays deemed by the City Purchasing Director, in their sole discretion, to be clearly and unequivocally beyond Contractor's control may be recognized by City.



# Nikki Purvis

## Director Office of Small Business Development City of Milwaukee

Nikki Purvis is Director of the City of Milwaukee's Office of Small Business Development. In this role, she provides strategic direction and oversight for the City's business inclusion program which promotes economic development for small disadvantaged businesses, as well as, the workforce development program that connects city residents to employment opportunities on certain city-funded private development projects.

Ms. Purvis is a graduate of Marquette University and Cardinal Stritch University, and currently serves as Vice-Chair of the Board of Commissioners for the Social Development Commission; Vice-Chair of the Board of Directors for the African American Chamber of Commerce of Wisconsin; and is on the Board of Directors of the Urban Economic Development Association.





**City of Milwaukee**  
**Small Business Enterprise Program**

# PROGRAMS & INCENTIVES

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- **Small Business Enterprise Program**
- Residents Preference Program
- Revolving Loan Program
- Business Capacity Building Program

# CITY INCLUSION EFFORTS

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## **Chapter 370 of the Milwaukee Code of Ordinances:**

- Directs City departments with contracting authority to award the following percentages to contracts to Small Business Enterprises (SBE)
  - » Construction: 25%
  - » The purchase of Goods and Services: 25%
  - » The purchase of Professional Services: 18%
- Average Annual Spend: \$150 M

## **Chapter 355 of the Milwaukee Code of Ordinances:**

- Requires private developers who receive \$1M or more in city financial assistance to award the following percentages to contracts to Small Business Enterprises (SBE)
  - » Construction: 25%
  - » The purchase of Professional Services: 18%

# QUESTIONS TO CONSIDER

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- Does the City procure the commodities and services I provide?
- Do I have the capacity to provide the commodities and services the City procures?
- Am I willing to actively respond to Bids and Requests for Proposals (RFPs)?

# SBE CERTIFICATION

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## The basics:

- Race and gender neutral program
- Free, online application process
- Application processing timeframe: 45-60 days
- Certification valid for 3 years
- Applicants must meet several disadvantage criteria to be eligible for certification



# APPLICATION HIGHLIGHTS

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- Minimum Certification Requirements
- Document Checklist
- Disadvantage Criteria
  - Economic
  - Location
  - Education
  - Employment
  - Social
- **Carefully read the application and provide thorough responses where appropriate.**

# BENEFITS OF SBE CERTIFICATION

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- Recognized as an SBE certified vendor with the City of Milwaukee
- Gain exposure to new contracting opportunities you may not have had access to in the past
- Develop valuable relationships with other small businesses and City representatives
- Access to the Revolving Loan Program
- Increased revenue for your business

# OSBD CONTACTS

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**Nikki Purvis** – *Director*

**Angelique Pettigrew** – *Contract Compliance Officer*

**Dontreal Teague** – *Business Analyst Senior*

**James Methu**– *Business Analyst Senior*

**Phone:** 414-286-5553

**E-mail:** [osbd@milwaukee.gov](mailto:osbd@milwaukee.gov)

**Website:** [city.milwaukee.gov/OSBD](http://city.milwaukee.gov/OSBD)

City Hall Room 606 | 200 East Wells Street | Milwaukee, WI 53202

# MILWAUKEE METROPOLITAN SEWERAGE DISTRICT (MMSD)



# Millie Neidhart

## Procurement Specialist MMSD

Millie Neidhardt is a Procurement Specialist with the Milwaukee Metropolitan Sewerage District. In her current role, Millie jointly executes the District's Procurement Department functions which often include Architecture and Engineering, Design, Construction, Professional Services, General Services, and Commodity purchases. As a graduate of UW-Milwaukee with a B.S. in Conservation of Environmental Sciences and Biology, along with 4 years procurement experience, Millie has a unique tie-in to MMSD's mission of environmental stewardship as well as fair and open procurement practices. When it comes to water, fresh is best!



# Nathan Churchill

## Procurement Specialist MMSD

### Nathan Churchill

Nathan Churchill is a Procurement Specialist with the Milwaukee Metropolitan Sewerage District. In his current role, Nathan jointly executes the District's Procurement Department functions which often include Architecture and Engineering, Design, Construction, Professional Services, General Services, and Commodity purchases. As a graduate of Arizona State University with a B.S. in Business Administration and additional focus work in Operations Management, Nathan has nearly three years of experience in Public Procurement and is working toward a certification from NIGP, The Institute for Public Procurement.



# Gwen Johnson

## Supplier Diversity Specialist MMSD

Gwen Johnson, Supplier Diversity Specialist with the Milwaukee Metropolitan Sewerage District, has over 14 years of Supplier Diversity and Strategic Sourcing experience in healthcare, utilities, manufacturing and government. Besides outreach and contract compliance to ensure opportunities are provided to small, minority, women and veteran-owned businesses, Ms. Johnson also assists in the management of local workforce compliance and opportunities.

Ms. Johnson has served as a board member with the North Central Minority Supplier Development Council (NCMSDC) and as a committee member with the Women's Business Development Center (WBDC) and The Business Council (TBC).

Ms. Johnson holds a degree in Graphic Design from the University of Wisconsin-Milwaukee, an MBA from Cardinal Stritch University and a Certificate of Project Management Keller Graduate School of Management of DeVry University.





# Michelle Kaczmarowski

## Supplier Diversity Specialist MMSD

Michelle Kaczmarowski is a Supplier Diversity Specialist with the Milwaukee Metropolitan Sewerage District. In her current role, Michelle jointly oversees the District's Small/Women/Minority/Veteran-owned Business Enterprise (S/W/MBE) program, as well as local workforce and apprentice utilization policies. Michelle has 10 years of experience in public procurement and supplier diversity and holds a B.S. in Architectural Engineering and a B.S. in Construction Management from Milwaukee School of Engineering.

# Doing Business With MMSD

Milwaukee Metropolitan Sewerage District  
Procurement Policies, Opportunities, and Resources







Milwaukee Metropolitan Sewerage District  
Envisions a healthier, cleaner, resilient region.



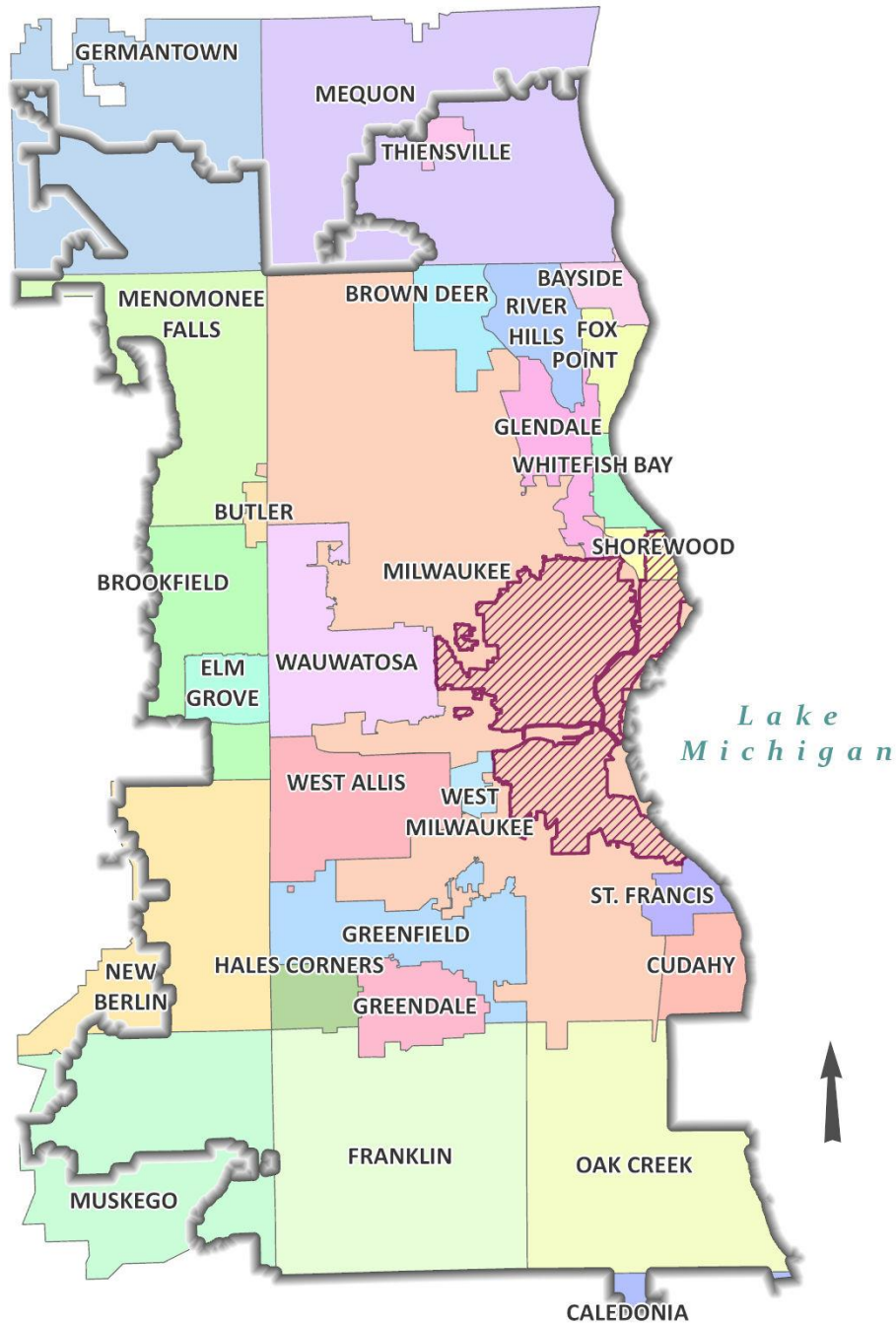
# What Does MMSD Do?



**Water Reclamation**



**Manage Flooding**



# Who Does MMSD Serve?



## 1.1 Million Customers

## 28 Municipalities

## 411 Square Mile Planning Area

# Procurement & Supplier Development Vision Statement



Utilize procurement strategies to ensure organizational compliance with federal laws, state statutes, Commission policies, and best practices that advance the following principles:

Accountability	Professionalism
Ethics	Service
Impartiality	Transparency

Our goal is to acquire services, supplies, equipment and construction in the most cost-effective and efficient manner to meet the District's needs while ensuring a fair and open process.

# **MMSD Procurement**

## **Procurement Specialists**

Nathan Churchill

Millie Neidhardt

# Construction Opportunities



Electrical

Trucking

Painting / Sand Blasting (Mostly Industrial)

Plumbing

Mechanical & Industrial pipework

Insulation (Pipe)

Concrete work / cutting

On-site welding repairs

Slurry / concrete

Scaffolding

Excavation

Abatement Services & Testing

Demolition

Deconstruction

Vegetation Maintenance

Landscaping / restoration

Equipment rental

Rigging

Traffic control



# Design & Planning Opportunities



Drafting / CADD Services

Geographic Information Services

Plan Preparation

Surveying

Landscape design

Archeological services

Modeling

Stakeholder Involvement

Wastewater / sewer

Instrumentation & Control

Geotechnical review

Electrical engineering

Civil engineering

Environmental engineering

Soil testing

Process / Operations analysis

Lead & asbestos testing

Water quality testing

Programming

Permitting / compliance

# Other Procurement Needs



IT Services

Janitorial Services

Graphic Design Services

Laboratory Chemicals

Laboratory Equipment

Marketing

Office Furnishings

Pest Control

# MMSD Projects and Opportunities



- [MMSD Procurement Opportunities Page](#)
- [The Daily Reporter](#)
- [Supplemental Email List by Request](#)
- [Bonfire - RFPs](#)
- [Quest – Construction Contracts](#)
- [Executive Director/Commission Award](#)



# Active and Past Opportunities



<https://www.mmsd.com/procurement>

## Procurement Opportunities

Please [click here](#) to access Quest CDN site to view current construction bid opportunities.

Please [click here](#) to access Bonfire Portal site to view current Request for Proposal and Request for Application opportunities.

All Listings	View Filter/Search Options
P01006C01 - INTERPLANT SOLIDS PIPELINE REPLACEMENT AT THE SOUTH SHORE WATER RECLAMATION FACILITY	Open <span style="float: right;">Due 6/16/2020 10:30 am CDT</span>
S01015D01 - Engineering Services - Grit and Screenings Handling Equipment Replacement at South Shore Water Reclamation Facility	Open <span style="float: right;">Due 6/15/2020 1:00 pm CDT</span>
S06038C12 - OPERATIONAL STORAGE PUMP AND SLUDGE FEED PUMP REPLACEMENTS AT SOUTH SHORE WATER RECLAMATION FACILITY	Open <span style="float: right;">Due 6/12/2020 10:30 am CDT</span>
M03064P24-TO-03 - OVERPASS GREEN INFRASTRUCTURE/STORMWATER PROJECT	Open <span style="float: right;">Due 6/9/2020 10:30 am CDT</span>
J06081D01 - ENGINEERING SERVICES – PHASE 1 MCC REPLACEMENTS AT JONES ISLAND WATER RECLAMATION FACILITY	Open <span style="float: right;">Due 6/9/2020 10:30 am CDT</span>

# MMSD Projects and Opportunities



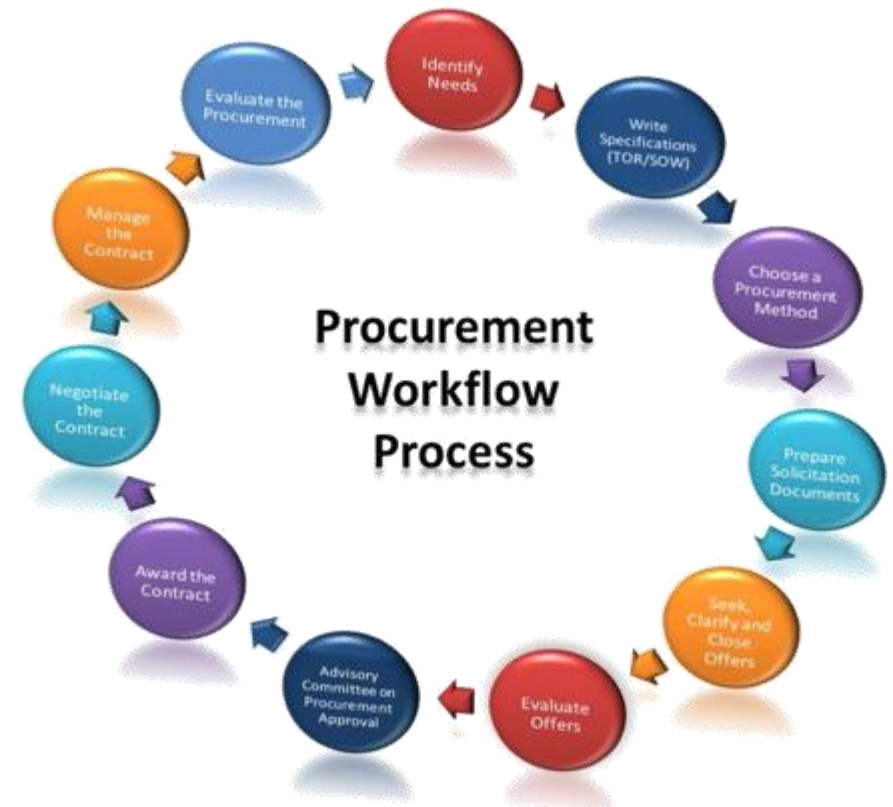
- **MMSD Procurement Opportunities Page**
  - Links to Quest and Bonfire
  - Prebid PowerPoint
  - Audio File Presentation
  - Interested Parties
  - Construction Bids - ITB



# Request for Proposals



- **Bonfire – Electronic Submissions Only**
- **Professional Services**
- **O&M Bids**
- **Free to the Vendor Community**
- **Planholders List Available by Request**
- **30 – day proposal period**
- **"Public Files"**
- **Awarded by Evaluation Committee**
- **Potential for Negotiation Prior to Award**



# Construction Bids



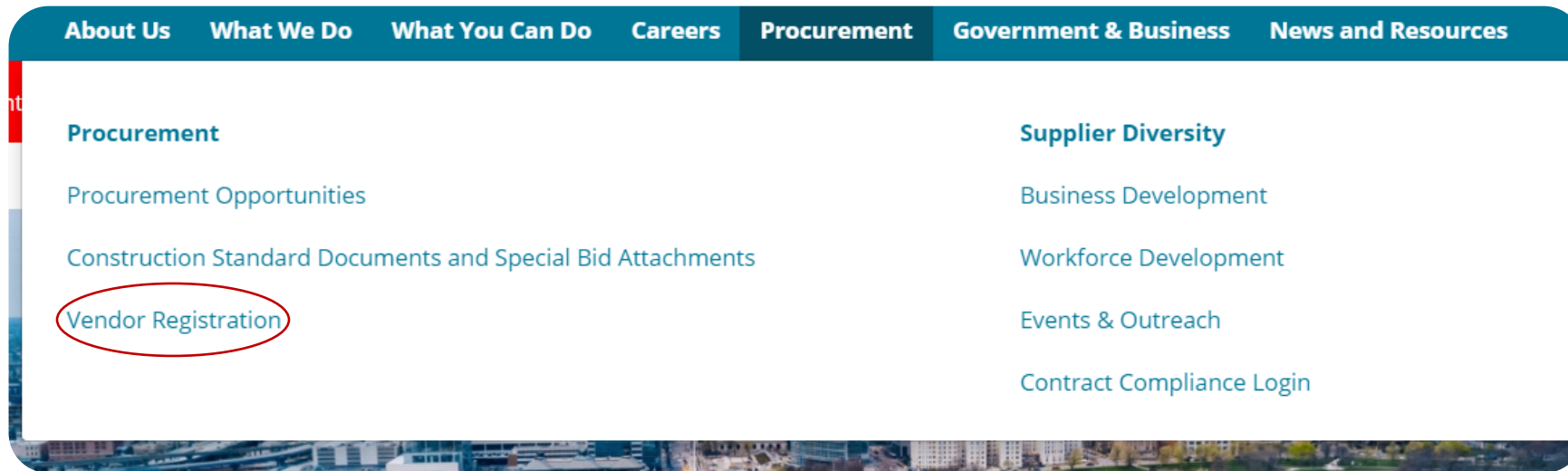
- QuestCDN
- Construction Projects
- Become a Planholder
- 30-day Bid Period
- Lowest Responsible and Responsive Bidder
- No Negotiations
- Awarded once contracts are fully signed



# Vendor Registration



<https://www.mmsd.com/procurement>

A screenshot of the MMSD website's navigation menu. The menu is a dark teal bar with white text. The 'Procurement' tab is highlighted. Below the menu, the 'Procurement' section is expanded, showing a list of links. The 'Vendor Registration' link is circled in red. The 'Supplier Diversity' section is also expanded, showing a list of links. The background of the menu is a blurred image of a city skyline.

**About Us** **What We Do** **What You Can Do** **Careers** **Procurement** **Government & Business** **News and Resources**

**Procurement**

- Procurement Opportunities
- Construction Standard Documents and Special Bid Attachments
- Vendor Registration**

**Supplier Diversity**

- Business Development
- Workforce Development
- Events & Outreach
- Contract Compliance Login



# Veolia Water Milwaukee / District Partnership



- **Veolia Water Milwaukee (VWM) operates and maintains:**
  - **South Shore and Jones Island Water Reclamation Facilities**
  - **District Interceptor Sewer System and Inline Storage System**
- **VWM bids out repair and replacement work for most projects less than \$100,000**
- **Procurement opportunities available:**  
<https://www.veolianoorthamerica.com/milwaukee/procurement/>

# **MMSD Supplier Diversity Program**

## **Supplier Diversity Specialists**

Gwen Johnson

Michelle Kaczmarowski

# MMSD Supplier Diversity Components



**Outreach**



**Contract  
Compliance**



**Business  
Development**



**Workforce  
Development**

# S/W/MBE Spend Goal



## Annual SWMBE Participation Goal of 20%

	2015	2016	2017	2018	2019
SWMBE %	32.7%	21.5%	20.1%	26.9%	33.6%
SWMBE \$ (in millions)	\$15.4	\$18	\$9.9	\$17.1	\$29.5

**27% Annual Average**

# **S/W/MBE Certification**

# S/W/MBE Certification



MMSD recognizes certifications from other agencies:

- State of WI – MBE/WBE/DVB
- DOT Unified Certification Program – M/DBE or W/DBE
- City of Milwaukee – SBE
- Milwaukee County – SBE
- WBENC – WBE
- NMSDC – MBE
- U.S. Dept. of Veteran Affairs – SDVOSB and VOSB

# MMSD SBE Certification



## Small Business Enterprise eligibility requirements:

- U.S. based business
- Independently owned, operated, and controlled
- Not an affiliate or subsidiary of business dominant in its field
- Owner shall control the day-to-day critical operations
- Registered with MMSD
- Meet the SBA size standard for industry



**MMSD SMALL BUSINESS ENTERPRISE  
CERTIFICATION APPLICATION**

*Note: All information herein is subject to Wisconsin open records law. All data or information that is considered CONFIDENTIAL, PROPRIETARY, OR TRADE SECRETS should be specifically indicated as such.*

# MMSD SBE Certification

- How to apply:
  - Complete MMSD SBE Application
  - Submit last three years of business tax returns
  - Register as a vendor with MMSD
- Valid for 3 years
- No cost to apply
- Short processing time (<30 days)

**COMPANY INFORMATION**

Company Name: \_\_\_\_\_

Primary Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Address: (P.O. Box Not Acceptable) \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Mailing Address: (P.O. Box Acceptable) \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Federal Tax ID: \_\_\_\_\_ Date Business Established: \_\_\_\_\_ Number of Employees: \_\_\_\_\_

Legal Structure of Business (Check One):	Business Categories (Check All That Apply):
<input type="checkbox"/> Corporation <input type="checkbox"/> Limited Liability Company (LLC) <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other _____	<input type="checkbox"/> Commodity <input type="checkbox"/> Construction <input type="checkbox"/> Engineering <input type="checkbox"/> General Services <input type="checkbox"/> Non-Profit <input type="checkbox"/> Professional <input type="checkbox"/> Other _____

**Brief Business Description:**

\_\_\_\_\_

**Enter the NAICS Code(s) that best represent the products and/or services provided by your business.**  
 To determine your company's NAICS code(s), visit <https://www.naics.com/search/>

_____	_____	_____	_____
_____	_____	_____	_____



# S/W/MBE Directory



<https://www.mmsd.com/procurement/supplier-diversity>

## Contract and Vendor Management System

Log In

**Vendor Certification**  
Search our database of certified MBE, WBE, SBE, DBE, and VBE vendors

**SWMBE Public Directory**

**Vendor Registration**  
Join our database of registered vendors

**Registered Directory**

**Apply for Registration**

**About the System**  
Learn more about this system and how it works today

**Information for Vendors**

**Account Access**  
Lookup Vendor accounts or reset user passwords

**Account Lookup**

**Forgot Password**

### MMSD Certified Directory

Search the MMSD Certified Directory by entering search criteria and clicking Search. You must select at least one certification type. You can also search by a variety of other fields which are listed below.

For more information on MMSD SWMBE certification program please visit the [MMSD Supplier Diversity webpage](#).

Search results may be downloaded to Excel, by clicking the "Download Results to Excel" button after your search results are displayed. To download the full Certification Directory do not enter search criteria, scroll to the bottom of the page and click the "Download Entire Directory to Excel" button.

**Search by Certification Type**

Certifications

- Minority Business Enterprise (MBE)
- Women Business Enterprise (WBE)
- Minority/Disadvantaged Business Enterprise (M/DBE)
- Small Business Enterprise (SBE)
- Veteran Business Enterprise (VBE)
- Women/Disadvantaged Business Enterprise (W/DBE)

**Search by Business Name or DBA**

Business Name/DBA

Tip: Try just a few letters of the firm's name.

**Search by Business Description**

Business Description

Tip: Try just a few letters of a keyword.

**Search by Commodity Code**

Commodity Codes

# **Additional Resources**

# Business Development



## Business Capacity Development Program (BCDP)

BCDP is designed to increase the capacity and capabilities of S/W/MBE firms to better compete for and participate on MMSD projects.

Program includes:

- \* In-person business development training seminars
- \* Online training curriculum
- \* One-on-one business mentoring



<https://www.mmsd.com/procurement/business-development>

# Student Internships



## Regional Internships in Science & Engineering (RISE) Program

RISE is a career and professional development program providing meaningful work experience and professional relationships with local construction and engineering firms, consultants and planners to prepare students for success in the Greater Milwaukee infrastructure job market.

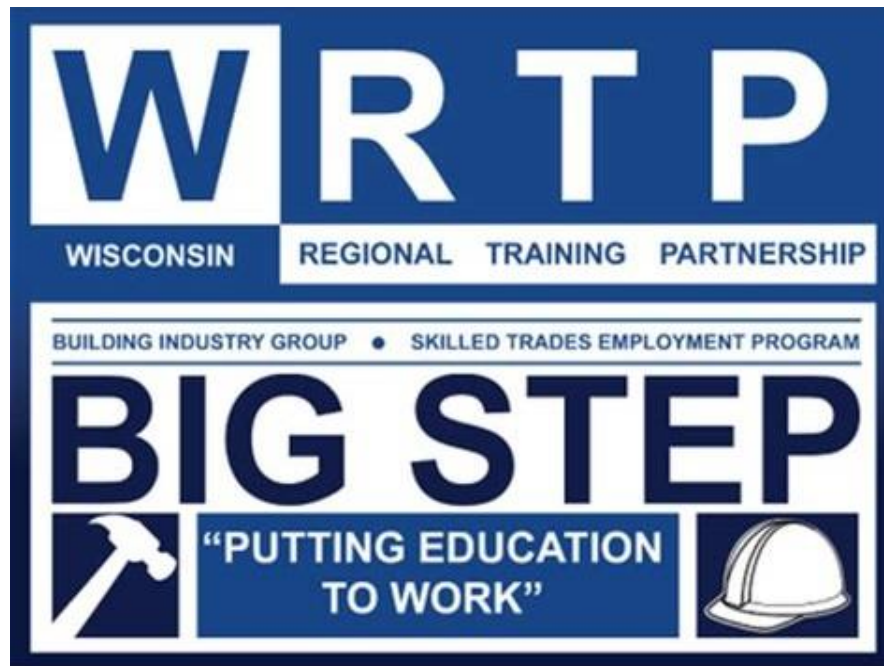


<https://www.mmsd.com/careers/workforce-development>

# Workforce Development



## Apprentice Training & Placement Program



<https://www.mmsd.com/careers/workforce-development>

# MMSD Covid-19 Response



- MMSD's goals are to:
  - protect people
  - reduce the spread of the virus
  - sustain business operations
  - ensure compliance with regulatory guidelines
- No interruptions to procurement process
  - All bid/RFP submittals are electronic
  - Virtual pre-bid/proposal meetings
  - Interested parties list
  - Additional safety measures during site tours



# MMSD Covid-19 Response



All standard contracts contain clauses related to non-performance due to unavoidable delay:

*If the Contractor is obstructed or delayed in the commencement, prosecution or completion of the work from causes including, but not restricted to, acts of God, acts of agencies of Federal or state governments, acts of other public authorities, acts of public utilities, acts of other contractors in the performance of contracts with the Owner, riots, insurrections, wars, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather, or delays of subcontractors or suppliers at any tier, then the Contractor is entitled to a noncompensable extension of time. The obstruction or delay must arise from causes other than normal weather, must be unforeseeable, and be beyond the control and without the fault or negligence of both the Contractor and any subcontractors or suppliers.*

# Next Steps



1. Register as a vendor
2. Become S/W/MBE-certified, if eligible
3. Attend Business Capacity Development Program classes
4. View Procurement Opportunities page
5. Bid on MMSD projects
6. Ask questions!

<https://www.mmsd.com/procurement/>





# Contact Us



[www.mmsd.com](http://www.mmsd.com)



[procurement@mmsd.com](mailto:procurement@mmsd.com)



260 W Seeboth Street  
Milwaukee, WI 53204



# UW-MILWAUKEE



# Tom Scrivener

## Director of Procurement UW - Milwaukee

Tom Scrivener is the Director of Procurement at UW-Milwaukee

4 years' as the Procurement Director at UW-Milwaukee, a State agency; 10 years prior experience in sourcing and vendor management, primarily in the third party logistics industry.

# UW-Milwaukee

Tom Scrivener  
Director, Procurement

[purchasing@uwm.edu](mailto:purchasing@uwm.edu)

# What & how UWM buys

- UWM is a community in and of itself, with large academic, research, and student life divisions
  - 54 buildings with over 7 million square feet
  - Multiple campus sites in Milwaukee, Waukesha, and West Bend
  - Academic and research centers
  - 4 Residence Halls (on and off-campus)
  - Power Plant
  - Athletics center
  - Administrative Buildings
  - Etc.

# What & how UWM buys

- Professional Services (approx. ~2000 unique vendors)
  - Bus or Coach services
  - Electrical contractors
  - Architectural/Engineering/Construction
  - Consulting or Marketing
  - Academic Support
- Food & Food Service
- Furniture and Building Supplies
- Equipment
- Computer Software

Approx. Top 5 Categories By Spend

# What & how UWM buys

- ~ \$70 Million annually spent via Purchase Orders
- ~ \$35 Million annually spent on low dollar orders
- ~ \$15 Million annually spent via P-Card or online catalogs

Approx. Numbers for FY19



# VendorNet / eSupplier

UWM uses the State's VendorNet platform, which is tied to eSupplier, to announce opportunities over \$50,000

<https://vendornet.wi.gov/>

Solicitation Reference #	Title	Agency	Available Date	Due Date
D20-046-O	Concrete Paving Replacement	UW MILWAUKEE	6/4/2020	6/18/2020 12:00:00 PM
C20-039-M	Carl Zeiss Objective Lens for University of Wisconsin Milwaukee Mech Eng Department	UW MILWAUKEE	5/26/2020	6/2/2020 9:00:00 AM
D20-042-O	Furnish Janitorial Services for the University of Wisconsin-Milwaukee School of Continuing Education, 161 W. Wisconsin Avenue, Milwaukee 53203	UW MILWAUKEE	5/8/2020	5/28/2020 12:00:00 PM
T20-028	Enrollment Management Services and Consulting	UW MILWAUKEE	3/30/2020	5/18/2020 12:00:00 PM
D20-039-O	Provide Elevator Constructor Services for the University of Wisconsin-Milwaukee Department of Facilities	UW MILWAUKEE	3/16/2020	4/6/2020 2:00:00 PM

<https://uwm.edu/business-financial-services/purchasing/>

# First Steps – registrations, certifications, other requirements

UWM does not keep an ‘Approved Vendor’ list

Vendors are Contracted (or not...)

# First Steps – registrations, certifications, other requirements

Supplier registration is through the eSupplier portal -

<https://esupplier.wi.gov>

Know your commodity (NIGP) codes -

<https://vendornet.wi.gov/NIGPCodes.aspx>

If you qualify, please register as a Wisconsin certified MBE, WBE, or DVB and include that information in your solicitation response:

<https://doa.wi.gov/Pages/DoingBusiness/SupplierDiversity.aspx>

# Provisions for non-performance due to disasters or Force Majeure

Office of Legal Affairs would say....

- *“IT DEPENDS!”*

UWM’s contracts include Force Majeure provisions, and those provisions are being strengthened in new contracts to specifically call out public health emergencies.

# Provisions for non-performance due to disasters or Force Majeure

State standard clause contained in RFB/RFP materials is:

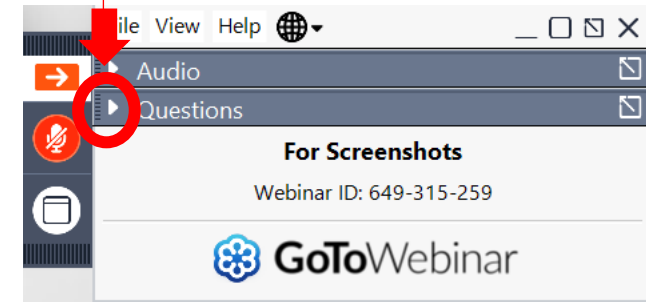
***“FORCE MAJEURE:*** *Neither party shall be in default by reason of any failure in performance of this Agreement in accordance with reasonable control and without fault or negligence on their part. Such causes may include, but are not restricted to, acts of nature or the public enemy, acts of the government in either its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather, but in every case the failure to perform such must be beyond the reasonable control and without the fault or negligence of the party.”*

# QUESTIONS?



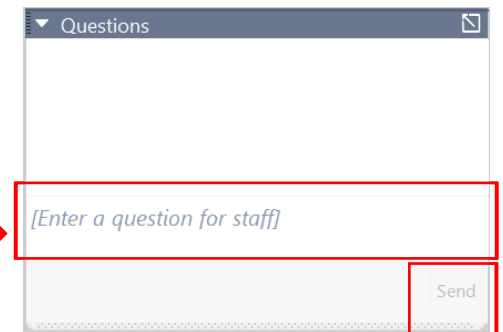
## OPENING THE QUESTIONS BOX

Click here to access  
within the Control Panel



## USING THE QUESTIONS BOX

Type questions  
here at any time  
during a  
presentation



Click Send when ready to submit a question

# UPCOMING TRAINING - EVENTS



# ACQUISITION HOUR LIVE WEBINARS SERIES

▪ June 26, 2020

## **How the CyberSecurity Maturity Model Certification (CMMC) Will Impact Your Business**

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

▪ July 7, 2020

## **Tools and Resources to use for Gaining a Better Understanding of your Federal Customer**

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

▪ July 1, 2020

## **ARE YOU READY – BIG Changes coming to the US SBA Federal Women-Owned Small Business Program**

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

▪ July 14, 2020

## **The SBA 8(a) Certification Program**

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

# ACQUISITION HOUR LIVE WEBINARS SERIES

- July 15, 2020

## **Responding to Sources Sought and Capabilities Statements**

[CLICK HERE](#) for additional information

Presented by Mark Dennis, Wisconsin Procurement Institute (WPI)

- July 28, 2020

## **The Spend to the End**

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

- July 21, 2020

## **OFCCP Compliance 101**

[CLICK HERE](#) for additional information

Presented by Roselle Rogers & Tim Muma, LocalJobNetwork

- August 25, 2020

## **State and Federal Certifications For Veteran and Service Disabled Veteran Owned Businesses**

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA) and Mark Dennis, Wisconsin Procurement Institute (WPI)

- July 22, 2020

## **The HUBZone Certification Program**

[CLICK HERE](#) for additional information

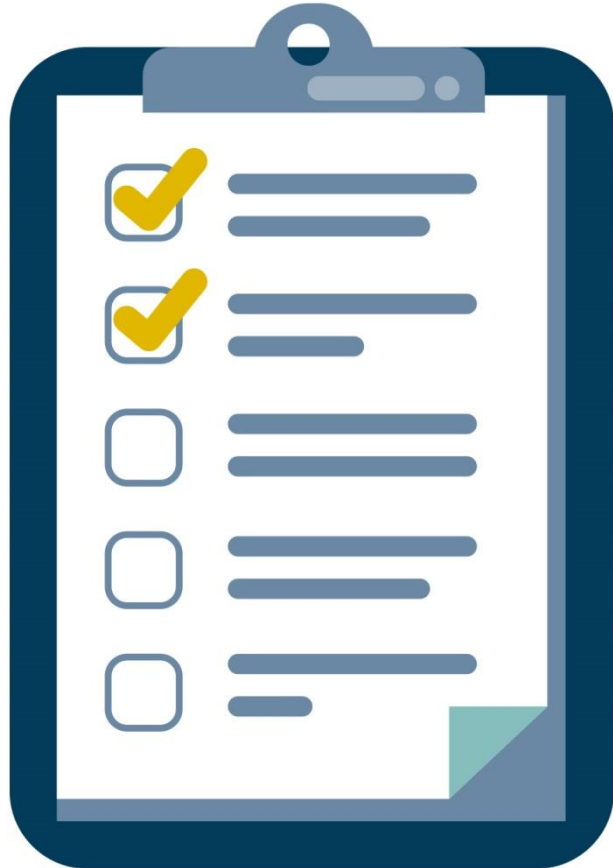
Presented by Shane Mahaffy, US Small Business Administration (SBA)

**...More at [wispro.org/events](https://wispro.org/events)**

# A CRITICAL NOTICE FROM WPI

- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
  - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
  - Review for other possible requirements
- If you are a **DOD CONTRACTOR** or **SUBCONTRACTOR** – you will have new **CYBER COMPLIANCE – CERTIFICATION REQUIREMENTS** that may impact your business as early as the end of this calendar year.
  - See: <https://www.acq.osd.mil/cmmc> and <https://www.cmmcab.org> for more up to date information.
  - *Contact Marc Violante at WPI - [marcv@wispro.org](mailto:marcv@wispro.org) or 920-456-9990*

# SURVEY



# PRESENTED BY

**Wisconsin Procurement Institute (WPI)**

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