

SMART PROC 2010
Procurement Conference & Expo
AGENDA

7:00 – 8:00 AM REGISTRATION

Sponsored by the Fort Detrick Business Development Office
www.fdbdo.com

7:30 – 10:30 AM BREAKFAST

Sponsored by Beacon Associates, Inc.
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8:00 – 9:10 AM WELCOME & KEYNOTE SESSION
in Ballroom A/B

Welcome: The Honorable Congressman Roscoe G. Bartlett

Moderator: Phil Jaurigue, Chief Executive Officer,
Sabre Systems, Inc. and SMART Board Chair

Keynote Speakers:

- Gary Martin, SES, Executive Deputy to the Commander, RDECOM
- Richard Hale, SES, Chief Information Assurance Executive, Defense Information Systems Agency
- Linda Oliver, SES, Acting Director, Department of Defense Office of Small Business Programs
- Rear Admiral Sean Crean, U.S. Navy & Director, Office of Small Business Programs, Department of the Navy
- Major General James K. Gilman, Commanding General, US Army Medical Research and Materiel Command (USAMRMC); and Fort Detrick, MD
- Edward Harrington, SES, Deputy Assistant Secretary of the Army (Procurement)

9:10 – 9:30 AM AM BREAK

Sponsored By Beacon Associates, Inc.
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9:30 – 10:45 AM TRACK 1: CONCURRENT BREAKOUT SESSIONS

SESSION 1 - Ballroom A

Insourcing Policy: What is Insourcing, What Changes are Affecting Small Business, What Protections Are Available When Responding to RFP.

Moderator: Michael Soto, Vice President, Goldbelt Raven, Inc.

- Robert Burton, Partner, Venable LLP
- Thomas Hessel, Department of Defense Program Lead, Office of the Under Secretary of Defense for Personnel & Readiness

SESSION 2 – Ballroom E/F

Proposals: How to Be Compelling While Remaining Compliant

Moderator: Ann Marie Bryant, Vice President,
Business Solutions, Beacon Associates, Inc.

- Elly Zupko, Communications and Proposal Manager, Beacon Associates, Inc.
- Michael Dailey, Executive Director, Frederick Innovative Technology Center, Inc. (FITCI)
- Dr. Stephen Berte, Senior Management Consultant, Skyline Integrated Technology Enterprises (SITE)
- Molly K. Gimmel, Executive Vice President, Design To Delivery, Inc.
- Mary Lamb, Chief Operating Officer, Suss Consulting, Inc.

SESSION 3 – Ballroom C/D

Financial Tools For Success in Government Contracting: Locating Capital, Financing Options, Benefits Structuring, and Proving Financial Capacity

Moderator: Stephen D. Umberger, U.S. Small Business Administration (SBA),
Baltimore District Director

- Douglas T. Brown, Senior Vice President, PNC Bank
- Ronald W. Kaese, M.B.A., M.S., M.E., Maryland TEDCO, Director, Federal Programs
- Mr. Edward S. Knox, Jr., Lender Relations Specialist, U.S. Small Business Administration, Baltimore District Office
- Richard Lewis, President, Financial Engineering Counselors Ltd.
- Charles Stouffer, Vice President, Commercial Lending, BB&T Bank
- Bill Marek, Rural Development, US Department of Agriculture

SESSION 4 – Ballroom B

Small Business Contracting Goals and Acquisition Forecast

Moderator: Russell Teter, III, Director, Northern Maryland Small Business
Development Center

- Kenneth Carkhuff, Naval Air Systems Command, Office of Small Business Programs, Small Business Deputy, NAWCAD Pax River

- Demetria Carter, Director, Acquisition Policy and Legislation Division, Office of the Chief Procurement Officer, Mission Support Bureau – FEMA
- Tim Foreman, Executive Director, VA Office of Small & Disadvantaged Business Utilization, Department of Veterans Affairs
- Jerome Maulsby, Associate Director, Office of Small Business Programs, USAMRMC
- John O'Brien, Chief of the Small Business Office, RDECOM
- Diana Strong, Small Business Program Manager, U.S. Nuclear Regulatory Commission, Office of Small Business and Civil Rights

SESSION 5 – 9:30 – 11:30 AM

Monocacy Room off Courtyard

Construction Opportunities from Government and Primes

Moderator: Charlie Clark, Vice President Business Development, Morgan Keller, Inc.

- Scott Drumheller, Local Program Manager, Ft. Detrick Integrated Programs Office, US Army Corps of Engineers
- Jamie Davidson, Director of Construction, Picerne Military Housing, APG
- Joey Harmon, Corporate SBLO/Federal Project Assistant, Whiting-Turner Contracting Company
- John Greenwell, Vice President, Grunley Construction Company
- Mr. Brian Killion, Vice President-Operations, Manhattan Construction Company
- Scott Loureiro, Project Executive, Torcon
- Gary Orton, Senior Project Director, Gilbane Building Company
- Layli Pietri, Small Business Manager, Balfour Beatty Construction, Balfour Beatty U.S.
- Wesley Stith, Minority Outreach Coordinator, Clark Construction Group, LLC

11:00 AM – 12:15 PM TRACK 2: CONCURRENT BREAKOUT SESSIONS

SESSION 6 – Ballroom A

Prime Contractors & Sub-Contracting Opportunities:
How to Do Business with Primes and Mentor-Protégé Opportunities

Moderator: MG John S. Parker, MD, MG, USA (retired), FACS, FCCP, Senior Vice President, Corporate Development, Chief Medical Officer, Technical Fellow, SAIC

- James Krout, Chief Operating Officer, Sabre Systems, Inc.
- Hal Lucas, Director, Integrated Mission Systems, Sierra Nevada Corporation
- Babak Nouri, Vice President, Small Business Office, SAIC
- John Trifone, Director, Contracts & Acquisitions, National Cancer Institute, SAIC-Frederick

- Donald Trybul, Manager Procurement, Bechtel National, Inc.
- Voltaire Walker, Manager, Mentor Protégé Program, Northrop Grumman Electronics Systems
- Kraig Wilson, Manager, Supply Chain Management, General Dynamics Land Systems
- John Zuccaro, Senior Manager, Lockheed Martin Corporation

SESSION 7 – Ballroom E/F

Contract Officers Review of Submitted Proposals: Government and Primes Contract Officer's Evaluation Process of Submitted Proposals, Review Criteria, Helpful Tools to be Granted a Contract

Moderator: Alexander Brown, Relationship Manager / Professional Services Proposal Development Consultants

- Shannon Jackson, Contract Officer, SAIC-Frederick
- Cheryl Miles, Contracting Officer and Chief Customer Service Center - Blue, USAMRAA

SESSION 8 – Ballroom C/D

GSA Schedules: Why are GSA Schedules Important, Strategies for Success, and Changes Affecting Schedules

Moderator: Christine Demas, Director, Fort Detrick Business Development Office

- Jeff Arendt, Vice President, GTI Federal
- Cristy Jackiewicz, Lead Program Manager for Outreach, Office of Small & Disadvantaged Business Utilization, General Services Administration
- Vanessa E. Payne, Analyst, Aronson Group

SESSION 9 – Ballroom B

Intelligence Agencies: How to Do Business with These Agencies, Changes in the Marketplace & Mentor-Protégé Relationships

Moderator: Kurt Heckman, President, SycamoreUS, Inc.

- Sherry Baldwin, Director, Office of Small Business Programs, Defense Information Agency
- Sandra Broadnax, Director, Small Business Programs Office, National Geospatial-Intelligence Agency
- Katrina Kindle, Program Manager, Provisional Industrial Security Approval (PISA), Program Industry Outreach & Facilitation Office National Security Agency
- Pamela Porter, Director, Small Business Programs, National Security Agency

- Mark Hall, Vice President, Engineering Systems Solutions, Inc.
- Mr. Mauricio P. Vera, Director, Office of Small and Disadvantaged Business Utilization (OSDBU), U.S. Agency for International Development(USAID)

12:15 – 1:15 PM LUNCH in Courtyard

Sponsored by SAIC-Frederick

1:15 – 2:30 PM TRACK 3: CONCURRENT BREAKOUT SESSIONS

SESSION 10 – Ballroom B

USAMRMC Industry Day Training – Mock Industry Training: What You Need to Know as a Small Business for Business Development, How Are Teaming Agreements Made at Industry days, and Tips to Avoid the Pitfalls

Moderator & Panelist: Paul G. Michaels, eJD - Principal Assistant Responsible for Contracting (PARC) for USAMRMC and Director of USAMRAA

- Terry McCune, Contracting Officer and Chief of Customer Service Center - Orange, USAMRAA
- Scott Comeau, Contracts Specialist, Customer Service Center - Orange, USAMRAA

SESSION 11 – Ballroom C/D

Doing Business with Department of Homeland Security (DHS) & DHS Primes

Moderator: Sterling Crockett, Senior Financial Officer, R4 Incorporated

- Soraya Correa, Executive Director, Department of Homeland Security, Office of Procurement Operations
- Jeff Arendt, Vice President, GTI Federal
- Anthony Bargar, Vice President, Engineering Systems Solutions, Inc.

SESSION 12 - Ballroom A

Doing Business with the National Interagency Biodefense Campus & NIBC Prime Contractors

Moderator: Thomas Starkoski, Director of Planning, US Army Garrison

- Colonel Judith Robinson, Garrison Commander, Fort Detrick
- Ryan Harris, Vice President for East Coast Operations, Team Ke'aki Tech, USAMRIID
- Pamela Howorth, Battelle Program Manager, National Institute of Allergy & Infectious Disease, Integrated Research Facility

- Steve Jordan, Battelle National Labs (BNBI), National Bioterrorism Analysis & Countermeasures Center
- Mary Ann Lusby, Contracting Officer, U.S. Department of Agriculture, Agricultural Research Service, Fort Detrick

SESSION 13 – Ballroom E/F

Legal Perspectives for Small Business Contracting & How to Become Certified as a Disadvantaged Business

Moderator: David Weaver, Partner, Holtzinger Weaver P.A.

- Hallot E. Watkins, Jr., Assistant District Director 8(a) Business Development, Small Business Administration
- Pamela Mazza, Managing Partner, Piliero-Mazzo, PLLC
- Sharon Moore Jackson, Compliance and Outreach Manager, Governor's Office of Minority Affairs, State of Maryland
- Jeremy K. Davis, MST, Director, Tax Services, RSM McGladrey, Inc.

2:30 – 3:30 PM **WINE and CHEESE NETWORKING** in Courtyard
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3:30 PM Closing Remarks and Drawing in Courtyard