

9TH ANNUAL ARMY SMALL BUSINESS CONFERENCE

**“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

AGENDA

PRESENTED BY:



NOVEMBER 2-3, 2005



**HILTON MCLEAN HOTEL AT TYSONS CORNER
MCLEAN, VIRGINIA
EVENT #6430**

**9TH ANNUAL ARMY SMALL BUSINESS
CONFERENCE
“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

Providing for the Nation's security requires an effective partnership between the Army and the small business community. Small business is "big business" in the Army. Last year, the Army awarded \$15.4 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms. Despite having the smallest budget of the three military departments, the Army has awarded the highest dollar amount of prime contracts to small businesses for each of the last five years.

This conference is the only yearly event specifically aimed at all of the Army's small business contractors. It brings together leaders of the industry small business community and the government (Small Business Administration and Army) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Army decision makers from the Pentagon to field commanders who conduct acquisitions. All the Army's major commands located in the United States will be represented. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

The Business Opportunities Fair is an important part of the conference. Representatives from all of the Army's major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from the top 50 largest business defense contractors will be there to discuss small business opportunities with their firms. Army acquisition and technical personnel, and Small Business Specialists will be available to address individual contractor's questions and concerns.

Breakout Sessions will be presented on timely subjects of special interest. The agenda offers a variety of topics designed to meet the varying needs of contractors present.

The importance of continuing the Army-Small Business partnership will be an underlying theme of the conference.

OBJECTIVE & SCOPE

9TH ANNUAL ARMY SMALL BUSINESS CONFERENCE

“ARMY & SMALL BUSINESS: A WINNING PARTNERSHIP”

- 1:00 p.m. :** **Registration Opens**
- 3:00 p.m. :** **Administrative Remarks**
♦ *Mr. Lewis J. Ashley*, Ombudsman, US Army Materiel Command (AMC)
- 3:05 p.m. :** **Welcome**
♦ *Lt Gen Lawrence P. Farrell, Jr., USAF (Ret)*,
President & CEO, National Defense Industrial Association
- 3:10 p.m. :** **Opening Remarks**
♦ *GEN Benjamin S. Griffin, USA*, Commanding General, (AMC)
- 3:40 p.m. :** **Continuing Opportunities for Small Businesses**
♦ *Hon Claude M. Bolton, Jr.*, Assistant Secretary of the Army (Acquisition, Logistics and Technology)
- 4:15 p.m. :** **Break**
- 4:30 p.m. :** **Update on the State of the Army Small Business Program**
♦ *Ms. Tracey L. Pinson*, Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army
- 5:00 p.m. :** **The Outlook for Small Business**
♦ *Mr. Stephen Galvan*, Deputy Administrator, US Small Business Administration
- 5:45 p.m. -** **Reception**
7:45 p.m. :

WEDNESDAY, NOVEMBER 2, 2005

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- 7:00 a.m.:** **Registration and Continental Breakfast**
- 7:50 a.m.:** **Administrative Remarks**
♦ *Mr. Lewis J. Ashley*, Ombudsman, US Army Materiel Command
- 8:00 a.m.:** **Recognition of AMC Small Business Person of the Year**
♦ *Mr. Scott Crosson*, Associate Director, Small and Disadvantaged Business Utilization, US Army Materiel Command
- 8:05 a.m.:** **The Outlook for the US Economy**
♦ *Dr. Keith Hall*, Chief Economist, US Department of Commerce
- 8:40 a.m.:** **Panel: “Industry Insights”**
♦ *Ms. Madhu Beriwal*, President, Innovative Emergency Management, Inc.
- “Marketing Your Small Business for Success”
♦ *Mr. Charles H. Mather, Jr.*, Partner, Acquisition Solutions, Inc.
- “Performance Based Acquisition: Making it Real”
- 9:30 a.m.:** **Break**
- 9:45 a.m.:** **Panel: “Challenges & Opportunities”**
♦ *Ms. Denise Benjamin*, Assistant General Counsel for Contracting, Office of General Counsel, SBA
- “Guidelines for Partnering/Teaming and Getting Credit as a Small Business”

THURSDAY, NOVEMBER 3, 2005

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- 9:45 a.m. : **(Panel Continued)**
- ♦ **Mr. Steve Marion**, Senior Program Director, Supplier Management, FCS, The Boeing Company
 - “Business Opportunities with Future Combat Systems”
 - ♦ **Mr. Michael McHale**, Associate Administrator for HUBZone Empowerment Contracting Program, SBA
 - “Update on HUBZone Program”
- 10:40 a.m. : **Panel: “Open Question Period”**
- Moderator:**
- ♦ **Mr. Jeffrey Parsons**, Director, Command Contracting, US Army Materiel Command
- Panelists:**
- ♦ **Ms. Marlene Cruze**, Executive Director, Acquisition Center, US Army Aviation and Missile Command
 - ♦ **Mr. Edward Elgart**, Principal Assistant Responsible for Contracting (PARC), US Army Communications-Electronics Command
 - ♦ **Mr. Daniel Mehney**, PARC, US Army Tank-Automotive and Armaments Command
 - ♦ **Mr. James Warrington**, Director of Contracting, US Army Research, Development and Engineering Command Acquisition Center
 - ♦ **Mr. James Loehrl**, PARC, US Army Field Support Command
- 11:45 a.m. : **Lunch**

THURSDAY, NOVEMBER 3, 2005

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Concurrent Activities

12:45 p.m. -

Business Opportunities Fair

3:45 p.m. :

Each of the AMC major subordinate commands, the National Guard, and the following Army organizations: Army Contracting Agency; Corps of Engineers; Medical Command; and the Defense Contracting Command-Washington, will staff and operate a booth throughout the afternoon. Small Business specialists, procurement and technical personnel from these organizations will be available to discuss future business opportunities, and to address individual contractor concerns.

12:45 p.m. -

Breakout Sessions - Special Interest Topics

3:45 p.m. :

The following topics will be presented during the afternoon. Presentations will begin at 12:45 p.m. with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation comments/questions.

-What You Need to Know Before You Team/ Partner

- ♦ **Ms. January Dennison**, President, Technology Resource Consultants, Inc.

-Tips and Opportunities Available for Small Businesses

- ♦ **Mr. Jim Regan**, Director, Procurement Technical Assistance Program, George Mason University

- Small Business Innovative Research (SBIR) Opportunities

- ♦ **Ms. Susan Nichols**, Program Manager, SBIR, US Army Research, Development and Engineering Command

-The Route to ISO 9000 Qualification

- ♦ **Ms. Joan Ales**, Chief, Weapons Product Quality Management Branch, US Army Research, Development and Engineering Command

- How Small Businesses Can Use Information Technology to Level the Playing Field

- ♦ **Ms. Ceci Albert**, Chief Engineer, Army Systems, Software Engineering Institute, Carnegie Mellon University

THURSDAY, NOVEMBER 3, 2005

Conference Registration

Conference Registration Fees are as follows:

	Regular	On-Site
	Until October 26,2005	After October 26, 2005
All Attendees	\$ 260	\$300

The conference registration fee includes attendance at all sessions, continental breakfast, coffee breaks, lunch, reception, and administrative costs. Registrations will not be taken over the phone. Payment must be made at the time of registration. Please complete the attached registration form and fax it to (703)522-1885 or mail with your fee payable to: Event #6430, *National Defense Industrial Association, 2111 Wilson Boulevard, Suite 400, Arlington, VA 22201-3061.*

Online Registration

For more information or to register online, please visit: <http://register.ndia.org/interview/register.ndia?~Brochure~6430>. After the registration form is completed, you will then be prompted to review your information and press the SUBMIT button on the web page. After that, select the CONFIRM button once. **Online Registration will close on October 26, 2005.** Please register onsite after this date. You may also add yourself to the conference mailing list at this same site.

You may also download the registration form from the website and fax it to (703)522-1885, or mail it to NDIA, Event #6430, 2111 Wilson Boulevard, Suite 400, Arlington, VA 22201-3061. Payment must be received at the time of registration.

NDIA cannot accept registrations over the phone. Cancellations received before September 22, 2005 will receive a full refund. Cancellations received between September 22 and October 26, 2005 will receive a refund minus a cancellation fee of \$75. **NO refunds for cancellations received after October 26, 2005.**

SUBSTITUTIONS ARE WELCOME IN LIEU OF CANCELLATIONS!

CONFERENCE INFORMATION

Hotel Information

A block of rooms have been reserved at the Hilton McLean Hotel at Tysons Corner. To make your reservation, please call (703)847-5000 and make sure to ask for the NDIA room block. Rooms will not be held after Monday October 3, 2005, and may sell out before then. Rates are also subject to increase after this date.

Room Rates

	Single	Double
Government	\$166.00	\$166.00
Industry	\$179.00	\$179.00

The government per diem rate is available ONLY to active duty or civilian government employees. ID will be required upon check-in. Retired military or government civilians do not qualify for the government rate.

Driving Instructions

From Dulles International Airport to the McLean Hilton, the driving distance is 14 miles and takes approximately 20 minutes.

Directions: Take Dulles Toll Road east to Exit 17 (Spring Hill Road). After the toll, turn right onto Spring Hill Road. Then turn left at the first light onto Jones Branch Drive. The hotel is 1 mile on the left.

Super Shuttle - minimum charge is \$15.00

Taxi - minimum charge is \$25.00

From Regan National Airport to the McLean Hilton, the driving distance is 13 miles and takes approximately 30 minutes.

Directions: Take George Washington Pkwy to 123 South towards McLean. After the 495 overpass, turn right on Tysons Blvd. (1st light after overpass). Make a right on Galleria Drive (1st light). Make a right onto Jones Branch Drive (1st light). The hotel is on the right.

Super Shuttle - minimum charge is \$15.00

Taxi - minimum charge is \$30.00

From Baltimore Washington International Airport to the McLean Hilton, the driving distance is 40 miles and takes approximately 50 minutes.

Directions: Take I-95 south to I-495 West towards Silver Spring/Northern Virginia, Exit 46A (I23 south). Make a right on Tysons Blvd (1st light), then a right on Galleria Drive (1st light). Make a right onto Jones Branch Drive (1st light).

Super Shuttle - minimum charge is \$50.00

Taxi - minimum charge is \$70.00

Promotional Partner Opportunities

Increase your company or organization exposure at this premier event by becoming a Promotional Partner. A Promotional Partnership (\$5,000) will add your company name to the back cover of the on-site brochure as well as main platform recognition throughout the conference, signage at all events including the opening reception, a 350 word organization description in the on-site brochure, and a hotlink from the conference webpage to your company website. For more information please contact Sam Campagna at (703)247-2544 or scampagna@ndia.org.

Proceedings

Proceedings will be available on the web through the Defense Technical Information Center (DTIC), and will be available one to two weeks after the conference. You will receive notification via e-mail that proceedings are posted and available on the web.

Identification Badges

During conference registration and check-in, each participant will be issued an identification badge. Please be prepared to present a

picture ID. Badges must be worn at all conference functions.

Attendee Roster

An attendee roster will be distributed at the conference. In order for your name to appear in the conference attendee roster, **you MUST register by October 26th, 2005**. There will be NO additional versions distributed after the conference.

ADA

NDIA supports the Americans with Disabilities Act of 1990. Attendees with special needs must call (703)522-1820 prior to October 26, 2005.

Attire

Appropriate dress for this conference is business attire for civilians and Class A uniform for military.

National Defense Magazine

Advertise in National Defense and increase your company's exposure at this conference! National Defense will be distributed to the attendees of this conference and all other NDIA conferences. For more information contact Dino Pignotti at (703)247-2541, Fax (703)522-4602 or via email at dpignotti@ndia.org.

Inquiries

For questions regarding the conference, contact **Carissa Mirasol** at (703)247-2588 or via email at cmirasol@ndia.org.

"The Department of Defense finds this event meets the minimum regulatory standards for attendance by DOD employees. This finding does not constitute a blanket approval or endorsement for attendance. Individual DoD component commands or organizations are responsible for approving attendance of its DoD employees based on mission requirements and DoD regulations."

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"Army & Small Business: A Winning Partnership"

McLean Hilton Hotel, Tysons Corner, VA
 November 2-3, 2005 - Event #6430

National Defense Industrial Association
 2111 Wilson Boulevard, Suite 400
 Arlington, VA 22201-3061
 (703) 522-1820 • (703) 522-4656 fax
www.ndia.org



- 3** Ways to sign up:
1. Online with a credit card at www.ndia.org
 2. By fax with a credit card — Fax: (703) 522-1885
 3. By mail with a check or credit card

Address change needed

NDIA Master ID/Membership # _____ Social Security # _____

(if known—hint: on mailing label above your name) (last 4 digits – optional)

Prefix _____

(e.g. RADM, COL, Mr., Ms., Dr., etc.)

Name First _____ MI _____ Last _____

Military Affiliation _____ Nickname _____

(e.g. USMC, USA (Ret.) etc.)

(for Meeting Badges)

Title _____

Organization _____

Street Address _____

Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

Phone _____ ext. _____ Fax _____

E-Mail _____

Signature* _____ Date _____

Preferred way to receive information

Conference information address above Alternate (print address below) E-mail

Subscriptions address above Alternate (print address below)

Alternate Street Address _____

Alternate Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

* By your signature above you consent to receive communications sent by or on behalf of NDIA.

Registration Fees

	Regular	Onsite
	8/10/05 to 10/26/05	After 10/26/05

All Attendees \$260 \$300

By completing the following, you help us understand who is attending our meetings.

Primary Occupational

Classification. Check ONE.

- A. Defense Business/Industry
- B. R&D/Laboratories
- C. Army
- D. Navy
- E. Air Force
- F. Marine Corps
- G. Coast Guard
- H. DOD/MOD Civilian
- I. Gov't Civilian (Non-DOD/ MOD)
- J. Trade/Professional Assn.
- K. Educator/Academia
- L. Professional Services
- M. Non-Defense Business
- N. Other _____

Current Job/Title/Position.

Check ONE.

- A. Senior Executive
- B. Executive
- C. Manager
- D. Engineer/Scientist
- E. Professor/Instructor/Librarian
- F. Ambassador/Attaché
- G. Legislator/Legislative Aide
- H. General/Admiral
- I. Colonel/Navy Captain
- J. Lieutenant Colonel/ Commander/Major/ Lieutenant Commander
- K. Captain/Lieutenant/Ensign
- L. Enlisted Military
- O. Other _____

Cancellations received on or before October 26, 2005 will receive a refund minus a cancellation fee of \$75. No refunds for cancellations received after October 26, 2005. **Substitutions are welcome in lieu of cancellations!**

Payment Options

- Check (payable to NDIA)
- Cash
- Government PO/Training Form # _____
- VISA
- MasterCard
- American Express
- Diners Club

Questions? Contact Carissa Mirasol, Meeting Planner
 (703) 247-2588 email: cmirasol@ndia.org

Mail to: NDIA, Event #6430
 2111 Wilson Boulevard, Suite 400
 Arlington, VA 22201

Fax to: (703) 522-1885

Credit Card Number _____ Exp. date _____

Signature _____



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Arlington, Virginia 22201**

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