

11th Annual Small Business Conference

Theme: "Army and Small Business: Success Thru Partnership"

Objective & Scope

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 \$19.3 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 seven years.

This conference 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 Government decision makers from Washington to field commanders who conduct acquisitions. 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 the Army's major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from among the top 50 large business defense contractors will be in attendance to discuss small business opportunities with their firms. Army personnel will be available to address individual contractors' 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.

Wednesday, November 7, 2007

- 1:00 p.m.** Registration Open
- 3:00 p.m.** Administrative Remarks
- 3:05 p.m.** Welcome
*Lieutenant General Lawrence P. Farrell, Jr., USAF (Ret),
President & CEO, National Defense Industrial Association*
- 3:10 p.m.** Opening Remarks
*General Benjamin S. Griffin, USA, Commanding General,
AMC*
- 3:40 p.m.** Continuing Opportunities for Small Businesses
*Mr. Dean G. Popps, Principal Deputy, 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. Joel Szabat, Chief of Staff, U.S. Small Business
Administration*
- 5:45 - 7:45 p.m.** Reception

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.

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

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Hilton McLean at Tysons Corner

Thursday, November 8, 2007

- 7:00 a.m.** Continental Breakfast & Registration Open
- 7:50 a.m.** Administrative Remarks
- 7:55 a.m.** Recognition of AMC Small Business Person of the Year
General Benjamin S. Griffin, USA, Commanding General, AMC
- 8:05 a.m.** “Keys to Small Business Success”
Dr. Marvin Carroll, CEO, Tec-Masters, Inc.
- 8:40 a.m.** Panel: “Assistance and Opportunities”
- ▶ “MRAP Business Opportunities”
Mr. Scott A. Crosson, Acquisition Manager, Joint MRAP Vehicle Program, U.S. Marine Corps Systems Command
 - ▶ “Business Opportunities with FCS”
Mr. John Kelley, Director, Supplier Management and Procurement, FCS, The Boeing Company
 - ▶ “Industry Partnership Opportunities with AMC”
Mr. Ronald Davis, Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
 - ▶ “Available Resources to Businesses for State-of-the-Art Manufacturing”
Mr. John S. VanKirk, President and Executive Director, National Center for Defense Manufacturing & Machining
- 10:20 a.m.** Break
- 10:35 a.m.** Panel: “Open Question Period”
Moderator: Mr. Jeffrey Parsons, Director, Command Contracting, U.S. Army Materiel Command
- ▶ Mr. Bruce Berinato, PARC, Joint Munitions & Logistics Command
 - ▶ Ms. Marlene Cruze, Executive Director, Acquisition Center, U.S. Army Aviation and Missile Command
 - ▶ Mr. Edward Elgart, PARC, U.S. Army Communications-Electronics Command
 - ▶ Mr. Martin Green, Associate Director for Contracting, U.S. Army Tank-Automotive and Armaments Command
 - ▶ Mr. James Loehrl, PARC, U.S. Army Field Support Command
 - ▶ Mr. Michael Patterson, Chief, Contracting Center, Surface Deployment and Distribution Command
 - ▶ Mr. James Warrington, Director of Contracting, U.S. Army Research, Development and Engineering Command Acquisition Center
- 11:35 a.m.** “Resources and Opportunities for Wounded Warriors”
Mr. Steven R. Clark, Director, OSD, Heroes to Hometowns Program
- 12:00 p.m.** Luncheon

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

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Thursday, November 8, 2007 cont.

1:00 - 4:10 p.m. **Concurrent Activities**

1:00 p.m. **Business Opportunities Fair**

Representatives of each AMC major subordinate command, the National Guard, Army Contracting Agency, Corps of Engineers, Medical Command, and the Defense Contracting Command-Washington, will be present to discuss future business opportunities, and to address individual contractor concerns.

1:00 p.m. **Breakout Sessions: Special Interest Topics**

The following topics will be presented during the afternoon. Presentations will begin at 1:00 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 and comments/questions.

- ▶ “Success Strategies for Women-Owned Small Businesses in the DoD World”
Ms. Madhu Beriwal, President and CEO, Innovative Emergency Management, Inc.
- ▶ “Available Resources to Businesses for State-of-the-Art Manufacturing”
Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining
- ▶ “Industry Partnership Opportunities with AMC”
Mr. Luis E. Garcia-Baco, Director, Industrial Base Capabilities, Office of the Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
- ▶ “IT Business Opportunities”
Ms. Giselle Whitfield, Acting Associate Director, Office of Small Business Programs, U.S. Army Contracting Agency – Information Technology, E-Commerce, and Commercial Contracting Center
- ▶ “Preparing Your Proposals to Win More Contracts”
Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command
- ▶ “Future Combat Systems – Business Opportunities and Supplier Management”
Mr. Chris Van Gels, Senior Manager Supplier Diversity, Future Combat Systems, The Boeing Company
- ▶ “Small Business Innovative Research (SBIR) Opportunities”
Ms. Susan Nichols, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command
- ▶ “Tips and Opportunities Available for Small Businesses”
Mr. Wallace Johnson, Deputy Director, Procurement Technical Assistance Program, George Mason University
- ▶ “What You Need to Know Before You Team/Partner”
Ms. January Dennison, President, Technology Research Consultants, Inc.

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