

**KEY BENEFITS OF ATTENDING:**

- ▶ Learn firsthand about available business opportunities with government and leading large businesses
- ▶ Exchange information and ideas directly with senior leaders of government and small business
- ▶ Meet government decision makers who set policies and conduct acquisitions

# 12<sup>th</sup> Annual SMALL BUSINESS Conference

“PARTNERING FOR SUCCESS:  
SMALL BUSINESS & THE MILITARY”



NOVEMBER 12-13, 2008  
[WWW.NDIA.ORG/MEETINGS/9430](http://WWW.NDIA.ORG/MEETINGS/9430)

HILTON MCLEAN AT TYSONS CORNER ▶ MCLEAN, VIRGINIA

EVENT #9430

# 12<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

## OBJECTIVE & SCOPE

Providing for the Nation's security requires an effective partnership between the military and the small business community. For example, in the Army alone, small business is "big business". Last year the Army awarded \$22.8 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms.

This conference brings together leaders of the industry small business community and the government (Small Business Administration and Department of Defense) 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.

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 12, 2008

1:00 PM **REGISTRATION OPENS**

3:00 PM **ADMINISTRATIVE REMARKS**

3:05 PM **WELCOME**

- ▶ Lt Gen Lawrence P. Farrell, Jr., USAF (Ret), *President & CEO, NDIA*

3:10 PM **OPENING REMARKS**

- ▶ GEN Benjamin S. Griffin, USA, *Commanding General, AMC*

3:40 PM **UPDATE ON THE STATE OF THE ARMY SMALL BUSINESS PROGRAM**

- ▶ Ms. Tracey L. Pinson, *Director, Office of Small Business Programs, Office of the Secretary of the Army*

4:15 PM **OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS**

- ▶ Dr. Christian Lundblad  
*Edward M. O'Herron Distinguished Scholar & Associate Professor of Finance,  
The University of North Carolina at Chapel Hill, Kenan-Flagler Business School*

4:55 PM **THE OUTLOOK FOR SMALL BUSINESS**

- ▶ Mr. Santanu K. Baruah, *Administrator, U.S. Small Business Administration*

5:45 PM - 7:45 PM **RECEPTION**



## THURSDAY, NOVEMBER 13, 2008

7:00 AM **REGISTRATION & CONTINENTAL BREAKFAST**

7:50 AM **ADMINISTRATIVE REMARKS**

7:55 AM **RECOGNITION OF THE AMC SMALL BUSINESS PERSON OF THE YEAR**

- ▶ GEN Benjamin S. Griffin, USA, *Commanding General, AMC*

8:05 AM **“KEYS TO SMALL BUSINESS SUCCESS”**

- ▶ Dr. Robert L. Wright, *Chairman, FE Holdings, Inc.*

8:40 AM **PANEL: “ASSISTANCE AND OPPORTUNITIES”**

“FUTURE COMBAT SYSTEMS (FCS)”

- ▶ Mr. Steve Marion, *Senior Program, Supplier Management and Procurement, Future Combat Systems (FCS), The Boeing Company*

“JOINT LIGHT TACTICAL VEHICLES (JLTV)”

- ▶ COL John (Steve) Myers, *PM, Joint Combat Support Systems*

“DEPARTMENT OF HOMELAND SECURITY”

- ▶ Mr. Thomas H. Essig, *Chief, Procurement Officer, Department of Homeland Security (DHS)*

10:05 AM **BREAK**

10:20 AM **THE NEW ARMY CONTRACTING COMMAND (ACC)**

- ▶ Mr. Jeffrey P. Parsons, *Executive Director, ACC*

10:50 AM **PANEL: “OPEN QUESTION PERIOD”**

**MODERATED BY:** Mr. Jeffrey P. Parsons, *Executive Director, U.S. Army Contracting Command, HQs AMC*

- ▶ Mr. Bruce B. Berinato, *Principal Assistant Responsible for Contracting (PARC), Joint Munitions & Lethality Life Cycle Management Command*
- ▶ Ms. L. Marlene Cruze, *PARC, U.S. Army Aviation and Missile Life Cycle Management Command*
- ▶ Mr. Edward G. Elgart, *PARC, U.S. Army Communications-Electronics Life Cycle Management Command*
- ▶ Mr. Harry P. Hallock, *PARC, U.S. Army Tank-automotive and Armaments Life Cycle Management Command*
- ▶ Mr. James G. Loehrl, *PARC, U.S. Army Sustainment Command*
- ▶ Mr. Michael Patterson, *PARC, U.S. Army Surface Deployment and Distribution Command*
- ▶ Mr. Steven Bryant, *PARC, U.S. Army Research, Development and Engineering Command*
- ▶ Mr. Bryon Young, *Director, U.S. Army Mission and Installation Contracting Command (MICC)*
- ▶ Ms. Carol Lowman, *PARC, MICC*

11:40 AM **NEED PERSONNEL? --EXPERIENCED VETERANS AVAILABLE**

- ▶ Mr. Rodney Borba, *Program Manager, Always A Soldier Program, HQ AMC*

12:00 PM **LUNCH**



## THURSDAY, NOVEMBER 13, 2008 CONT.

### 1:00 PM - 4:00 PM BUSINESS OPPORTUNITIES FAIR

Representatives of each AMC major subordinate command (Life Cycle Commands and the Army Contracting Command), plus the National Guard; Corps of Engineers; and the Medical Command; will be present to discuss future business opportunities, and to address individual contractor concerns.

### 1:00 PM - 4:00 PM 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.

#### 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*

This breakout session is designed to help Small Businesses compete more effectively under RFPs where award will be made on a Source Selection Trade-off basis. Topics include (a) how to better read and understand the RFP evaluation criteria and basis of award, (b) responding to evaluation criteria involving assessments of Proposal Risk (e.g. Technical Approach) and Performance Risk (Past Performance), (c) when to expect the conduct of Discussions, (d) understanding the Government's Source Selection decision making process for selecting the winner, and (e) top messages and tips for competing more effectively.

#### TRANSFORMING TO STATE-OF-THE-ART MANUFACTURING

▶ *Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining (NCDMM)*

The NCDMM is a not-for-profit organization established to support organizations of all sizes involved in the U.S. defense industry, by implementing the best manufacturing technology to reduce cost, improve lead-time and enhance quality. Specializing in machining and other techniques for producing fabricated metal and non-metallic parts; the NCDMM can provide support to small businesses in a variety of ways. First, NCDMM training programs inform manufacturing engineers and machine operators of the latest technology and how it can be applied. Second, the annual NCDMM Project Call can provide resources and partial funding for efforts that improve fabrication of military components. Third, small businesses can contract directly with the NCDMM for manufacturing and machining expertise to supplement their own internal manufacturing engineering expertise. Fourth, depending on the capabilities within a small manufacturing business, the NCDMM Manufacturing Liaison may be able to help identify opportunities within the defense industry for small shops to pursue directly.

#### 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*

This session will provide information on the Army Materiel Command (AMC) Partnership Program to include defining a partnership, the goal and objectives of the program, examples of current partnerships, and how your firm might participate in the program. AMC has significant industrial capabilities in its depots and manufacturing arsenals, which can be used to supplement work by private sector firms in meeting defense requirements and performing some commercial work. These capabilities include facilities, specialized equipment and tooling, and an available trained workforce. AMC's goal is to develop mutually beneficial relationships that build on the strengths of each partner and create increased value.

#### IT BUSINESS OPPORTUNITIES

▶ *Ms. Simone Jackson, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command – Information Technology, E-Commerce and Commercial Contracting Center (ITEC4)*

This session will provide an overview of the ITEC4 organization structure and the supplies/services it procures. Contracting opportunities in ITEC4, specifically with Information Technology, E-commerce and Commercial Contracting Center (ITEC4), will be discussed. During the session, Ms. Jackson will also discuss business opportunities and offer suggestions on how to successfully conduct business with ITEC4.

#### FUTURE COMBAT SYSTEMS – BUSINESS OPPORTUNITIES

▶ *Ms. Audry Musgrove, Lead Small Business Liaison Officer, Future Combat Systems, The Boeing Company*

This breakout session will build on and provide more detail than the formal presentation on FCS, Thursday morning. It will enable small businesses to learn more about current and upcoming business

opportunities by talking directly to representatives from firms now engaged in FCS activities. Technology areas of interest include, but are not limited to, Embedded Training Software, Network Intrusion Detection, Advanced Data Mining, Advanced Robotic Controls, and Modeling & Simulation Tools.

## SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) OPPORTUNITIES

► *Mr. Christopher Rinaldi, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command*

This session provides attendees with a description of, and the means to, participate in R&D opportunities funded through the two Army programs (SBIR and STTR). With an annual budget of approximately \$260M. SBIR funds high impact, dual-use technology projects deemed critical to the Army in ten broad areas of Science and Technology. The overall objectives of SBIR are to stimulate technological innovation, increase small business participation in federal R&D, increase private sector commercialization of technological advances developed with federal R&D, and increase participation by woman-owned and socially and economically disadvantaged small businesses. STTR joins the talents of small businesses and research institutions to quickly move ideas from the laboratory to the marketplace. SBIR and STTR projects are funded in two phases: Phase I (feasibility) lasts about six months with a budget not exceeding \$70K for SBIR and \$100K for STTR, and Phase II (product development) lasts about two years with a maximum total budget of \$750K.

## TIPS AND OPPORTUNITIES AVAILABLE FOR SMALL BUSINESSES

► *Mr. Jim Regan, Executive Director, Procurement Technical Assistance Program, George Mason University*

An overview of local and Internet based resources which can help companies more effectively pursue their government business objectives. In addition to how to find local resources and the services available through nationwide programs, such as Small Business Development and Procurement Technical Assistance Centers. The presentation will highlight a number of sites that any company interested in government procurement must have as part of their knowledge base. Many of these, such as GSA's Federal Supply Schedule Virtual University and Federal Procurement Data Base, are extracted from one of the more popular George Mason University's PTAP seminars entitled "Internet for Government Contractors."

## WHAT YOU NEED TO KNOW BEFORE YOU TEAM/ PARTNER

► *Ms. January Dennison, Chief Executive Officer and President, Technology Research Consultants, Inc.*

Alliances are formed for a variety of reasons: an increased complexity in the customer base; increased complexity of the channels used to produce products or sell them to customers; lack of knowledge or capabilities in computer applications or operating systems; the desire to achieve a wide choice of options in labor management issues; a desire to minimize investments by shifting them off the balance sheet; the ability to acquire new, dedicated assets such as warehouse facilities or transportation equipment; the need to improve customer performance levels, such as fill order rate or on-time deliveries; a desire to outsource new products or services to minimize/reduce downsize risks; the need to compress the product or service development process to gain competitive advantage; a desire to gain new process or product/service technologies by relying on partner's expertise; the ability to access or enter new markets immediately due to the partner's core competencies, expertise and local knowledge; a desire to shift operations that are difficult to perform or subject to complex administrative work; the ability to release employees from non-core activities so that the firm can concentrate on the activities that it does best; or, the desire to downsize staffs or departments.

This presentation will provide an overview on the process, questions and implementation strategies that can effectively integrate one or more activities, processes or services across companies. Areas of interest will include: Business Reengineering, Partnership Drivers, Partner Selection Methods and Managing a Long Term Partnership.

## MARKETING A SERVICE DISABLED VETERAN OWNED SMALL BUSINESS

► *Ms. Michelle Currier, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command, Enterprise and Installation Operations*

This session will provide practical marketing tips on where to find opportunities in the Federal Government for SDVOSB firms. Highlights include: locating Small Business Program Offices in the Department of Defense, knowing the relative advantages of your firm -- how SDVOSB status contributes -- finding the Army requiring activity that has the mission of acquiring what you sell, and how to market your firm's capabilities. This session will also include comments on the importance of remaining current on Federal contracting regulations/procedures, and identifying installations affected by BRAC and how that may help you.

**Ballroom A-B:**  
General Session  
Wednesday PM - Thursday PM

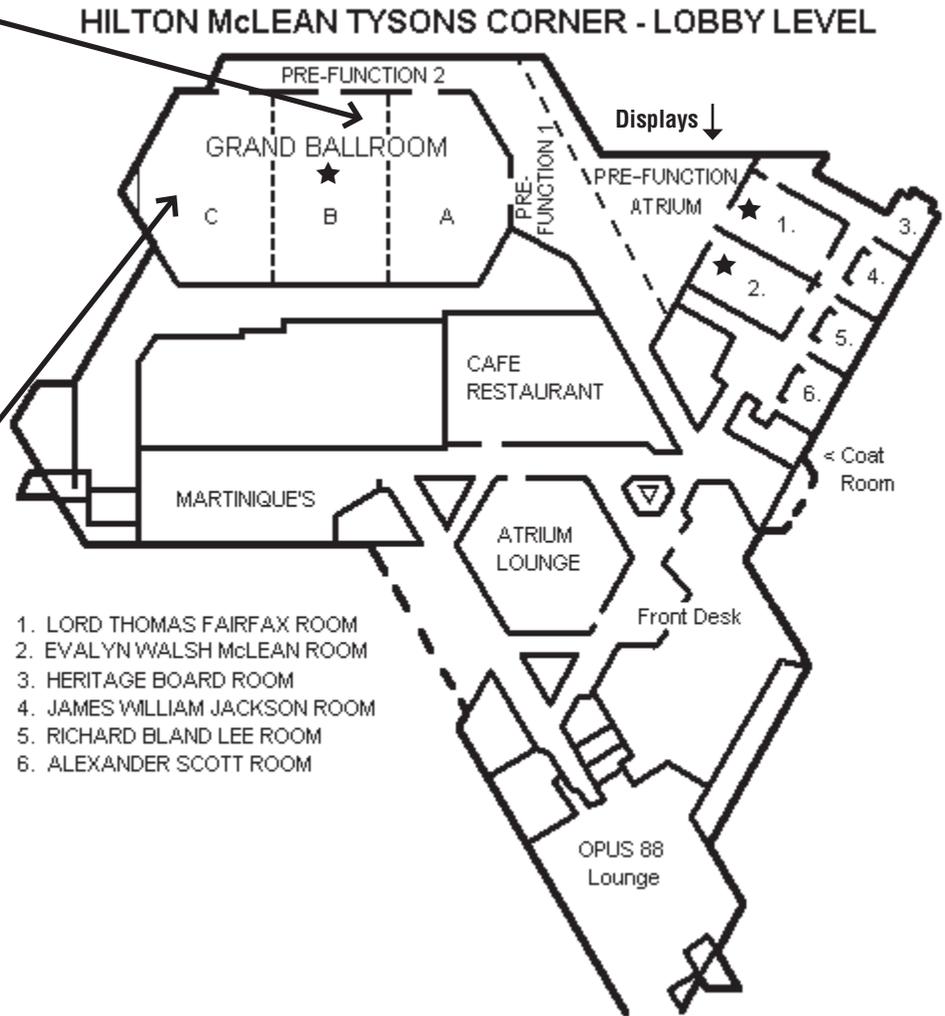
**Ballroom B:**  
“SBIR Opportunities”

**Fairfax Room:**  
“Preparing Your Proposals to Win  
More Contracts”  
“IT Business Opportunities”

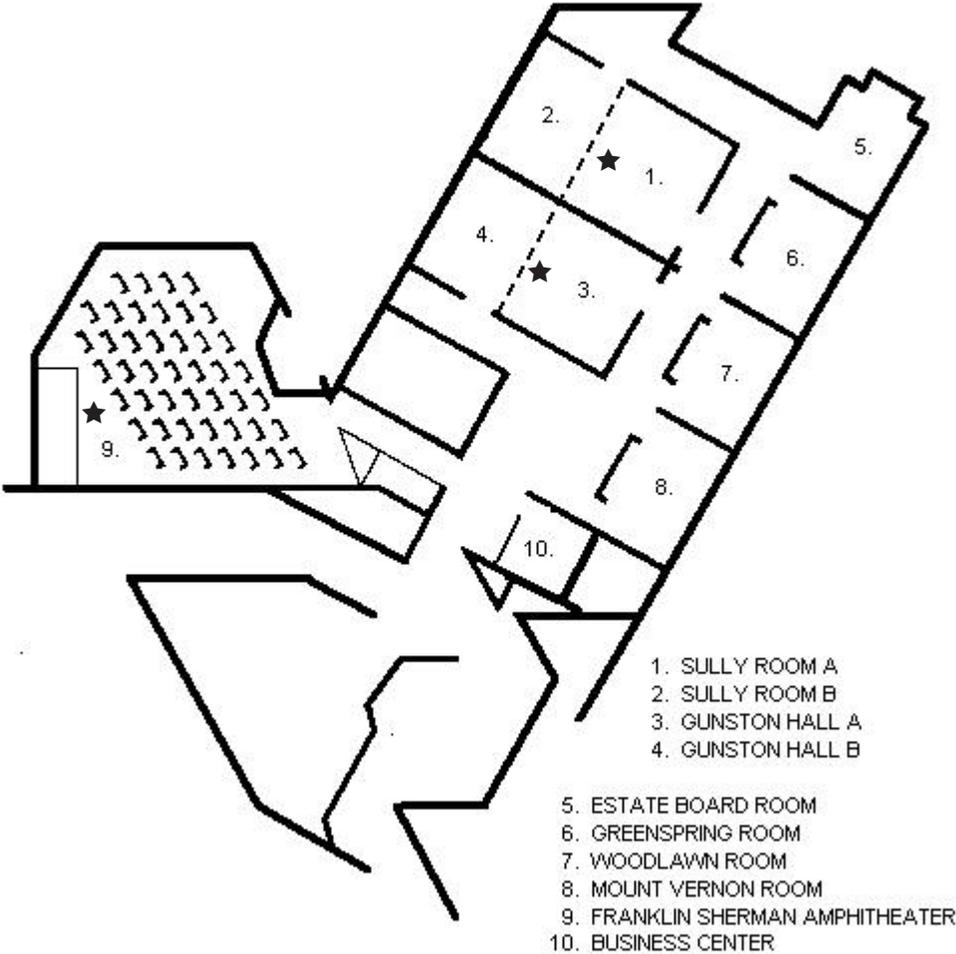
**McLean Room:**  
“Tips and Opportunities Available for  
Small Businesses”  
“What You Need to Know Before You  
Team/Partner”

**Lunch will be served in Ballroom C**

HOTEL MAP - LOBBY LEVEL



HILTON McLEAN TYSONS CORNER - LOWER LEVEL



**Sully Room:**  
“FCS - Business Opportunities”

**Gunston Hall:**  
“Marketing a Service Disabled  
Veteran Owned Small Business”  
“Transforming to State-of-the-Art  
Manufacturing”

**Amphitheater:**  
“Industry Partnership Opportunities  
with AMC”  
“Transforming to State-of-the-Art  
Manufacturing”

HOTEL MAP - LOWER LEVEL

## BREAKOUT SESSION SCHEDULE

Topics	Time 1:00 pm - 1:40 pm	Time 1:50 pm - 2:30 pm	Time 2:40 pm - 3:20 pm	Time 3:30 pm - 4:10 pm
<p>“Tips and Opportunities Available for Small Businesses”</p> <p>- Mr. Jim Regan</p>		McLean Room		McLean Room
<p>“What You Need to Know Before You Team/Partner”</p> <p>- Ms. January Dennison</p>	McLean Room		McLean Room	
<p>“FCS – Business Opportunities”</p> <p>-Ms. Audry Musgrove</p>	Sully Room	Sully Room	Sully Room	Sully Room
<p>“Marketing a SDVOSB”</p> <p>-Ms. Michelle Carrier</p>	Gunston Room		Gunston Room	
<p>“SBIR Opportunities”</p> <p>-Mr. Christopher Rinaldi</p>	Ballroom B		Ballroom B	
<p>“Preparing Your Proposals to Win More Contracts”</p> <p>-Mr. Robert Spitzbarth</p>		Fairfax Room	Fairfax Room	
<p>“Industry Partnership Opportunities with AMC”</p> <p>-Mr. Luis E. Garcia-Baco</p>	Amphitheater	Amphitheater		
<p>“Transforming to State-of-the-Art Manufacturing”</p> <p>-Mr. John S. Van Kirk</p>		Gunston Room	Amphitheater	
<p>“IT Business Opportunities”</p> <p>-Ms. Simone Jackson</p>	Fairfax Room			Fairfax Room
<p><b>Visit our Business Opportunities Fair</b></p>	<b>Ballroom A</b>	<b>Ballroom A</b>	<b>Ballroom A</b>	<b>Ballroom A</b>

## SPEAKER BIOGRAPHIES

### GEN BENJAMIN S. GRIFFIN

General Benjamin S. Griffin assumed the duties of Commanding General, U.S. Army Materiel Command on November 5, 2004. Prior to this assignment, he served as the Department of the Army Deputy Chief of Staff, G-8.

General Griffin began his career when he was commissioned as an Infantry officer in July 1970 following graduation from Officer Candidate School, Fort Benning, Georgia. He served two tours at Fort Bragg, North Carolina in the 82nd Airborne Division: in the 1st Battalion (Airborne), 508th Infantry as a rifle platoon leader and company executive officer, and in the 3rd Battalion (Airborne), 325th Infantry as a commander of Company C and a S-3 Air (Operations) officer. General Griffin also worked as a G3 operations officer, Headquarters, 82nd Airborne Division.

General Griffin's overseas assignments included a tour in Korea as a Company Commander and Brigade S-2 in the 2nd Infantry Division. He served two tours in Germany in the 8th Infantry Division as Secretary of the General Staff and Battalion Executive Officer in the 2nd Battalion (Mechanized), 87th Infantry. He was also Commander of the 3rd Battalion, 8th Infantry Regiment.

His later assignments included: Special Assistant to the Chief of Staff of the Army in Washington, D.C., and Commander of the 2nd Brigade, 6th Infantry Division (Light) in Alaska. In August 1994, he served as Executive Officer to the Commanding General, U.S. Army Forces Command, Fort McPherson, Georgia.

Following his assignment in Georgia, General Griffin took command of Joint Task Force 6, Fort Bliss, Texas. He then served as the Assistant Division Commander (Support), 1st Cavalry Division in Fort Hood, Texas.

In July 1997, he became the Director of Force Programs, Office of the Deputy Chief of Staff for Operations and Plans in Washington, D.C. General Griffin returned to Fort Hood from June 1999 to October 2001 to command the 4th Infantry Division.

General Griffin's awards and decorations include the Distinguished Service Medal, the Defense Superior Service Medal, the Legion of Merit (with three Oak Leaf Clusters), the Meritorious Service Medal (with four Oak Leaf Clusters), the Army Commendation Medal (with one Oak Leaf Cluster), the Army Achievement Medal (with one Oak Leaf Cluster), the Presidential Unit Citation Award, the Joint Meritorious Unit Award, the Army Superior Unit Award, the Master Parachutist Badge, the Expert Infantry Badge, and the Army Staff Identification Badge.

General Griffin received a bachelor's degree in Business Management from Old Dominion University in 1969 and a master's degree in Business Administration from Mercer University in 1981.

His military education includes the Infantry Officer Advanced Course, Command and General Staff College, and the Industrial College of the Armed Forces at the National Defense University.

### **MS. TRACEY L. PINSON**

Ms. Tracey L. Pinson became the Director for Small and Disadvantaged Business Utilization, Office, Secretary of the Army in May 1995. Ms. Pinson advises the Secretary of the Army and the Army Staff on all small business procurement issues and is responsible for the implementation of the Federal acquisition programs designed to assist small businesses, including small disadvantaged businesses and women-owned businesses. She is responsible for the management of the Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) program, and develops policies and initiatives to enhance their participation in Army funded programs. As one of the top females in the Army's acquisition career field, she is responsible for the integration of small businesses, HBCUs and MIs in acquisition strategies developed at the Army Headquarters. She also provides management and oversight for the Army's Mentor-Protégé Program.

From 1986 – 1995, Ms. Pinson served as Assistant to the Director, Office of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense. During this time frame she served as the program manager of the DOD Small Disadvantaged Business Program and the HBCU/MI Program. In this capacity she was responsible for developing acquisition policy for the military departments and Defense agencies relative to contracting with small disadvantaged businesses and HBCUs/MIs. She also developed the implementation strategy for the DOD Mentor-Protégé Program resulting in over 250 participants with a budget allocation as high as \$120 million. This program has served as the model-mentoring program for all Federal government agencies.

Upon graduation from law school in 1982, Ms. Pinson participated in the Lyndon Baines Johnson Internship Program with the U.S. House of Representatives. She worked in the Congressional office of Representative Augustus Hawkins and was responsible for constituent affairs and legislative analysis. From November 1982 to June 1986, she served as Counsel to the Committee on Small Business, U.S. House of Representatives and Special Counsel to the late Representative Joseph P. Addabbo. In this capacity, she was responsible for drafting legislation and analyzing federal policies and procedures impacting the small and minority business community.

Ms. Pinson was born in Washington, D.C. She received a Bachelor of Science Degree in Political Science from Howard University. She also received a law degree from Georgetown University Law Center. She is a member in good standing of the Maryland Bar Association and the National Contract Management Association. She resides in Silver Spring, Maryland with her husband Darryl Dennis and daughter Maya.

### **DR. CHRISTIAN LUNDBLAD**

Christian Lundblad researches empirical asset pricing issues and international finance, with a specialization in emerging market development.

He served as a financial economist at the Federal Reserve Board in Washington, D.C., where he advised the Board of Governors on international financial market developments.

He joined UNC Kenan-Flagler after holding a faculty position at Indiana University.

He received a PhD in financial economics and a master's degree in economics from Duke University. He earned his BA in economics and English literature with highest honors from Washington University in St. Louis.

### **MR. SANTANU K. BARUAH**

Sandy K. Baruah was designated Acting Administrator of the U.S. Small Business Administration on August 15, 2008.

Baruah, who is pending Senate confirmation as SBA Administrator, has served in the Bush Administration since 2001. Prior to SBA, he was the Assistant Secretary for Economic Development at the Department of Commerce, and comes to SBA with a keen

understanding in how to promote local business growth, manage organizational change, and respond to federal disasters.

Baruah helped lead significant accomplishments for EDA, including the agency's induction into the Balanced Scorecard Hall of Fame, passage of EDA's Congressional reauthorization, the agency's inclusion in President Bush's Executive Order which established the Preserve America Initiative, and achieved the second-highest effectiveness ranking from the White House's Office Management and Budget.

Prior to joining President Bush's team at the Commerce Department, he spent seven years with a Portland, Oregon-based corporate management consulting firm. As a business consultant, he worked on engagements with clients such as Walt Disney World, Intel, Key Bank and Citizens Bank.

Sandy Baruah's previous government service includes work with U.S. Senator Bob Packwood and service to President George H.W. Bush, with positions in the office of the Secretary of Labor and the Secretary of the Interior. Mr. Baruah holds a B.S. from the University of Oregon and earned an M.B.A. from Willamette University

## **DR. ROBERT L. WRIGHT**

Dr. Robert L. Wright was born in Columbus, Georgia and received a Degree in Optometry from The College of Optometry at The Ohio State University.

Dimensions International, Inc. (DI) was founded in 1985 by Dr. Wright, who served as Chairman and CEO, then Chairman Emeritus and Senior Advisor until 2007 when the company was sold to Honeywell.

Starting with only three employees, Dr. Wright built DI into a world-class organization with more than 100 offices in 10 countries and over 1500 employees in 16 different time zones. A proven leader, DI provided leading-edge technology to the government and private sector in the fields of logistics support, systems engineering and integration, information management and technology, airspace management, and security engineering and operations. DI provided property management support to the U.S. Army and Marine Corps in the current theater of operations, as well as executed the fielding all Army tactical vehicles worldwide. DI provided depot-level repair and logistics support services for Navy/Marine Corps Aviation Support Equipment at selected CONUS sites. DI acquired Sentel Corporation in 2004, which became a subsidiary of DI. Sentel is an engineering services company. Its key project expertise is in sensor integration; electromagnetic compatibility; mission-critical software development; and nuclear, biological, and chemical defense.

While Chairman and CEO of DI, Dr. Wright was responsible for the overall direction and leadership of the company, including establishing strategy, goals and objectives. He directed the day-to-day operation of the company and his responsibilities included management of the Board of Directors.

Dr. Wright currently serves as Chairman of Flight Explorer (FE), a global flight tracking, information technology and communications solutions provider to the business aviation and traveler community. FE had its roots at DI and soon became known as the premiere real-time flight tracking and management system in the aviation industry.

Dr. Wright was appointed by President Reagan to the position of Associate Administrator for Minority Small Business at the Small Business Administration, where he managed the office of Minority Small Business/Capital Ownership Development to foster business ownership and to promote competitive viability of eligible socially and economically disadvantaged businesses. He managed the 8(a) program; the 7(j) program; and the Capital Ownership Development Program. He frequently interacted with members of Congress and White House personnel in formulating new policies and procedures.

Dr. Wright served three consecutive terms as a member of the Columbus, Georgia City Council.

## **MR. STEVE MARION**

Steve S. Marion is currently serving as Senior Program Director of Supplier Management for Boeing Combat Systems. As a member of the Office of the Program Manager, Marion leads the development and execution of the acquisition and production strategies in the Army's Future Combat Systems program and other Combat Systems business. Boeing is operating as the Lead Systems Integrator (LSI) for FCS in a firewalled environment, and Marion leads all acquisition activity representing sub-contracts in excess of 12 billion dollars.

Previously, Marion served as Director of Supplier Management and Procurement, Boeing Airplane Services, in Long Beach, California, where he focused on developing and implementing international Supplier Management strategies that supported the new and growing service business in Boeing Commercial Airplane Group. Marion oversaw organizations in Long Beach, Wichita and Puget Sound, which were all critical elements of the businesses.

Marion joined McDonnell Douglas in 1980 and has held increasing levels of responsibility in all aspects of materiel and project management. He has rotated through all west coast divisions of Boeing in various capacities of materiel, and has extensive process knowledge in military, space and commercial.

A graduate of University of Redlands, Marion holds a Bachelor's degree in Business Administration. He also has earned a Master's degree in Business from Pepperdine University.

## **COL JOHN (STEVE) MYERS**

COL John S. Myers is the Project Manager for Joint Combat Support Systems.

COL Myers graduated from Marshall University in Huntington, West Virginia with a Bachelors Degree in Communications. He was commissioned as a 2nd Lieutenant in the Signal Corps in 1985. His military education includes the Signal Officer Basic Course, Signal Officer Advanced Course, Combined Arms Services Staff School, Command and General Staff College, Defense Systems Management College, Army Management Staff College, Information Resource Management College, and the Army War College. He has a Masters Degree in Strategic Studies.

COL Myers was stationed in Germany and Korea. He served as a platoon leader, and as a company commander in the 7th Signal Brigade. His acquisition experience began with the Training With Industry (TWI) Program at Rockwell International Corporation. Following TWI he served as the Chief, New Equipment Training Division and as the Chief, Maintenance Engineering Division for the Army Material Command Information Material Management Center. COL Myers served on the Army Staff with both the Office of the Chief, Army Reserve and the Army G-6 / Chief Information Officer. He served as a Product Manager and as the Chief of Staff in the Program Executive Office for Combat Support & Combat Service Support. Prior to this command assignment COL Myers performed duties as the Project Manager for Future Tactical Systems (Provisional).

Awards and decorations include the Army Meritorious Service Medal with 3 oak leaf clusters, the Army Commendation Medal with 3 oak leaf clusters, the Joint Service Achievement Medal, the Army Achievement Medal with oak leaf cluster, the Army Reserve Component Army Achievement Medal with oak leaf cluster, the National Defense Service Medal with bronze star, the War of Terrorism Service Medal, the Korean Defense Service Medal, the Armed Forces Reserve Medal with silver hour glass, the Army Service Ribbon, and the Overseas Service Ribbon. Additionally, COL Myers wears the Department of the Army Staff Identification and Parachutist badges.

COL Myers married the former Lisa Lynn Cummings of Huntington, WV in 1984. They have one daughter; Brianna.

**MR. THOMAS H. ESSIG**

Thomas W. Essig is the Chief Procurement Officer for the Department of Homeland Security, providing leadership over the department's \$17 billion in annual acquisitions. Mr. Essig is designated as the agency's Senior Procurement Executive and the lead executive responsible for the management, administration and oversight of the department's acquisition, strategic sourcing and competitive sourcing programs.

Mr. Essig came to DHS in May 2006 as the Deputy Chief Procurement officer. He transitioned to DHS from the Department of the Navy, where he reported to office of the Assistant Secretary of the Navy for Research, Development and Acquisition and served as the director of the Program Analysis and Business Transformation Division. He was responsible for overseeing analysis and support of contracting and the business aspect of the Department of the Navy's acquisition and procurement programs. He also managed the development and support of business transformation initiatives within the department.

Mr. Essig began his federal career in 1976 when he entered the Navy's Contracting Intern Development Program and was assigned to Naval Sea Systems Command (NAVSEA) as a contract specialist, supporting various Naval weapon systems programs. He was selected as a member of the Senior Executive Service in 1995 and served as the Director of the Surface Systems Contracts Division of NAVSEA. He has also held positions as the Executive Director of the U.S. Navy Office of Special Projects and Director of the Navy Engineering Logistics Office.

Mr. Essig earned a bachelor's degree from the University of Maryland in 1976 and graduated, with distinction, from the Industrial College of the Armed Forces in 1991. He also graduated from the Advanced Program Management Course at the Defense Systems Management College and is certified at career level III in both program management and contracting. He is a 1997 recipient of Vice President Gore's Hammer Award, a 1999 recipient of the Navy Superior Civilian Service Award, a 2004 recipient of the Secretary of the Navy's Distinguished Civilian Service Award, and a 2008 recipient of a Presidential Meritorious Rank Award.

**MR. JEFFREY P. PARSONS**

Mr. Jeffrey P. Parsons is the Executive Director of the U.S. Army Contracting Command, a new major subordinate command of the U.S. Army Materiel Command (AMC). The Army Contracting Command provides global contracting support to the operational Army across the full spectrum of military operations and in garrison. Mr. Parsons commands over 5,500 military and civilian personnel worldwide, who award and manage over 270,000 contractual actions valued at more than \$80 billion per fiscal year. He exercises command and procurement authority over two subordinate commands, the Installation Contracting Command and the Expeditionary Contracting Command, and also leads the AMC Acquisition Centers which support AMC's other major subordinate commands and Life Cycle Management Commands. Mr. Parsons was appointed to the Senior Executive Service on December 15, 2003.

Prior to assuming his current position, Mr. Parsons served as the Director of Contracting, Office of Command Contracting, Headquarters, AMC, Fort Belvoir, Virginia. Responsibilities from the Office of Command Contracting transitioned into the Army Contracting Command. Mr. Parsons continues to serve as the Principal Advisor to the Commanding General of AMC and his staff on all contracting matters and as the AMC Career Program Manager for the Contracting and Acquisition Career Program, with responsibility for the recruitment, training, education, and professional development of the civilian and military contracting professionals who are part of the acquisition workforce.

Prior to his appointment to the Senior Executive Service, Mr. Parsons was the Director of Contracting, Headquarters, U.S. Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio, where he retired from active duty as an Air Force Colonel after 26 years of service. He was responsible for developing and implementing contracting policies and processes to annually acquire \$34 billion in research and development, production, test, and logistics support for Air Force weapon systems. He was directly responsible for the training, organizing, and equipping of more than 3,000 contracting professionals.

Mr. Parsons' contracting career began in 1977 as a base procurement officer supporting the 90th Strategic Missile Wing at F. E.

Warren Air Force Base, Wyoming. He held a variety of positions as a contracting officer with a wide range of experience touching on all aspects of systems, logistics, and operational contracting. He was the Director of Contracting for a multi-billion dollar classified satellite program operated by the National Reconnaissance Office and served twice as a plant commander in the Defense Contract Management Agency. Mr. Parsons also held several key staff positions at Headquarters, U.S. Air Force, the Air Force Secretariat, and with the Office of the Secretary of Defense, in which he was responsible for the development, implementation, and management of integrated, coordinated, and uniform policies and programs to govern DoD procurement worldwide.

Mr. Parsons received his bachelor's degree in Psychology from St. Joseph's University, Philadelphia, Pennsylvania, and holds two masters degrees – one in Administration with a concentration in Procurement and Contracting from George Washington University, Washington, D.C., and the other in National Resource Strategy from the National Defense University. He is a graduate of the Industrial College of the Armed Forces and the Defense Systems Management College Executive Program Management Course. Mr. Parsons holds the Acquisition Professional Development Program's highest certifications in contracting and program management. He also is a Certified Professional Contracts Manager, National Contract Management Association.

### **MR. BRUCE BERINATO**

Mr. Berinato is the Principal Assistant for Contracting (PARC) for the Joint Munitions and Lethality Life Cycle Management Command and is also the Director of the Army Contracting Command, Joint Munitions and Lethality Contracting Center headquartered at Picatinny Arsenal, NJ. He is a native of New Jersey and Holds a Masters of Business Administration (MBA) Degree from Fairleigh Dickinson University, Madison N.J.

Mr. Berinato began his Government career in 1977 as a Defense Logistics Agency Intern. He joined the Procurement Directorate at Picatinny, then HQ ARRADCOM in 1981. Since that time he has served Army Contracting in various positions of increasing responsibilities culminating in his appointment in 2002 as the Director of the Acquisition Center.

From 1986 through 1991, Mr. Berinato was assigned as Contracting Officer supporting a NATO Cooperative Research and Development Program (NATO Project Group 22). In this capacity, Mr. Berinato served as Senior United States Contracting Delegate to, and International Chairman of, NATO Project Group 22 Contract Working Group based in Brussels Belgium and was responsible for overseeing development and award of competitively placed contracts with International Consortia comprised of Industrial Organizations from the 8 NATO nations participating in Project Group 22.

As a result of his leadership as International Contracting Chairman under the NATO APGM Program, he successfully awarded the first set of U.S. Army Contracts to operate under 8 different sets of national laws and procedures and utilized multi-national commercial banking arrangements to allow international payments to be accomplished outside the US Treasury system. Mr. Berinato also developed the concept of National Contracting representatives, which allowed Contracting Officer authorities to be operational within the borders of each Participant nation. These concepts were utilized as benchmarks and ultimately adopted for use by subsequent NATO cooperative programs. For these achievements, Mr. Berinato received the Henry Knox Secretary of the Army Award for Individual Outstanding Achievement in Material Acquisition.

Mr. Berinato is a member of the Army Acquisition Corps and has received many honors and decorations in addition to the Henry Knox award mentioned above, including the Department of the Army Meritorious Civilian Service Award and the Department of the Army Achievement Medal for Civilian Service. He is DAWIA certified Level III in contracting and Level II in Program Management, and is a graduate of the Leadership for a Democratic Society Program conducted at the Federal Executive Institute, Charlottesville VA.

**MS. L. MARLENE CRUZE**

Ms. Cruze is currently the Executive Director of the U.S. Army Aviation and Missile Command Acquisition Center (AMCOM AC) managing 600 contracting personnel with annual obligations exceeding \$12 billion and \$100 billion of active contracts. The AMCOM AC acquires aircraft and missiles along with their research, development, engineering, total logistical support, and the base operations contracting for Redstone Arsenal, Alabama.

Previously, Ms. Cruze held positions with U.S. Army Communications and Electronics Command (CECOM) and the U.S. Navy, Naval Sea Systems Command (NAVSEA) and Naval Air Systems Command (NAVAIR). As the CECOM Associate Director for Contract Operations, Ms. Cruze managed the acquisition personnel at Vint Hill Farms Station and Fort Belvoir Research and Development Center in Virginia. In this capacity, Ms. Cruze provided direction for the execution of Army, joint agency electronic warfare, satellite communications, and other intelligence gathering agencies.

When Ms. Cruze worked for the NAVSEA in Washington, DC, she managed the contracting officers for the Navy's largest acquisitions, i.e., the construction of nuclear powered ships to include U.S. NIMITZ class aircraft carriers, TRIDENT submarines, LOS ANGELES nuclear class submarines, the Navy's battleship reactivation program, and public-private competition for the overhaul of nuclear submarines and overhaul of aircraft carriers. Ms. Cruze was the Navy's contracting officer for acquisition planning and execution of the new class submarine SEAWOLF Program. She has negotiated and awarded many multi-billion dollar contracts for Navy ships supra and Navy aircraft at NAVAIR in Washington, DC, i.e., OV-10 Broncos, T-2 training jets, KFIR aircraft manufactured by the Israeli Aircraft Corporation, the E-6A aircraft, prototype AH-1 COBRA, SH-60B LAMPS MK III, CV-HELO (SH-60F), and TH-57 training helicopters. Ms. Cruze was a Presidential Management Intern from 1982 through 1984.

Ms. Cruze has held offices in the Federal Executive Women's Association and the National Contract Management Association. Additionally, she plays Dobro (resophonic guitar), pedal steel and Hawaiian style guitars; and is a charter member of the Virginia Bluegrass Association, owns and shows Tennessee Walking Horses and Peruvian Paso Horses. Ms. Cruze is a native of Thomasville, Georgia. She received her Baccalaureate Degree from Auburn University and her Master's Degree from Georgia College. She has been a member of the Senior Executive Service since 1995.

**MR. EDWARD G. ELGART**

Edward G. Elgart is the Director of the Acquisition Center, U.S. Army Communications-Electronics Life Cycle Management Command (C-E LCMC) with locations at Fort Monmouth, New Jersey, Fort Huachuca, Arizona, and Alexandria, Virginia. He also serves as the Principal Assistant Responsible for Contracting for that activity, Tobyhanna Army Depot and the Technical Application Office (TAO). He is responsible for the acquisition and support of Army and joint command, control, communications, computers, intelligence, surveillance, and reconnaissance systems, estimated in excess of \$14 billion annually. Twice during his tenure, Mr. Elgart has served as the Acting Deputy Assistant Secretary of the Army for Procurement from August 2000 - January 2002 and May 1997 - May 1998. In that capacity, he was responsible for oversight and policy for all Army procurements, acquisition excellence and reform, and advocacy for the industrial base, as well as the proponent for the Army contracting career field. He completely revised Army procurement regulations and source selection policies during that assignment. Additionally, in partnership with the user community, he helped define doctrine for contractors on the battlefield. He also acted as the Army's Competition Advocate General during that time. Mr. Elgart was instrumental in directing resources to reconstitute Army procurement operations in the Pentagon following the September 11, 2001 attack.

From 1985-1989, Mr. Elgart served in a variety of management positions with the Defense Logistics Agency, first at DCASPRO Teledyne CAE, then at DCASMA Detroit, and culminating as the Director of Contract Management for Defense Contract Administration Services Region Chicago. In that position, he was responsible for the administration of 18,000 defense contracts valued in excess of \$19 billion.

Mr. Elgart began his career in government service in 1976 as a Contract Specialist intern. As a Contracting Officer he was responsible for the negotiation and award of the \$4.3 billion contract for the Mobile Subscriber Equipment battlefield communications system.

Mr. Elgart entered the Senior Executive Service in June 1989, and has twice been a recipient of the Presidential Meritorious Executive Rank Award (in 1996 and 2002). He is a Fellow of the National Contract Management Association and a previous Fort Monmouth Chapter President and Executive Director. He was appointed to the National Board of Advisors in 2005. His awards and decorations include the Decoration for Exceptional Civilian Service, two Meritorious Civilian Service awards, the Honorable Order of Saint Barbara, the Signal Corps Regimental Association Bronze Order of Mercury and the Army Staff Identification Badge. He was the first recipient of the Acquisition Career Management Advocate of the Year award and was presented with the Secretary of the Army Professionalism in Contracting Award (Civilian) in 2000. He is Level III Certified in Contracting and in Program Management Oversight.

Mr. Elgart holds membership in numerous professional associations and is a member of the Army Acquisition Corps and the American Mensa Society. He has published numerous articles on the field of Government contracting and has taught graduate courses in that field at Fairleigh Dickinson University. In 2004, he was named a Distinguished Alumni by Brookdale Community College.

Mr. Elgart is a graduate of the Federal Executive Institute and the Command and General Staff Officer Course. He is also a graduate of the Brookings Institute-University of North Carolina Leadership 2000 program, The Aspen Institute Executive Seminar and the Center for Creative Leadership. He has a Bachelor's Degree in Biology from Kean University and a Masters Degree in Business Administration from Fairleigh Dickinson University.

He is married to the former Mary Ellen Reed of Deal, New Jersey. They have two children, Lindsay (LTJG, USNR), a graduate of the U.S. Merchant Marine Academy, and Stephen, a College student.

## **MR. HARRY HALLOCK**

Harry moved to Michigan in 1980, shortly after obtaining his undergraduate degree, and began his Army contracting career as an Army Materiel Command (AMC) Contract Specialist Intern assigned to the Tank-automotive & Armaments Command (TACOM) Procurement & Production Directorate, where he has performed various contracting and acquisition functions. He has contracting and systems acquisition experience with both Tactical and Combat systems managed by TACOM, the Program Executive Office (PEO) for Ground Combat Systems, and the PEO for Combat Support & Combat Service Support Systems. These include his role as Procuring Contracting Officer (PCO) for Five Ton Truck Programs, Heavy Tactical Truck Programs, Trailer Programs, the Bradley Fighting Vehicle System (BFVS) and M113 Programs; and Contracting Group Leader for Combat and Commercial Vehicles, to include the BFVS, and various Material Handling Equipment (MHE) and Commercial Construction Equipment (CCE). As Associate Director for the Heavy Combat Commodity Business Unit, he oversaw contracting and logistics support efforts for the M1 Abrams Tank program and related heavy combat vehicle systems. Prior to becoming the Director, he was the Associate Director for Operations and served as Chief of the R&D and Installation Support Contracting Division, which included oversight of contract execution and administration for the \$21B System Design and Development (SDD) phase of the Army's Future Combat Systems (FCS) program.

He holds a Bachelor of Science degree in Business Administration from the University of Delaware, Newark, DE (1979), and a Master of Science degree in Program Management from the Naval Postgraduate School, Monterey, CA (2001). He is level III certified in his primary career field of Contracting, as well as Program Management and Logistics. He is level II certified in Test & Evaluation.

Since November 2002, he also serves as the Acquisition Support Center's Acquisition Career Management Advocate (ACMA) for the Acquisition and Technology Workforce in Warren, Michigan, and the entire North Central region, which includes Ohio,

Indiana, and Kentucky.

He is the recipient of the Department of the Army Achievement Medal for Civilian Service (1991) and the Department of the Army Commander's Award for Public Service (1997).

His permanent residence is in Sterling Heights, Michigan.

### **MR. JAMES G. LOEHL**

Mr. James G. Loehrl serves as Director and Principal Assistant Responsible for Contracting (PARC) for the US Army Contracting Command's Rock Island Contracting Center (RICC). As such, he serves as the Center's senior civilian procurement and production authority, supporting the acquisition requirements of both the U.S. Army Sustainment Command (ASC) and the Joint Munitions & Lethality Life Cycle Management Command (JM&L-LCMC) – Rock Island. In this position, he advises the Commanding Generals of both Commands on the total acquisition process, including policy development, compliance and review, contract pricing, contract management, and associated support. As PARC, Mr. Loehrl is responsible for staff supervision and management of major contracting areas such as Chemical Demilitarization, Ammunition and Installation, the Logistics Civil Augmentation Program (LOGCAP), Army Prepositioned Stocks (APS), and the Contract Support Staff. Mr. Loehrl has oversight of about 260 contracting personnel and more than \$80 billion worth of contracts.

### **MR. MICHAEL PATTERSON**

He grew up as the child of a Naval Officer, graduated from the University of Houston in 1990 with a Bachelor of Arts, received a Master of Public Administration from Indiana University. He also received a Master's Certificate in Government Contract Management from George Washington University in 2007.

Mr. Patterson entered Federal Civil Service in 1992 as a contract specialist with the Navy Regional Contracting Center, Washington, DC. He completed overseas assignments with the Navy Regional Contracting Center, Navy Engineering Field Activity Mediterranean in Bahrain and Maddlena, Italy from 1996 to 1998. From 1998 to 2000 he served as the supervisory contracting officer for the US Navy Engineering Field Activity Mediterranean, Bahrain. From 2000 to 2003 he served as a contracting officer for the National Imagery and Mapping Agency. His most recent assignment was 4 years as a procurement analyst with USTRANSCOM at Scott AFB.

Mr. Patterson is also a Major in the US Army Reserves currently serving as a contracting staff officer with the Defense Contract Management Agency, St. Louis. He enlisted in the Army National Guard while in High School. MAJ Patterson has served on two temporary tours of active duty as a contracting officer in support of the Global War on Terrorism. In 2003 he backfilled a CONUS position and in 2004 he deployed as a contingency contracting officer.

Mr. Patterson is Level III Certified in Contracting and is a member of the Army Acquisition Corps. Additionally, he is Level II Certified in Program Management by the Army Acquisition Corps.

Mr. Patterson is married to Ms. Cinnamon Patterson, from Bloomington, Illinois. They met and were married in Bahrain. They have two children, Sarah, age 8, and Mark, age 5.

### **MR. STEVEN BRYANT**

Mr. Bryant currently serves as the Acting Director, of the US Army Research Development and Engineering Command Contracting Center. The organization is headquartered at Aberdeen Proving Ground with various contracting offices throughout the country.

Mr. Bryant additionally serves as Director of Business Management for the PARC Office, heads up the Competition Management

Program, and serves as the Special Competition Advocate and Ombudsman for the Aberdeen and Edgewood areas of the RDECOM Contracting Center.

Having worked for the Department of the Army for 23 years, Mr. Bryant has spent all of his time in the procurement arena, progressing from Contract Specialist to Procurement Analyst to Chief of Policy to his current position as Deputy Director of the US Army Research Development and Engineering Command Contracting Center.

Mr. Bryant has a B.A. degree from Towson University and an M.B.A. from Loyola College of Baltimore. He is Level III certified in Contracting and Acquisition.

He lives in Bel Air, Maryland, with his wife Cathie, his daughter Alexandra, and his son Austin.

### **MR. BRYON YOUNG**

Bryon Young was appointed Director, Mission and Installation Contracting Command in March of 2008. In this capacity, he is responsible for providing contracting support to US Army IMCOM for Base Operations, for mission support to TRADOC, FORSCOM, ATEC, and MDW. Additionally, he is responsible for the procurement of all common use information technology hardware, software and services. This includes direct procurement support for the Army's Network Enterprise Command (NETCOM), the Program Executive Officer Enterprise Information Systems (PEO EIS) and the Army CIO/G6.

Prior to his current appointment he served as the Director of the Army Contracting Agency. Mr. Young served in the United States Army for 27 years retiring in January 2003. He graduated from the University of Delaware (with high honors) in 1976 and subsequently earned a Master of Science in Business Administration from Boston University. Mr. Young is dual-certified at Level III in the Army Acquisition Corps for Contracting and Program Management. His professional education and training includes the Defense Systems Management College – Program Manager's Course and Executive Program Manager's Course, the U.S. Army War College and the U.S. Army Command and General Staff College.

Mr. Young's previous key acquisition assignments include; Director, Army Contracting Agency; Director, Information Technology, E-Commerce and Commercial Contracting Center; Deputy Director, Army Contracting Agency, Director for Contracting, Assistant Secretary of the Army-Acquisition, Logistics and Technology; Commander, DCMA Raytheon; Commander, DCMA Milwaukee; Chief Procurement Division, DPSC-Europe; and Procurement Team Chief, U.S. Army Missile Command.

Prior to being assigned to the Army Acquisition Corps Mr. Young served for 13 years as an Air Defense Officer in Army operational assignments primarily in the XVIII ABN Corps, 101st Airborne Div (Air Assault), 32nd Army Air Defense Command, and as an ROTC instructor at Princeton University.

He is married to the former Mary Rives of Wilmington Delaware. They have 2 children, William who is a commissioned officer in the U.S. Army and Daniel who works in New York City.

### **MS. CAROL LOWMAN**

Ms. Carol Lowman was appointed to the Senior Executive Service in March 2005 and is currently serving as the Director and Principal Assistant for Contracting, Enterprise and Installation Operations. In her position Ms. Lowman oversees the activities of all Directorates of Contracting in the Continental United States, which involves the award of approximately \$8.5 billion a year in new acquisitions for Army and other Department of Defense and Federal organizations.

She manages over 1200 military and civilian personnel located at approximately 40 locations. The Directorates of Contracting at the installations are engaged in the performance of acquisition planning; market research; contract pricing; procurement; contract administration and management; and associated support programs, ensuring the timely accomplishment of assigned missions to meet the unique and special needs of the Army.

**MR. RODNEY BORBA**

Enlisted in the Army August 2001 as a Human Resource Specialist, Borba's first assignment was with 1-37 AR, 1BDE, 1AD Friedberg Germany. May 10, 2003 his unit deployed to Baghdad, Iraq in support of Operation Iraqi Freedom 1 for 14 months. He re-deployed July 2004 and was assigned to the Office of the Assistant Secretary of the Army (Acquisition, Logistics & Technology) as a Human Resource Sergeant and enlisted aide to the Assistant Secretary Claude M. Bolton, Jr. until October 8, 2007 when he separated from Active Duty.

August 6, 2007 Borba started working for the Missile Defense Agency in Arlington VA as an Analyst supporting the Deputy Acquisition Program Element Manager. Borba left in April 2008 to assist a sick relative recovering from cancer.

August 18, 2008 Borba became the Always A Soldier Program Manager for Army Materiel Command supporting the Command Sergeant Major and Commanding General's initiative to provide a continuity of support to Veterans separating from the military because of injuries they incurred on the battlefield. The program honors their willingness to serve out of the uniform by helping them find opportunities to serve as Department of the Army Civilians working for Army Materiel command and Major Subordinate Commands.

Borba's military awards include the Meritorious Service Medal, Army Commendation Medal, Army Achievement Medal, Iraqi Campaign Medal and the Combat Action Badge.

Rodney lives with his wife Jodie Borba, and children Kayla and Kyle.

**MR. ROBERT SPITZBARTH**

Mr. Spitzbarth began his career with the Department of the Army in 1979 as a Contract Specialist at the Tank Automotive Readiness Command in Warren Michigan where, from 1986 to 1994, he served as Contracting Officer or SSEB Deputy Chairman on numerous Source Selections.

In 1994, he was assigned to the newly established System Acquisition Assistance Office (SAAO), within the TACOM Acquisition Center. The SSAO was formed primarily as a service organization to assist Program Managers, PCOs, Source Selection Evaluation Boards and Source Selection Authorities in the planning and execution of Source Selections. While in the SAAO, Mr. Spitzbarth also served as an SSEB Chair/Deputy Chair on a number of acquisitions, including the joint United States/United Kingdom Future Scout and Cavalry System.

Mr. Spitzbarth was the TACOM representative on the Army Materiel Command's Past Performance IPT at its inception in 1989, and also represented the Department of the Army on the Department of Defense's 1997 IPT to develop an execution strategy for DoD implementation of FAR Part 42 requirements to collect and maintain "Contractor Performance Information". Since 2005, he has also served on the Army's "Think Tank" team updating the Army Source Selection Manual.

During the period 1999-2000, Mr. Spitzbarth participated nearly full time on the acquisition of the Army's Stryker Interim Armored Vehicles. In this role, he was directly involved in the development of the acquisition strategy and evaluation criteria, evaluation of proposals, and preparation of the Source Selection decision documentation during selection phase of the acquisition. Subsequently, Mr. Spitzbarth participated extensively in a series of Army-wide Source Selections including the Aberdeen Proving Grounds A-76, Restore Iraq Oil (RIO), the USAREUR Support Services, and full time assignment to the Department of Army's Orchestration & Coordination Committee (OCC) responsible for managing the Source

Selection award of 10 contracts for the Reconstruction of Iraq's basic public services infrastructure.

Mr. Spitzbarth is currently assigned to the TACOM LCMC Contracting Center, where he continues to serve in the Acquisition Assistance Office. Mr. Spitzbarth is a 1979 graduate of the University of Michigan with a Bachelors Degree in History.

### **MR. JOHN S. VANKIRK**

In July 2006 Mr. John S. VanKirk was appointed President and Executive Director of the National Center for Defense Manufacturing and Machining (NCDMM). The NCDMM is a not-for-profit 501(c)3 company whose mission is to proactively engage with all branches of the U.S. military and its supply base to control cost and improve productivity of manufactured parts and assemblies.

Prior to joining the NCDMM, Mr. VanKirk held numerous positions over a 24-year career with within Kennametal Inc. The latest as Director, New Business Development, which involved mergers and acquisitions. Prior to this position, Mr. VanKirk served as the interim Chief Technology Officer, responsible for the global planning and coordination of new product and process development. He received a BS degree in mechanical engineering and mathematics from Grove City College, and a MS degree in mechanical engineering from Stanford University.

Mr. VanKirk holds numerous patents for various material compositions, as well as tool holder designs and is active in various national organizations, currently serving as Vice Chair of the National Defense Industrial Association's (NDIA) Manufacturing Division. He also serves on the Board of Directors for the Doyle Center in Pittsburgh Pennsylvania, the Westmoreland-Fayette County Workforce Investment Board and the Economic Growth Connection of Westmoreland County. He has served on the Board of Directors for the National Center for Defense Manufacturing and Machining, the Manufacturing Engineering Advisory Board of Worcester Polytechnic Institute, the Board of the Refractory Metals Association, and the Technology Issues Committee of the Association for Manufacturing Technology.

### **MR. LUIS E. GARCIA-BACO**

Mr. Luis E. Garcia-Baco is the Director for Industrial Base Capabilities at the Office of the Deputy Chief of Staff for Business Transformation, G-4/7/9, HQ, Army Materiel Command (AMC). He manages AMC's Partnership Program, AMC's Industrial Base Program, and Army's Standardization Program.

Previously, he served as Deputy Chief at the Industrial Interface and Production Management Division, HQ AMC. Subsequently, he organized HQ AMC's Industrial Base Capabilities Division. Previously, he was at HQ DA and responsible for Space-based systems such as the Global Positioning System and Direct Communications Link which provides communications between the United States and Moscow.

Mr. Garcia-Baco completed graduate studies in Engineering Administration from George Washington University, and undergraduate studies in Chemical Engineering from the School of Engineering of the University of Puerto Rico, Mayaguez, Puerto Rico. He is a graduate of OPM's Leadership for a Democratic Society Program and DoD's Program Management Course, among other courses. He holds Level III Acquisition Certificates in Program Management and Systems Planning, Research, Development and Engineering.

Mr. Garcia-Baco is married to the former Miss. Sonia Batiz-Ortiz from Yauco, Puerto Rico. They have two children, Eduardo Luis and Nadya Cristina, 27 and 25 years old, respectively.

### **MS. SIMONE JACKSON**

Simone Jackson is the Associate Director for the Office of Small Business Programs (OSBP) at the U.S. Army Contracting Command (ACC), Information Technology, E-Commerce, and Commercial Contracting Center (ITEC4). She is the principal advisor to ITEC4 on all matters related to the OSBP. ITEC4's procurements generally result in multi-million dollar; multiple award master contracts of IT related services and hardware for use by all Army customers. Ms. Jackson participates in developing acquisition strategies that are favorable to small businesses.

Ms. Jackson has 19 years of federal experience. She is an Army veteran and an Army Materiel Command Intern. Her involvement

in contracting encompasses a wide range of functions including acquisition strategy development, pre-award planning, solicitation development, the source selection and evaluation process, contract formation and administration. She has had contracting assignments as a Contracting Officer at the former CECOM, DFAS, Dept of Justice, and ITEC4.

Ms. Jackson has a BS degree in Business Administration. She is Level III certified in Contracting, Level I certified in Program Management, and a member of the Army Acquisition Corps. She has also received numerous performance awards during her career in federal service. She is originally from Illinois and currently resides in Upper Marlboro, Maryland.

### **MS. AUDRY MUSGROVE**

Audry Musgrove is the Supplier Diversity Program Manager on the Boeing Future Combat Systems (FCS) Program in Huntington Beach, California. In this position Audry develops and implements unique strategies to augment the utilization of small and diverse business concerns as identified by the FCS Program. Additionally, she oversees the supplier diversity performance efforts and reporting for the FCS One-Team Partners, which includes 27 major subcontractors. Audry is the FCS prime interface with the Army Small Business office on all matters regarding Supplier Diversity.

### **MR. CHRISTOPHER RINALDI**

Mr. Rinaldi is currently the Program Manager for the Army Small Business Innovation Research (SBIR) Program. He directs, manages and is source selection authority for an approximately \$300M annual research program designed to provide small high-tech businesses the opportunity to propose innovative research and development solutions to critical Army needs.

From 2006 to 2008 Mr. Rinaldi served as the Director for Plans and Programs of the U.S. Army Research, Development and Engineering Command (RDECOM). He provided leadership, guidance and supervision to a headquarters staff that integrates Army technology and budget processes valued at approximately \$2.2B annual. The processes include the Army Science and Technology Working Group (ASTWG), Small Business Innovation Research (SBIR), Manufacturing Technology (ManTech) and Special Access Programs (SAP).

From 2003 to 2005 Mr. Rinaldi served as the Deputy G-3 for Strategic Operations, Headquarter U.S. Army Materiel Command (AMC). He provided leadership, guidance and supervision to a staff of approximately 100 headquarter personnel that performed strategic planning in technology, acquisition and logistics for the command.

From 2001 to 2003 Mr. Rinaldi served as the Chief, of the Joint Technology Integration division of the then newly formed US Army RDECOM. He pioneered a new management paradigm to integrate Science and Technology initiatives across multiple Army laboratories, Industry and Academy. Integration required extensive collaboration in broad mission areas including armament and vehicles, communications, electronics and sensors, rotary wing vehicles and missiles, soldier, biological and chemical systems, training and simulation, and basic research.

From 1999 to 2001 Mr. Rinaldi served as the Director for Engineering of the TACOM-ARDEC Close Combat Armament Center (CCAC), Picatinny Arsenal NJ. He managed the engineering workforce for development, production and field support weapon systems from small arms to large caliber munitions. The CCAC workforce included 450 Scientists and Engineers and 150 technical support staff totaling 600 with an annual operating budget of over \$100M/yr.

From 1995 to 1999 Mr. Rinaldi served as an Armament Technology Liaison Officer in the Office of the Deputy Assistant Secretary of the Army for Research and Technology, Pentagon, Washington DC. He provided technical and policy recommendations in a high profile, deadline-oriented environment for strategic focus, policy, planning, programming, integration and justification of a \$100M/year advanced Armament research and technology budget. His recommendations required a broad expertise spanning a variety of missions and technical disciplines including weapons, munitions, fire control, mines, propellants, explosives, warheads, pollution prevention, physics, mechanical and electrical engineering, chemistry, optics and aero-ballistics.

From 1990 to 1995 Mr. Rinaldi served as Chief Engineer in the development of the Army Self-Propelled howitzer Crusader cannon system. The Crusader program was terminated by the Secretary of Defense for broad DOD strategic reasons but not before numerous prototypes had been successfully built and test fired. Mr. Rinaldi directed analytical and experimental programs to exploit innovation and advance state-of-the-art technologies into the weapon system. He is the inventor and patent holder of an innovative cannon thermal cooling system enabling unlimited rate-of-fire.

From 1981-1990 Mr. Rinaldi served as a Senior Development/Design Engineer for cannon systems at Benet Laboratories, Watervliet Arsenal NY. He designed and fabricated advanced prototype Tank, Artillery, Mortar and Recoilless Rifle Weapon Systems.

Mr. Rinaldi has received numerous honors and awards for his professional accomplishments including the Secretary of Defense Team Excellence Award, the US Army Research, Development and Engineering Award, and the US Army Acquisition Streamlining Excellence Award. He authored numerous publications in product development of weapon systems and holds multiple patents.

Mr. Rinaldi has a Bachelor of Science in Mechanical Engineering from Manhattan College and a Master of Science in Engineering Management from Rensselaer Polytechnic Institute. He is also a licensed Professional Engineer (PE).

Mr. Rinaldi lives with his two children, Kate and Peter, in Arlington VA.

## **MR. JIM REGAN**

Jim Regan, Director of the Virginia Procurement Technical Assistance Program, at the George Mason University School of Public Policy Mason Enterprise Center, has over 25 years of experience in commercial and government business development and management with both small and large corporations. As PTAP Director he applies these qualifications in assisting businesses in pursuit of their government business objectives.

Mr. Regan possesses in depth experience in corporate strategic and tactical planning, and plan execution to achieve objectives. His activities in systems integration and services business development have developed broad knowledge of the government acquisition process and organizations in both the Federal and vendor community.

Prior to joining George Mason University's PTAP, Jim held senior business development management positions in Unisys, CSC and IBM in the Washington area. He also served as Senior Vice President of Corporate Development with American Coastal Industries, a diversified small business involved in manufacturing and systems integration. These positions have provided in depth experience in a variety of functional business areas including subcontractor and program management, systems engineering and business development.

Mr. Regan graduated from the U.S. Naval Academy and the U.S. Naval Postgraduate School at Monterey, California, where he earned his MS in Computer Systems Management. He spent a number of years on active duty as a naval aviator and retired from the Naval Reserve with the rank of Captain. In addition to carrier aviation, he flew as an international pilot with Pan American Airways on overseas routes.

## **MS. JANUARY DENNISON**

January Dennison, Chief Executive Officer and President of Technology Research Consultants, Inc. (TRC), brings a robust resume of Business Management, Engineering, Manufacturing, Sourcing and Business Development expertise. Mrs. Dennison is a recognized business strategist throughout Department of Defense, Veterans Administration and Early Childcare Industries. Most recently, Mrs. Dennison has been responsible for planning, facilitating and launching three TRC Strategic Business Unit (SBU) Profit Centers: TRC Manufacturing & Integration SBU, TRC National Cemetery Administration (NCA) Management SBU and The Land of Pozee Playzle Early Learning Preschool SBU. These business initiatives, while diverse in concept, integrate

the TRC Value System into market segments that provide an Industry-wide infrastructure ensuring the safety and protection of this Nation. TRC M&I SBU has well over 6000+ avionic modernization solutions flying on board Blackhawk, Chinook and Kiowa Rotary platforms supporting the United States Armed Forces. TRC NCA SBU takes great pride in managing and maintaining the gravesites of over 100,000 fallen Armed Service Veterans throughout the Southern Region. TRC Pozee Playzle SBU has established magical early learning child care centers in which educators are provided high wage/benefit packages while in tandem providing all children a hands on learning experience like no other in this Nation. TRC has been cited as a nationwide example of Early Learning Care Management and will be showcased at the upcoming 2008 National Conference. TRC is a 2005 and 2008 Best Places to Work awardee. Mrs. Dennison was awarded the 2006 Small Business Administration Florida Small Business Person of the Year and is currently a 2008 Small Business Administration Florida Person of the Year finalist. TRC annual revenues exceed \$15M.

### **MS. MICHELLE CURRIER**

Ms. Currier serves as the Associate Director for the Office of Small Business Programs (OSBP) at the U.S. Army Contracting Command, Enterprise and Installations Operations (E&I Operations). She is the principle advisor to E&I Operations on all matters related to the OSBP to include six Centers and twenty-three installations.

Ms. Currier served as the Associate Director, Office of Small Business Programs, ACA NRHQ's from 2006- 2008. She directed a robust program that coveted many small business awards including recognition of sixteen Installations by the Center for Veterans Enterprise.

From 2003-2006, Ms. Currier served as Director for Marketing and Outreach at ACA HQ's. Ms. Currier developed and implemented an agency-wide comprehensive outreach and branding strategy to secure "brand name" recognition of the ACA. She was responsible for conducting events in Europe and throughout the Continental United States including the Association of the United States Army (AUSA); Javits-Wagner-ODay (JWOD) Program events; Installation Management Agency (IMA) conferences and a myriad of Small and Disadvantaged Business events.

Miss Currier has over 30 years experience working in the contracting field. Her contract experience has included assignments as Director of Contracting, Procurement Analyst, and Contract Specialist for the U. S. Navy including assignments at the Naval Research Laboratory, Office of Naval Research, and Naval Center for Space Technology, Military Sealift Command and Naval Sea Systems.

As the National President of NCMA, she managed a budget in excess of \$5 million dollars and a support staff of more than 200 salaried employees and volunteers on a daily basis. Miss Currier has extensive experience directing and managing a large and diverse workforce of over 21,000 personnel including procurement professionals, acquisition specialists and administrative personnel

Ms. Currier was born in Melrose, MA. In 1981, she graduated from American University with a Bachelor's Degree in Business and in 1983 earned a Master's Degree in Procurement. She is a member of the Acquisition Professional Community (APC) since 1995. Miss Currier has earned the designation of Certified Professional Contract Manager (CPCM) and Certified Federal Contract Manager (CFCM) from the National Contract Management Association (NCMA). Ms. Currier has served as National Past President of NCMA and currently serves of the National Board of Directors. Ms. Currier is a frequent speaker on the subject of contract management and has co-authored articles for Contract Management magazine. She is a member and past Chairman of the Tidewater Government and Industry Council.

In 2005, Ms. Currier was competitively selected for the Army's Senior Leadership Development Program, where she served a rotational assignment at the U.S. Army Space and Missile Defense Command. Miss Currier was recognized by Inside Business as one of the Top 25 Women in Business in Hampton Roads in December 2004. She was awarded the Superior Civilian Service Award in 2006.

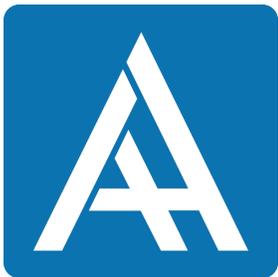


## AGILITY DEFENSE & GOVERNMENT SERVICES

Headquartered in Alexandria, Virginia, Agility Defense & Government Services (DGS) is Agility's public sector arm, providing end-to-end supply chain solutions to meet defense and government customers' needs and quickly move supplies worldwide to remote locations. With access to more than 550 offices in 100 countries, Agility DGS combines a vast network of warehousing facilities with proven risk-tolerant global land, sea and air transportation capabilities.

Agility DGS offers defense and government customers the convenience of one-stop supply chain solutions and a commitment to quality services. Its customers include the US Defense Logistics Agency (DLA), US Army, US Navy, US Air Force, US Army Air Force Exchange Service and the Department of State.

For more information about Agility Defense & Government Services, visit [www.agilitylogistics.com](http://www.agilitylogistics.com)



**AHCCINC.COM**

## AH COMPUTER CONSULTING, INC.

AHCC is a leading IT service provider that excels in the development of flexible, end-to-end solutions leveraging mobile technologies and Web-based programs for complete business transformation. A CMMI Maturity Level 3 organization, AHCC provides highly secured enterprise systems and network design. With an on-site Sensitive Compartmented Information Facility (SCIF), AHCC can provide the most secure data hosting available.

AHCC specializes in real-time tracking of data combined with powerful data warehousing enterprise systems on fast, secure servers, linked to easy to use graphical end-user interfaces. Our systems can produce powerful trend analysis and insight into market share and revenue data facilitating the most efficient use of resources.

AHCC offers Tier-1-4, 24 by 7 Help Desk, call center, and customer relationship management to augment top-quality asset management systems, consulting services, and software development. We have the ability to address the specific needs of your business and provide cost effective answers and the information necessary to enable you to maximize efficiency.

AHCC is a business partner with U.S. Postal Service and has been provided secure access to the service's intranet; in addition, all AHCC employees hold security clearances, including Top Secret clearances. AHCC has grown immensely as demand for its services has soared with offices in the USA (headquarters), Canada, Egypt, and Ghana, and is emerging as a global leader in business transformation. With 700% growth in revenue and 550% growth in employees over the past three years, AHCC was nominated by Citibank as the fastest-growing company in Maryland.

AHCC has developed a landmark asset management tool responsible for deploying and tracking the entire inventory of Intelligent Mail Devices and peripheral equipment for the US Postal Service: Over one million pieces of equipment are tracked every day.

Another advantage AHCC offers is hands-on consulting for requirements development including system analysis, hardware and software evaluation, and legacy systems migration. AHCC places high priority on obtaining detailed information about critical reporting functions, training staff, and conducting ongoing system maintenance. Our project managers and support staff are available both on site and remotely throughout the entire project lifecycle.

## BAE SYSTEMS

BAE Systems is a global defense and aerospace company, delivering a full range of products and services for air, land, and naval forces, as well as advanced electronics, information technology solutions, and customer support services. BAE Systems, with 96,000 employees worldwide, had 2006 sales that exceeded \$27 billion.

The U.S. subsidiary of BAE Systems is headquartered in Rockville, Maryland, and is responsible for developing the company's trans-Atlantic business, relationships with the U.S. Government, administration of BAE Systems' Special Security Agreement, and managing its U.S. based operating groups. These operating groups collectively employ some 52,000 employees in the U.S., UK, Sweden, Israel, and South Africa generating annual sales in excess of \$14 billion.



## COMPUTERS UNIVERSAL, INC.

CUI is a privately held, US Small Business Administration certified minority disadvantaged 8(a) and Veteran owned business. Established in 1998, CUI is an Information Technology (IT) and systems integration services firm with offices staffed with CompTia, Microsoft, and CISCO Certified professionals in the United States and Overseas. CUI specializes in Technical Customer Support, Network System Administration, Network Design and Installation, C4I System Management, Video Conferencing Design, Installation and management, Web Development, Personnel Computer Deployments, Information Assurance, Help Desk Management, and Custom Programming. All of the technical experts employed by CUI are well educated and experienced with the US Army and DOD and their particular needs. CUI's know-how, know-what and know-where encompass support and System Administration for C4I Systems, Desktop Systems, SIPRNET, NIPRNET, Video Teleconference Systems, Information Assurance, and project management.

Computers Universal Inc has supported projects as a prime contractor under GSA Schedule Task Orders, GSA 8(a) STARS Task Orders, and contracts with the US Air Force, US Navy, and the Veterans Administration since 1999. We have also performed support as a subcontractor under USAF NETCENTS task orders and US Army ITES-2S contract task orders.

Computers Universal Inc has performed as a prime and subcontractor in the continental United States, Hawaii, Alaska, Guam and in Kuwait, Korea, Japan and Thailand and for the Army Material Command in the Republic of Korea.



**Computers Universal Inc**

**GENERAL DYNAMICS GENERAL DYNAMICS**

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems engineering and professional services to customers in the defense, intelligence, homeland security, federal civilian government and commercial sectors. With more than 15,000 professionals worldwide, the company manages large-scale, mission-critical IT programs delivering IT services and enterprise solutions.

**LOCKHEED MARTIN**

Headquartered in Bethesda, MD, Lockheed Martin is a global security company that employs approximately 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2007 sales of \$41.9 billion. Lockheed Martin is led by Robert J. Stevens, Chairman, President and Chief Executive Officer.

As a lead systems integrator and information technology company, the majority of Lockheed Martin's business is with the U.S. Department of Defense and the U.S. federal government agencies. In fact, Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. Government. The remaining portion of Lockheed Martin's business is comprised of international government and some commercial sales of our products, services and platforms.

Lockheed Martin's operating units are organized into broad business areas.

- Aeronautics, with approximately \$12.3 billion in 2007 sales, includes tactical aircraft, airlift, and aeronautical research and development lines of business.
- Space Systems, with approximately \$8.2 billion in 2007 sales, includes space launch, commercial satellites, government satellites, and strategic missiles lines of business.
- Electronics Systems, with approximately \$11.2 billion in 2007 sales, includes missiles and fire control, naval systems, platform integration, simulation and training and energy programs lines of business.
- Integrated Systems & Global Solutions (IS&GS), with approximately \$10.2 billion in 2007 sales, includes C4I, federal services, government and commercial IT solutions.

It is Lockheed Martin policy that its business units conduct socioeconomic subcontracting programs in recognition of compelling moral, social and economic necessity. It is also Lockheed Martin policy to facilitate the achievement of its negotiated subcontracting goals by developing the capabilities of, all categories of small business. In furtherance of these objectives, Lockheed Martin has a proactive supplier diversity program designed to develop the growth and competitive capabilities that enable small businesses to become responsible suppliers. This program is consistent with Lockheed Martin's policy of considering all subcontractors and suppliers fairly in competition for requirements falling within their demonstrated capabilities.

Powered By Innovation, Guided By Integrity, We Help Our Customers Achieve Their Most Challenging Goals.

For more information on Lockheed Martin, visit our website [www.lockheedmartin.com](http://www.lockheedmartin.com)

## VSE CORPORATION

VSE Corporation is currently celebrating 50 years of diversified professional services utilizing cutting-edge core competencies to assist all federal and civil agencies. In 2008, VSE was named as one of the “Top 10 Hottest Growing companies in America.

VSE takes special pride in their rock-solid honesty and integrity in adopting state-of-the-art technologies, and providing products and services of the highest quality to meet and exceed the expectations and requirements of our customers, on time and at a fair price.

VSE successfully captures the effective use of people, systems and technology to enhance the navies of allied nations; protect the lives of our service members in the field; develop a global strategy for a malaria vaccine, to maximizing the ability to turn seized property into additional funds for law enforcement and homeland security. The (rare) employee/publicly-owned company has a long history creating, sustaining and improving equipments and systems by providing system conversions, logistics, management, research, sustainment, re-engineering, system integration and configuration management.

VSE specializes in program management; foreign military sales, Information Technology, Infrastructure construction management, energy programs, vehicle and equipment advanced engineering technology, corrosion prevention and refurbishment.

VSE’s quality management system is registered to the ISO 9001:2000 standard.



THANK YOU TO OUR PROMOTIONAL PARTNERS!



**BAE SYSTEMS**



Computers Universal Inc

**GENERAL DYNAMICS**

