

MONDAY, JUNE 1, 2009

10:00 am - 7:00 pm

REGISTRATION OPEN

10:00 am - 2:00 pm

DISPLAY SETUP

12:00 pm - 12:10 pm

INTRODUCTION

- ▶ Mr. Jay Lustig, *Chair, Conference Committee, Director of Business Development, Scientific Solutions, Inc.*

12:10 pm - 1:00 pm

KEYNOTE LUNCHEON

- ▶ The Honorable Jack Reed, *U.S. Senate, Rhode Island*

1:00 pm - 1:30 pm

WELCOME AND ADMINISTRATIVE REMARKS

- ▶ Gov. Donald Carcieri, *Governor, Rhode Island*
- ▶ Lt Gen Lawrence Farrell, USAF (Ret), *President, NDIA*
- ▶ Mr. Tyrone Taylor, *Small Business Division Chair / President, Capitol Advisors on Technology, LLC*
- ▶ Mr. Mike Gitlen, CPA, *President, NDIA New England Chapter / Senior Government Accountant, Peter Witts, CPA*
- ▶ Mr. Kenneth J. Nevor, *President, NDIA Greater New York/Connecticut Chapter / Partner, Shilay Associates, Inc.*

1:30 pm - 1:35 pm

INTRODUCTION, KEYNOTE ADDRESS

- ▶ Mr. Norm Harkins, *Raytheon Company*

1:35 pm - 2:15 pm

KEYNOTE ADDRESS

- ▶ Mr. Dan Smith, *President, Integrated Defense Systems, Raytheon Company*

2:15 pm - 3:00 pm

“DEFENSE OUTLOOK: WHY THE AIR FORCE NEEDS THE AGILITY, EFFICIENCY AND INNOVATION OF SMALL BUSINESS TO ACCOMPLISH ITS MISSION”

- ▶ Mr. John Caporal, *Deputy Director, U.S. Air Force Office of Small Business Programs*

3:00 pm - 3:30 pm

NETWORKING BREAK

Located in the Display Area

3:30 pm - 4:15 pm

“NEW ENGLAND SMALL BUSINESS OUTLOOK”

- ▶ Mr. Robert Baker, *President, Smaller Business Association of New England (SBANE)*

4:15 pm - 4:45 pm

“SMALL BUSINESS SUCCESS STORY”

- ▶ Mr. Brian Hart, *President, Black-I Robotics*

4:45 pm - 5:30 pm

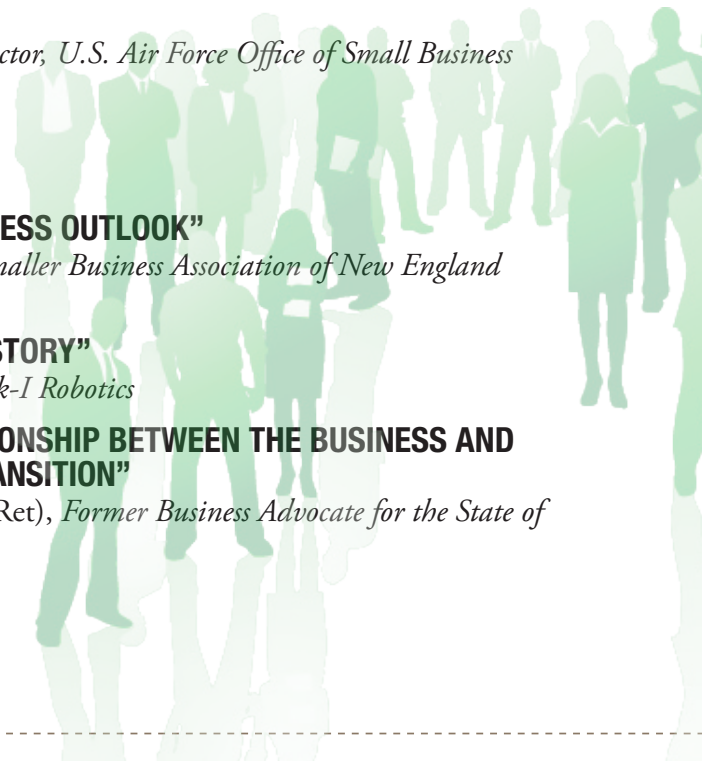
“UNDERSTANDING THE RELATIONSHIP BETWEEN THE BUSINESS AND DEFENSE COMMUNITIES IN TRANSITION”

- ▶ COL Robert Simmons, USA (Ret), *Former Business Advocate for the State of Connecticut*

5:30 pm - 7:00 pm

NETWORKING RECEPTION

Located in the Display Area



TUESDAY, JUNE 2, 2009

7:00 am - 5:00 pm

REGISTRATION OPEN

7:00 am - 8:00 am

CONTINENTAL BREAKFAST

Located in the Display Area

8:00 am - 12:00 pm

GENERAL SESSION - "OPPORTUNITIES"

8:00 am - 8:10 am

LEGISLATIVE UPDATE

- ▶ Mr. Pete Steffes, *Vice President, Government Affairs, NDIA*

8:10 am - 9:00 am

"TEAM SUBMARINE OVERVIEW"

- ▶ Mr. Jack Evans, *Executive Director, PEO Submarine, Naval Sea Systems Command*

9:00 am - 9:30 am

NETWORKING BREAK

Located in the Display Area

9:30 am - 11:00 am

"DEFENSE INDUSTRY PERSPECTIVE"

Moderator: Mr. Norm Harkins, *Raytheon Company*

Panelists:

- ▶ Mr. Joel Taves, *Director, Seapower Capability Systems, Raytheon Company*
- ▶ Mr. Charles Marden, *Director, Business Solutions, Electronic Solutions, Operations, BAE Systems*
- ▶ Ms. Jean Ann Grandinetti, *Director, Supplier Relations, Agility Logistics Company*
- ▶ Mr. Jay Johnson, *Senior Director, Business Development, Textron, Inc.*
- ▶ Mr. Brett Rhodes, *Director, Military Business and Development, UTC/Pratt & Whitney Military Engines*

11:00 am - 12:00 pm

INSTALLATION OPPORTUNITIES PANEL

Moderator: Mr. Mike Gitlen, *CPA, President, NDIA New England Chapter / Senior Government Accountant, Peter Witts, CPA*

Panelists:

- ▶ Mr. Richard Lombardi, *Executive Director, USAF Electronic Systems Center, Hanscom Air Force Base, MA*
- ▶ CAPT Michael Byman, *USN, Commander, Naval Undersea Warfare Center Division, Newport, RI*
- ▶ Ms. Cheryl DeLuca, *Director of Contracting, U.S. Army Soldier Systems Center*

12:00 pm - 1:30 pm

LUNCHEON



TUESDAY, JUNE 2, 2009

1:30 pm - 5:00 pm

BREAKOUT SESSIONS - "CAPTURE, STRATEGY, AND EXECUTION"

	1:30 pm - 2:30 pm	2:30 pm - 2:45 pm	2:45 pm - 3:45 pm	3:45 pm - 4:00 pm	4:00 pm - 5:00 pm
GRAND BALLROOM A	<p>Naval Undersea Warfare Center Division Newport Small Business Advocate</p> <p>Mr. David Rego, <i>Naval Undersea Warfare Center Division, Newport, RI</i></p>	NETWORKING BREAK IN THE DISPLAY AREA	<p>10 Things You Should Know About What a Prime Values in Their Integrated Supply Chain</p> <p>Dr. Kenneth W. Sullivan, <i>Center for Management and Economic Research (CMER) University of Alabama, Huntsville</i></p>	NETWORKING BREAK IN THE DISPLAY AREA	<p>Mergers and Acquisitions</p> <p>Mr. Paul Serotkin, <i>Senior Advisor, Venture Management</i> Mr. Erik Thamm, <i>President and CEO, Log.Sec Corporation</i> Mark Shappee, <i>Managing Director, Venture Management, Inc.</i></p>
GRAND BALLROOM B	<p>Competition Management</p> <p>Mr. Ernie Robinson, <i>Procurement & Production Analyst, Competition Management Office</i></p> <p>Mr. Shelley Muhammad, <i>Competition Advocate, Competition Management Office</i></p>		<p>Hanscom Air Force Base Small Business Specialist Briefing</p> <p>Mr. Bill Donaldson, <i>Hanscom Air Force Base, Massachusetts</i></p>		<p>Innovations in Expanding the Participation of Service Disabled Veterans in the Establishment and Operation of Small Businesses</p> <p>See following page for panel details</p>
GRAND BALLROOM C	<p>Legal Aspects of Teaming Agreements</p> <p>Mr. Ralph Thomas, III, <i>Partner, Barton, Baker, Thomas, & Tolle, LLP</i></p>		<p>Accounting Requirements</p> <p>Mr. Peter Witts, CPA, <i>Principal, Peter Witts, CPA</i> Mr. Michael Gitlen, CPA, <i>Senior Government Accountant, Peter Witts, CPA</i> Mr. Lawrence S. Nannis, CPA, <i>Shareholder, Levine, Katz, Nannis & Solomon, PC</i></p>		<p>What's It Costing You By Not Having An Opportunity Identification & Qualification Process</p> <p>Mr. William Scheessele, <i>CEO/President, MBDⁱ</i></p>
VANDERBILT	<p>U.S. Army Soldier Systems Center Small Business Specialists Briefing</p> <p>Mr. Phil Varney, <i>U.S. Army Soldier Systems Center, Natick, MA</i></p>		<p>Innovative Technologies - Avenues for Working with the Government</p> <p>Mr. Eric Bankit, <i>Associate Director for the Office of Small Business Programs, Joint Munitions & Lethality Life Cycle Management Command, Picatinny Arsenal, NJ</i></p>		

5:00 pm

CONFERENCE CONCLUDES FOR THE DAY

5:00 pm - 6:00 pm

RECEPTION HOSTED BY THE TOWN OF MIDDLETOWN, RI

BREAKOUT DESCRIPTIONS

Naval Undersea Warfare Center Division Newport Small Business Advocate

Finding Acquisition Opportunities at Naval Undersea Warfare Center Division Newport.

10 Things You Should Know About What a Prime Values in Their Integrated Supply Chain

1. How do small businesses impact the aerospace/defense supply chain?
2. Steps to be more competitive in the aerospace business
 - Communication
 - Lean implementation (value stream mapping)
 - Increase value add to customer
 - Becoming proactive with customer (working groups and roundtables)
 - Understanding/challenging requirements
3. Future directions
 - Incentivized work in process
 - Collaboration tools
 - Long term agreements/long term contracts
 - Increased manufacturing in the U.S.

Mergers and Acquisitions

Paul Serotkin is Senior Advisor with Venture Management, an advisor to defense contractors looking to exit or seeking to grow by acquisition.

Competition Management

This presentation will cover AMCOM Competition Management Office's Mission, (CASL) Competition Advocate Shopping List, (SAR) Source Approval Request and how we relate to Value Stream mapping process. We will give detailed information on how a Small Business can get started doing business with the Government.

Hanscom Air Force Base Small Business Specialist Briefing

Finding Acquisition Opportunities at Hanscom Air Force Base.

Innovations in Expanding the Participation of Service Disabled Veterans in the Establishment and Operation of Small Businesses

The panel will discuss new business models to expand the participation of service disabled veterans in the establishment and operation of small businesses.

Moderator: Mr. Tom Kowalczyk, KMRM, LLC

- ▶ MAJ Mark O'Clair, USA, *Commanding Officer, Community Based Warrior Transition Unit for the New England Region*
- ▶ Mr. David Rego, *Small Business Advocate, Naval Undersea Warfare Center Division, Newport, RI*
- ▶ Mr. Joel Taves, *Director, Sea Power Capability Systems, Raytheon Company*
- ▶ Mr. Gerard Lorden, *The Lorden Group, Senior Vice President, Wealth Advisor, Morgan Stanley*
- ▶ Mr. Louis Celli, Jr., *Northeast Veterans Business Resource Center*

Legal Aspects of Teaming Agreements

Many times a small business enters into a teaming arrangement with a large business expecting a subcontract if the prime wins the contract competed for. Sometimes, however, either this does not happen, or, in the alternative, the subcontract that the small business does receive is of a much lower value with a significantly lighter scope of work than was initially expected. This instructional workshop is designed to teach small businesses how to structure, negotiate, and review teaming agreements with large businesses that are effective and enforceable. Small businesses will also learn how to deal with disadvantageous clauses that they are unable to have modified or deleted.

Accounting Requirements

Government Accounting 101: Principles of a FAR (Federal Acquisition Regulation) compliant Job Cost accounting system.

What's It Costing You By Not Having an Opportunity Identification & Qualification Process

Opportunity Identification & Qualification (OI&Q) is absent in most capture processes. OI&Q results in a valid opportunity pipeline, prudent investment of B&P funds and higher win probabilities. In this session, Bill Scheessele will share how an OI&Q Process can significantly impact your revenue growth.

U.S. Army Soldier Systems Center

Finding Acquisition Opportunities at U.S. Army Soldier Systems Center.

Innovative Technologies - Avenues for working with the Government

This presentation will cover the SBIR/STTR, Phase III actions, FAR based contracting, Consortia, "Other Transactions Authority" and Grants/Agreements.

WEDNESDAY, JUNE 3, 2009

7:00 am - 12:00 pm	REGISTRATION OPEN
7:00 am - 8:00 am	CONTINENTAL BREAKFAST <i>Located in the Display Area</i>
8:00 am - 8:15 am	OPENING REMARKS
8:15 am - 12:00 pm	GENERAL SESSION - "TOOLS FOR SUCCESS"
8:15 am - 9:15 am	"INTELLECTUAL PROPERTY AND GOVERNMENT CONTRACTS" <ul style="list-style-type: none">▶ Mr. Jacob Erlich, <i>Partner, Burns & Levinson, LLP</i>▶ Ms. Alison Brown, <i>President/CEO, NAVSYS Corporation</i>
9:15 am - 10:15 am	"HOW TO TRANSITION TO THE COMMERCIAL SECTOR" <ul style="list-style-type: none">▶ Ms. Cynthia Gonsalves, <i>Acting Director, Office of Technology Transition</i>▶ Ms. Jenny C. Servo, Ph.D, <i>President, Dawnbreaker, Inc.</i>
10:15 am - 10:45 am	NETWORKING BREAK <i>Located in the Display Area</i>
10:45 am - 11:45 am	"HOW THE STIMULUS WILL IMPACT THE NORTHEAST AREA" <ul style="list-style-type: none">▶ Mr. Joseph Donovan, <i>Managing Director, Nelson Mullins Public Strategies</i>
11:45 am - 12:00 pm	CLOSING REMARKS
10:45 am - 12:00 pm	DISPLAY DISMANTLE
12:00 pm	CONFERENCE CONCLUDES



CONFERENCE COMMITTEE

CONFERENCE CHAIR: Mr. Jay Lustig

Mr. Jay Lustig is Director of Business Development for Scientific Solutions, Inc. of Nashua, New Hampshire.

- ▶ Mr. Andrew Davis, Davis Strategic Advisory Services, Inc.
- ▶ Mr. Bill Donaldson, Hanscom Air Force Base, MA
- ▶ Mr. Adam Erlich, Igeneco
- ▶ Mr. Jacob Erlich, Burns & Levinson, LLP
- ▶ Mr. Mike Gitlen, CPA, Peter Witts, CPA
- ▶ Mr. Theodore Hanselman, Holland & Knight, LLP
- ▶ Mr. Norm Harkins, Raytheon Company
- ▶ COL Fred Hyatt, USA (Ret)
- ▶ Mr. Walter Kneissler, Foster-Miller, Inc.
- ▶ Mr. Thomas Kowalczyk, KMRM, LLC
- ▶ Mr. Gerard Lorden, Morgan Stanley
- ▶ Mr. James Lynch, Retired Unisys Executive
- ▶ Mr. Lawrence S. Nannis, CPA, Levine, Katz, Nannis & Solomon, PC
- ▶ Ms. Beth Nass, Epsilon Systems
- ▶ Mr. Kenneth J. Nevor, Shilay Associates, Inc.

- ▶ Ms. Patty Nunn, Indus Corporation
- ▶ Ms. Dianne Proia, Proia & Associates, LLC
- ▶ Brig Gen Don Quenneville, USAF (Ret), Defense Technology Initiative
- ▶ Mr. David Rego, Naval Undersea Warfare Center
- ▶ Mr. Paul Serotkin, Venture Management, Inc.
- ▶ Mr. Jeff Seul, Holland & Knight, LLP
- ▶ Mr. Marshall Sugarman, TD Banknorth
- ▶ Mr. Joel Taves, Raytheon Company
- ▶ Mr. Henry Zolla, Raytheon Company

CHAIR, NDIA SMALL BUSINESS DIVISION

Mr. Tyrone Taylor, President, Capitol Advisors on Technology, LLC

VICE CHAIR, NDIA SMALL BUSINESS DIVISION

Mr. Ron Perlman, Attorney, Holland & Knight, LLP

DISPLAYING ORGANIZATIONS

AGILITY DEFENSE & GOVERNMENT SERVICES

BAE SYSTEMS

BURNS & LEVINSON, LLP

DATCON, INC.

U.S. DEPARTMENT OF HOMELAND SECURITY

FISHEYE SOFTWARE

**QINETIQ NORTH AMERICA
(FORMERLY FOSTER-MILLER)**

GATEWAY VENTURES

GLOBAL RESCUE

MISSILE DEFENSE AGENCY

PEERLESS PRECISION, INC.

RAYTHEON COMPANY

ROLLS ROYCE NAVAL MARINE, INC.

SECHAN ELECTRONICS, INC.

SUPPLY CORE

TELE-CONSULTANTS

WILL INTERACTIVE, INC

THANK YOU TO OUR SPEAKERS

In appreciation for each speaker at the 6th Annual National Small Business Conference, a donation will be made to the Wounded Warrior Project.

The purpose of the Wounded Warrior Project is to raise awareness and enlist the public's aid for the needs of severely injured service men and women, to help severely injured service members aid and assist each other, and to provide unique, direct programs and services to meet the needs of severely injured service members. Further information can be found at www.woundedwarriorproject.org.



Customer Success Is Our Mission

Our Vision

To be the most admired defense and aerospace systems supplier through world-class people and technology.

Raytheon at a Glance

- Chairman and CEO: William H. Swanson
- Global Headquarters: 870 Winter Street, Waltham, Massachusetts 02451
- 73,000 employees worldwide
- \$23.2 billion in 2008 sales

Raytheon's Strategy

- Focus on key strategic pursuits, Technology and Mission Assurance to protect and grow our position in our four core defense markets:
 - Sensing: Expand beyond traditional RF/EO to adjacent markets;
 - Effects: Expand beyond kinetic energy-based weapons;
 - C3I: Grow market presence through increased footprint and expand knowledge management;
 - Mission Support: Expand beyond product support and engineering services to include mission planning and training capabilities.
- Leverage our domain knowledge in these core defense markets, as well as in Mission Systems Integration, Homeland Security, and Information Operations/Information Assurance.
- Expand our international business by broadening focus and expanding in adjacent markets.
- Continue to be a Customer Focused company based on performance, relationships and solutions.

A Global Leader in Technology-driven Solutions that provide Integrated Mission Systems for our Customers

Raytheon Company is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world.

Businesses

- Integrated Defense Systems – Headquarters in Tewksbury, Massachusetts
- Intelligence and Information Systems – Headquarters in Garland, Texas
- Missile Systems – Headquarters in Tucson, Arizona
- Network Centric Systems – Headquarters in McKinney, Texas
- Space and Airborne Systems – Headquarters in El Segundo, California
- Raytheon Technical Services Company LLC – Headquarters in Reston, Virginia



Agility is one of the world's leading providers of integrated logistics to businesses and governments. It is a publicly traded company with \$6.3 billion in annual revenue and more than 32,000 employees in 550 offices and 100 countries. Agility brings efficiency to supply chains in some of the globe's most challenging environments, offering unmatched personal service, a global footprint, and customized capabilities in developed and emerging economies alike.

Agility's commercial division, Agility Global Integrated Logistics (GIL), is headquartered in Switzerland and provides supply chain solutions to customers in technology, retail, chemicals, and other industries. Agility Defense & Government Services (DGS), based in Washington, offers logistics services to governments, relief agencies and international institutions worldwide. Agility Investments, based in Dubai, draws on local insights from Agility's global network to identify real estate and private equity opportunities in Asia, Africa and the Middle East.

For more information visit our website: www.agilitylogistics.com

BAE SYSTEMS

BAE Systems is the premier global defense, security and aerospace company delivering a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and customer support services. With approximately 105,000 employees worldwide, BAE Systems' sales exceeded £18.5 billion (US \$34.4 billion) in 2008.

BAE Systems has a proud heritage of innovation, state of the art engineering and technical excellence and continues that tradition by delivering distinct advantage to customers in over 100 countries.

BAE Systems plc operates across six home markets: Australia, Saudi Arabia, South Africa, Sweden, the UK and the U.S. engaged in the development, delivery and support of advanced defense and aerospace systems in the air, on land, at sea and in space. The company designs, manufactures and supports military aircraft, surface ships, submarines, fighting vehicles, radar, avionics, communications, electronics and guided weapon systems. It is a pioneer in technology with a heritage stretching back hundreds of years. It is at the forefront of innovation, working to develop the next generation of intelligent defense systems.

The U.S. subsidiary of BAE Systems is headquartered in Rockville, Maryland, and is responsible for developing BAE Systems' transatlantic business, relationships with the U.S. Government, administration of BAE Systems' Special Security Agreement, and managing its U.S. based operating groups. These groups provide support and service solutions for current and future defense, intelligence, and civilian systems; design, develop, and manufacture a wide range of electronic systems and subsystems for both military and commercial applications; produce specialized security and protection products for law enforcement and first responders; and design, develop, produce, and provide service support of armored combat vehicles, artillery systems and intelligent munitions.