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

## BREAKOUT SESSIONS - “CAPTURE, STRATEGY, AND EXECUTION”

<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:30 pm - 2:30 pm</td>
<td>GRAND BALLROOM A</td>
<td>Naval Undersea Warfare Center Division Newport Small Business Advocate (Mr. David Rego)</td>
</tr>
<tr>
<td>2:30 pm - 2:45 pm</td>
<td></td>
<td>10 Things You Should Know About What a Prime Values in Their Integrated Supply Chain (Dr. Kenneth W. Sullivan)</td>
</tr>
<tr>
<td>2:45 pm - 3:45 pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:45 pm - 4:00 pm</td>
<td>GRAND BALLROOM B</td>
<td>Competition Management (Mr. Ernie Robinson)</td>
</tr>
<tr>
<td>4:00 pm - 5:00 pm</td>
<td></td>
<td>Mergers and Acquisitions (Mr. Paul Serotkin)</td>
</tr>
<tr>
<td>1:30 pm - 2:30 pm</td>
<td>GRAND BALLROOM C</td>
<td>Legal Aspects of Teaming Agreements (Mr. Ralph Thomas)</td>
</tr>
<tr>
<td>2:30 pm - 2:45 pm</td>
<td></td>
<td>Accounting Requirements (Mr. Peter Witts, CPA)</td>
</tr>
<tr>
<td>2:45 pm - 3:45 pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:45 pm - 4:00 pm</td>
<td>VANDERBUILT</td>
<td>U.S. Army Soldier Systems Center Small Business Specialists Briefing (Mr. Phil Varney)</td>
</tr>
<tr>
<td>4:00 pm - 5:00 pm</td>
<td></td>
<td>Innovative Technologies - Avenues for Working with the Government (Mr. Eric Bankit)</td>
</tr>
<tr>
<td>5:00 pm</td>
<td></td>
<td>Conference Concludes for the Day</td>
</tr>
<tr>
<td>5:00 pm - 6:00 pm</td>
<td></td>
<td>Reception Hosted by the Town of Middletown, RI</td>
</tr>
</tbody>
</table>
**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.

**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 Schessles 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, Consortiums, “Other Transactions Authority” and Grants/Agreements.

---

**Moderator:** Mr. Tom Kowalcyk, 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
### NATIONAL SMALL BUSINESS CONFERENCE AGENDA

#### WEDNESDAY, JUNE 3, 2009

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 am - 12:00 pm</td>
<td>REGISTRATION OPEN</td>
</tr>
<tr>
<td>7:00 am - 8:00 am</td>
<td>CONTINENTAL BREAKFAST Located in the Display Area</td>
</tr>
<tr>
<td>8:00 am - 8:15 am</td>
<td>OPENING REMARKS</td>
</tr>
<tr>
<td>8:15 am - 12:00 pm</td>
<td>GENERAL SESSION - “TOOLS FOR SUCCESS”</td>
</tr>
<tr>
<td>8:15 am - 9:15 am</td>
<td>“INTELLECTUAL PROPERTY AND GOVERNMENT CONTRACTS”</td>
</tr>
<tr>
<td>8:15 am - 9:15 am</td>
<td>▶ Mr. Jacob Erlich, Partner, Burns &amp; Levinson, LLP</td>
</tr>
<tr>
<td></td>
<td>▶ Ms. Alison Brown, President/CEO, NAVSYS Corporation</td>
</tr>
<tr>
<td>9:15 am - 10:15 am</td>
<td>“HOW TO TRANSITION TO THE COMMERCIAL SECTOR”</td>
</tr>
<tr>
<td>9:15 am - 10:15 am</td>
<td>▶ Ms. Cynthia Gonsalves, Acting Director, Office of Technology Transition</td>
</tr>
<tr>
<td>9:15 am - 10:15 am</td>
<td>▶ Ms. Jenny C. Servo, Ph.D, President, Dawnbreaker, Inc.</td>
</tr>
<tr>
<td>10:15 am - 10:45 am</td>
<td>NETWORKING BREAK Located in the Display Area</td>
</tr>
<tr>
<td>10:45 am - 11:45 am</td>
<td>“HOW THE STIMULUS WILL IMPACT THE NORTHEAST AREA”</td>
</tr>
<tr>
<td>10:45 am - 11:45 am</td>
<td>▶ Mr. Joseph Donovan, Managing Director, Nelson Mullins Public Strategies</td>
</tr>
<tr>
<td>11:45 am - 12:00 pm</td>
<td>CLOSING REMARKS</td>
</tr>
<tr>
<td>10:45 am - 12:00 pm</td>
<td>DISPLAY DISMANTLE</td>
</tr>
<tr>
<td>12:00 pm</td>
<td>CONFERENCE CONCLUDES</td>
</tr>
</tbody>
</table>
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 Kowalczuk, 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
- 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 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.
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 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.