

9TH NATIONAL SMALL BUSINESS CONFERENCE

“ACCELERATE YOUR GROWTH IN TODAY’S CONTRACTING CLIMATE”

CONFERENCE HIGHLIGHTS

- ▶ Kathleen P. Sridhar Small Business Executive of the Year Award Presentation
- ▶ 2011 Small Business Success Story Award Winner
- ▶ Mr. Andre Gudger, Director, Office of the Secretary of Defense, Office of Small Business Programs
- ▶ Mr. Jaymie Durnan, Senior Advisor to the Principal Deputy, Assistant Secretary of Defense
- ▶ Mr. Michael Chodos, Associate Administrator for the Office of Entrepreneurial Development, U.S. Small Business Administration

**HOSTED BY:
NDIA GREAT LAKES
CHAPTER**



JUNE 20-21, 2012

WWW.NDIA.ORG/MEETINGS/2140

DONALD E. STEPHENS CONVENTION CENTER ▶ ROSEMONT, ILLINOIS

EVENT #2140

TUESDAY JUNE 19, 2012

12:00 pm - 5:00 pm

CONFERENCE REGISTRATION OPEN

- ▶ Registration will be at the Donald E. Stephens Convention Center

12:00 pm - 5:00 pm

EXHIBIT SETUP

WEDNESDAY, JUNE 20, 2012

7:00 am - 7:00 pm

REGISTRATION OPEN

7:00 am - 7:00 pm

EXHIBIT HALL OPEN

7:00 am - 8:00 am

NETWORKING BREAKFAST

Located in the Exhibit Hall

8:00 am - 8:30 am

WELCOME AND ADMINISTRATIVE REMARKS

- ▶ Lt Gen Larry Farrell, Jr., USAF (Ret), *President and CEO, NDIA*
- ▶ Ms. ML Mackey, *Chair, Legislative Committee, NDIA; CEO, Beacon Interactive Systems*
- ▶ Ms. Megan McKinney, *Conference Chair; Business Development Manager, SupplyCore*

8:30 am - 9:15 am

LEGISLATIVE PANEL

- ▶ Hon. Bobby Schilling, *Congressman, 17th District of Illinois*
- ▶ Ms. ML Mackey, *Chair, Legislative Committee, NDIA; CEO, Beacon Interactive Systems*
- ▶ Mr. Pete Steffes, *Vice President of Legislative Affairs, NDIA*

9:15 am - 9:45 am

DEFENSE LOGISTICS AGENCY SMALL BUSINESS

- ▶ Ms. Trish Culbreth, *Small Business Specialist, Office of Small Business Programs, Defense Logistics Agency*

9:45 am - 10:15 am

NETWORKING BREAK

Located in the Exhibit Hall

10:15 am - 11:00 am

U.S. AIR FORCE MATERIEL COMMAND

- ▶ Ms. Carol White, *Director, Small Business Program, U.S. Air Force Materiel Command*

11:00 am - 11:45 am

SMALL BUSINESS ADMINISTRATION

- ▶ Mr. Michael Chodos, *Associate Administrator for the Office of Entrepreneurial Development, U.S. Small Business Administration*

11:45 am - 1:15 pm

NETWORKING LUNCHEON

- ▶ 2011 Small Business Success Story Award Presentation
- ▶ Presented by Ms. Shauna Burrows, *Business Development Manager, ORBIS, Inc.*

1:30 pm - 2:00 pm

DEPARTMENT OF HOMELAND SECURITY

- ▶ Ms. Sharon Phillips, *Small Business Advocate, U.S. Department of Homeland Security*

WEDNESDAY, JUNE 20, 2012 CONTINUED

2:00 pm - 2:45 pm

PROCUREMENT PANEL

Moderator:

- ▶ Ms. Aina Vilumsons, *Executive Director, Wisconsin Institute / WPI*

Panelists:

- ▶ Ms. Dianne Wheeler, *Small Business Specialist, U.S. Army Sustainment Command*
- ▶ Ms. Maureen Cruz, *Business Services Specialist, GSA Federal Acquisition Service*
- ▶ Ms. Priscilla Abeyta-Perez, *Deputy for Small Business, Army Corps of Engineers*

2:45 pm - 3:15 pm

NETWORKING BREAK

Located in the Exhibit Hall

3:15 pm - 4:00 pm

DEPARTMENT OF DEFENSE SMALL BUSINESS

- ▶ Mr. Andre Gudger, *Director, Office of the Secretary of Defense, Office of Small Business Programs*

4:00 pm - 4:45 pm

MID TIER ADVOCACY

- ▶ Ms. Tonya Speed, *Principal, Washington Premier Consulting, LLC*

4:45 pm - 5:30 pm

HOW EXPORT CONTROL REFORM WILL AFFECT SMALL BUSINESS DEFENSE CONTRACTORS

Panelists:

- ▶ Mr. Stephen Hall, *Senior Policy Analyst, Office of Exporter Services, Bureau of Industry and Security, U.S. Department of Commerce*
- ▶ Ms. Mary Quach, *Export Compliance Specialist, Munitions Control Division, Bureau of Industry and Security, U.S. Department of Commerce*

5:30 pm - 7:00 pm

NETWORKING RECEPTION

Located in the Exhibit Hall

Hosted by the Great Lakes Chapter

THANK YOU TO OUR CONFERENCE COMMITTEE

Chair, NDIA Small Business Division:

- ▶ Ms. Linda Hillmer, President & CEO, Hillmer, Inc.

Conference Chair:

- ▶ Ms. Megan McKinney, Business Development Manager, SupplyCore, Inc.

Committee Members:

- ▶ Mr. William Capelle, Director of Business Development, VAL-FAB, Inc.
- ▶ Mr. Paul Darley, President & CEO, W.S. Darley and Company
- ▶ Mr. Richard Deschauer, Director of Contracts & Compliances, DRS Power & Control Technologies, Inc.
- ▶ Ms. Patty Jelen, Marketing Manager, Navistar Defense, LLC

- ▶ Mr. Dain Sundstedt, Marketing Specialist, SupplyCore, Inc.
- ▶ Ms. Ally Veres, Government Sales Division, AEG
- ▶ Ms. Aina Vilumsons, Executive Director, Wisconsin Procurement Institute

THURSDAY, JUNE 21, 2012

- 7:00 am - 5:00 pm** **REGISTRATION OPEN**
- 7:00 am - 2:45 pm** **EXHIBIT HALL OPEN**
- 7:00 am - 8:00 am** **NETWORKING BREAKFAST**
Located in the Exhibit Hall
- 8:00 am - 8:30 am** **OPENING REMARKS**
▶ Ms. Megan McKinney, *Conference Chair; Business Development Manager, SupplyCore*
- 8:30 am - 9:15 am** **NAVY 2012-2013 OUTLOOK**
▶ Captain Randall Lynch, USN, *Commanding Officer, Naval Station Great Lakes*
- 9:15 am - 10:00 am** **ASC & EAGLE**
▶ Mr. Craig Behne, *Deputy Director for Field Support, U.S. Army Sustainment Command*
- 10:00 am - 10:30 am** **NETWORKING BREAK**
Located in the Exhibit Hall
- 10:30 am - 11:15 am** **R&E WITH DEPARTMENT OF DEFENSE**
▶ Mr. Jaymie Durnan, *Senior Advisor to the Principal Deputy, Assistant Secretary of Defense for Research and Engineering*
- 11:15 am - 12:15 pm** **CONCURRENT BREAKOUT SESSIONS**
See pages 6-7 for breakout descriptions
- PTAC PANEL**
▶ Ms. Vicky Miller, *Director, Illinois Procurement Technical Assistance Center, Black Hawk College*
▶ Ms. Aina Vilumsons, *Executive Director, Wisconsin Procurement Institute*
▶ Mr. Marc Violante, *Director, Illinois Procurement Technical Assistance Center (T-302), College of Lake County*
▶ Ms. Beth White, *Government Contracting Specialist, Iowa State University Extension and Outreach, CIRAS*
- GSA - GETTING ON A SCHEDULE**
▶ Dr. Ann Kalayil, *Regional Administrator, General Service's Administration*
- STRENGTHEN YOUR BRAND BY STRENGTHENING YOUR STORY**
▶ Ms. Janet Chihocky, *President and CEO, Janson Communications*
- 12:15 pm - 1:45 pm** **NETWORKING LUNCHEON**
▶ Kathleen P. Sridhar Small Business Executive of the Year Award presentation
▶ Presented by Lt Gen Larry Farrell, Jr., USAF (Ret), *President and CEO, NDIA*

THURSDAY, JUNE 21, 2012 CONTINUED

1:45 pm - 2:45 pm

CONCURRENT BREAKOUT SESSIONS
See pages 6-7 for breakout descriptions

HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT

- ▶ Ms. Kathy Granger, *Small Business Specialist, Office of Small Business Programs U.S. Army Sustainment Command & Joint Munitions Command*

JOINT VENTURES AS A MAXIMUM WIN STRATEGY

- ▶ Mr. Jerry Miles, *Attorney, Shulman Rogers*

CAPITALIZING ON THE RULE OF TWO AND OTHER SET-ASIDE BUSINESS STRATEGIES

- ▶ Mr. Bill Hughes, *Attorney, Whyte Hirschboeck Dudek S.C.*

2:45 pm - 3:15 pm

NETWORKING BREAK

Located in the Exhibit Hall

3:15 pm - 4:15 pm

CONCURRENT BREAKOUT SESSIONS
See pages 6-7 for breakout descriptions

MANUFACTURING SUPPLY CHAIN PANEL

Moderator:

- ▶ Mr. Jerry Kroon, *Board of Directors, Thomas James International*

Panelists:

- ▶ Ms. Jennifer Moll, *President, Miller-Holzwarth, Inc.*
- ▶ Ms. Laurie Moncrieff, *President, Adaptative Manufacturing Solutions*
- ▶ Mr. Chuck Muizers, *Chief Strategy Officer, Skylla Engineering, Ltd*
- ▶ Mr. Peter Provenzano, *President and CEO, SupplyCore, Inc.*

BUSINESS DEVELOPMENT

- ▶ Mr. Brent Paris, *Co-owner, BID Designs*

“MY PROPOSAL HAS BEEN REJECTED! MY AWARD HAS BEEN PROTESTED! WHAT DO I DO?” HOW TO HANDLE PROTESTS IN THE CURRENT ENVIRONMENT, WITH A LEADING EXPERT ANSWERING QUESTIONS

- ▶ Mr. Ron Perlman, *Attorney, Holland & Knight, LLP*

4:15 pm

CONFERENCE CONCLUDES

BREAKOUT DESCRIPTIONS

THURSDAY JUNE 21, 2012

11:15 AM - 12:15 PM

Room 25

PTAC PANEL

Ms. Vicky Miller, Director, Illinois Procurement Technical Assistance Center Black Hawk College

Ms. Aina Vilumsons, Executive Director, Wisconsin Procurement Institute

Mr. Marc Violante, Director, Illinois Procurement Technical Assistance Center (T-302), College of Lake County

Ms. Beth White, Government Contracting Specialist, Iowa State University Extension and Outreach, CIRAS

Room 24

GSA - GETTING ON A SCHEDULE

Dr. Ann Kalayil, Regional Administrator, General Service's Administration

Dr. Kalayil is going to give an overview of what GSA is and how they do business. She is also going to discuss how to get on the GSA Schedule. In addition, she will speak to some of the business lines that may interest the National Defense Industrial Association Small Businesses such as Global Supply and GSA's Defense and Military schedules.

Room 23

STRENGTHEN YOUR BRAND BY STRENGTHENING YOUR STORY

Ms. Janet Chihocky, President and CEO, Janson Communications

Ms. Chihocky will offer insights to help you communicate your strategic vision and priorities so stakeholders embrace the relevance, promise, and value of your message. Janet will help you think through the framework for driving awareness and customer connectivity.

1:45 PM - 2:45 PM

Room 25

HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT

Ms. Kathy Granger, Small Business Specialist, Office of Small Business Programs, U.S. Army Sustainment Command & Joint Munitions

How to do business with the federal government, with a highlight on business opportunities with the Army Sustainment Command, Joint Munitions Command, and the Army Contracting Command-Rock Island customers.

Room 24

JOINT VENTURES AS A MAXIMUM WIN STRATEGY

Mr. Jerry Miles, Attorney, Shulman Rogers

Joint ventures are teaming arrangements that help small businesses leverage relationships with and resources of strategic partners to become more competitive for larger bids and to tap into new markets. It is critical for all contractors to understand the circumstances under which joint ventures can be a viable strategy for winning bids when competing with contractors who only utilize the prime-subcontractor form of teaming arrangement. This discussion will show you how to use joint ventures as a strategy for pursuing ongoing opportunities with small, midsize, and large companies and how to avoid common pitfalls in structuring joint venture teams.

BREAKOUT DESCRIPTIONS

1:45 PM - 2:45 PM CONTINUED

Room 23

CAPITALIZING ON THE RULE OF TWO AND OTHER SET-ASIDE BUSINESS STRATEGIES

Mr. Bill Hughes, Attorney, Whyte Hirschboeck Dudek SC

The federal government provides many opportunities for small businesses to receive contracts on a preferred or set-aside basis without competing with large businesses for award. Understanding how to maximize and take advantage of these opportunities is critical for small businesses. This session will provide information regarding eligibility requirements for various set-aside programs, including set-asides for small businesses, disadvantaged businesses, woman-owned businesses, and service-disabled veteran-owned small business concerns. SBA size standards and affiliation rules, particularly relating to joint ventures will be addressed, along with essential information regarding ownership and control requirements. The focus of the session will be on successful strategies for having procurements set aside, pursuing set-aside awards and filing or defending against size-status protests.

3:15 PM - 4:15 PM

Room 25

MANUFACTURING SUPPLY CHAIN PANEL

Moderator:

Mr. Jerry Kroon, Board of Directors, Thomas James International

Panelists:

Ms. Jennifer Moll, President, Miller-Holzwarth, Inc.

Ms. Laurie Moncrieff, President, Adaptive Manufacturing Solutions

Mr. Chuck Muizers, Chief Strategy Officer, Skylla Engineering, Ltd

Mr. Peter Provenzano, President and CEO, SupplyCore, Inc.

Room 24

BUSINESS DEVELOPMENT

Mr. Brent Paris, Co-owner, BID Designs

Business development for government contractors begins well before the RFP is released and a proposal is developed. The most significant wins for companies are a result of solid strategy development and implementation crafted for the specific solicitation – focused on the customer's needs. A strategically marketed and developed proposal will stand out from the competition, increasing your win probability.

This session, designed specifically for small businesses, will provide the fundamentals for identifying, pursuing, and winning more government contracts. Attendees will leave empowered to immediately put these fundamentals in motion, helping their companies devise winning strategies to increase their bottom line.

Room 23

“MY PROPOSAL HAS BEEN REJECTED! MY AWARD HAS BEEN PROTESTED! WHAT DO I DO?” HOW TO HANDLE PROTESTS IN THE CURRENT ENVIRONMENT, WITH A LEADING EXPERT ANSWERING QUESTIONS

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

In the current Federal Government Contracting environment, protests are a fact of life. Size protests, protests against improper evaluations, protests against Low Price Technically Acceptable awards, etc. In the break-out session planned, Ron Perlman (one of the leading Government Contract attorneys, will deal with situations involving these situations, providing both industry practical and legal information, both strategic and tactical. This session will be of value to anyone involved in the contract proposal or award process.

EXHIBIT HALL

101	103	105	107
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102	104	106	108	
201	203	205	207	209

202	204	206	208	210
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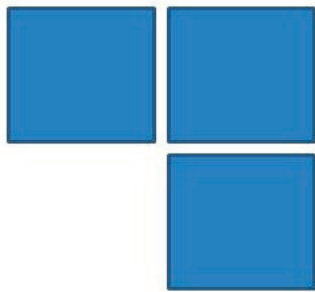
COMPANY NAME	BOOTH #	COMPANY NAME	BOOTH #
AEG GROUP	204	ILLINIOIS PROCUREMENT TECHNICAL ASSITANCE CENTER	103
ARMY SUSTAINMENT COMMAND	208	JIT MILITARY SALES	102
BATTELLE	210	MISSILE DEFENSE AGENCY	106
BIDSPEED	108	PARTNERSHIP FOR DEFENSE INNOVATION	205
CUSTOM MARINE, INC.	206	SILICON FOREST ELECTRONICS, INC.	201
DEPARTMENT OF HOMELAND SECURITY	209	SUPPLY CORE, INC.	203
DESIGN DEPARTMENT, INC.	107	UPI MANUFACTURING	104
DLA AVIATION RICHMOND	105	VAL-FAB, INC.	101
DYNOMAX, INC.	207	WS DARLEY & COMPANY	202

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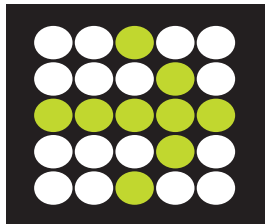


*Working together
we'll get it done.*



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SupplyCore is an integrated logistics solutions company, providing key support services to the United States Government globally and in at-risk environments. Our expertise includes: procurement, warehousing and logistics services, facilities maintenance and management, base operations and support, vehicle and aircraft after-market parts, service and recapitalization, and contingency operations.

SupplyCore's ability to rapidly adapt to new regulations, sudden shifts in demand, and the unique logistical requirements of its customers has made SupplyCore a leader in materiel procurement and supply chain management.

SupplyCore manages thousands of suppliers that provide a wide variety of construction and maintenance materials along with competitive pricing. SupplyCore has an online catalog with more than 350,000 catalog items and welcomes requests for quotes for non-catalog items and services. This lean management means efficient logistics throughput from the factory to the foxhole.

SupplyCore handles non-core functions and provides tailor-made facilities management services to improve the day to day running of the workplace through specialized facilities maintenance and management arrangements.

SupplyCore not only supplies products and services, but acts as an integration agent providing a guaranteed level of performance with its performance-based logistics. We provide shippers, manufacturers, service technicians, trainers and other companies or individuals to provide total support for products, systems and facilities worldwide.



AEG Group Inc. is an integrator for Communication Systems, working mainly on Motorola radio platforms. AEG caters to both domestic and international markets including not only federal government agencies but also industrial, utility, public safety, emergency services and commercial users.

AEG provides tested military-grade solutions in radio-communications and information technology. AEG Group is one of the main Motorola Federal Partners and it prides itself in understanding the government's infrastructure requirements and has aligned its business to support the needs of its federal civilian and military customers. AEG is particularly well positioned to offer end-to-end solutions that enable federal agencies to procure from a single, reliable source.

AEG Group is helping government agencies communicate more easily and effectively by providing land mobile radios, tactical radios, E911 and dispatch center solutions, upgrades, maintenance and repairs to the existing radio equipment deployed. We put our knowledge and experience to work for Department of Defense (DoD) and Civilian agencies to create wireless, land-mobile-radio (LMR), and satellite solutions. As a result, government agencies now share information more rapidly, track their activities more effectively, and ultimately protect America.

We are directly accountable for the success of our solutions and have a thorough understanding of federal contracting regulations to help mitigate contractual or technical compliance tasks.

You can find out more about us by going to aeg-group.com or aegstore.com

