



**Last update: June 26, 2008**

**Monday, July 7, 2008**

9:00 am - 4:00 pm	<b>Conference Registration and Information Desk Hours</b>	<b>Office IV</b>
9:00 am - 4:00 pm	<b>Exhibitor Check-in and Set-up</b>	<b>Augustus/Emperors Ballroom</b>
1:00 pm - 2:30 pm	<p><b>Pre-Conference Session: Federal Contracting 101</b></p> <p>This session revolves around the basics of doing business with the government (state, local or federal) and is intended to provide key information around the four basic elements of doing business: processes, relationships, homework/research, and niche vs. need.</p> <p><b>Moderator:</b>  <a href="#">Mr. Dan F. Sturdivant</a>, Assistant to Director for Outreach / Veteran-owned Small Business Advocate, Department of Homeland Security</p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Mr. Rick Horn</a>, Director, Nevada Procurement Technical Assistance Center</li> <li>• Mr. Timothy G. Tweed, Director, Region Contracting Center-Fort Bragg Installation Contracting Command</li> </ul>	<b>Claudius I</b>
2:30 pm - 3:00 pm	<b>Break</b>	
3:00 pm - 4:30 pm	<p><b>Pre-Conference Session: Federal Contracting 201</b></p> <p>Why does it seem like some vendors have better success in winning contract awards? Are some vendors luckier than others? This session will provide vendors with insight into how to effectively plan and respond to government solicitations (including Requests for Proposals, Invitation for Bids, and Request for Quotes).</p> <p><b>Moderator:</b>  <a href="#">Ms. La Juene Desmukes</a>, Director, OSDBU, Department of Commerce</p> <p><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Mr. Michael Chang</a>, Supplier Diversity / Programs Deputy, Lockheed Martin Space Systems Company</li> <li>• <a href="#">Ms. Wendy Despres</a>, Assistant Director for Subcontracting Policy, DoD Office of Small Business Programs</li> <li>• <a href="#">Mrs. Michele N. McCoy</a>, Branch Chief for Simplified Acquisitions, NOAA, Department of Commerce</li> </ul>	<b>Claudius I</b>
5:00 pm - 7:00 pm	<p><b>EXPO Ribbon Cutting Ceremony and Welcome Reception</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Ms. Tracey L. Pinson</a>, Director, Office of Small Business Programs, U.S. Department of the Army</li> <li>• <a href="#">Mr. Scott F. Denniston</a>, Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs</li> </ul>	<b>Pre-Function I</b>
7:00 pm - 9:00 pm	<p><b>Expo Evening Event</b></p> <p>An Evening with the Stars</p>	<b>Tiberius Ballroom</b>

## Tuesday, July 8, 2008

7:00 am - 5:00 pm	<b>Conference Registration and Information Desk Hours</b>	<b>Office IV</b>
7:00 am - 8:00 am	<b>Continental Breakfast</b>	<b>Tiberius Ballroom Foyer</b>
7:15 am - 7:45 am	<b>Sponsorship Session: Helping Other Vets Help Themselves</b>  This session will provide an opportunity to discuss problems and/or success in obtaining Federal Contracts. It will feature the processes, policies and procedures to become certified as SDVOSBs as well the benefits of affiliation with The Elite SDVOSB Network.  <b>Presenters:</b> <ul style="list-style-type: none"><li>• <a href="#">R.C. "Chuck" Forrest III, PE</a>, National Board, Elite SDVOB Network, President, KMEA</li><li>• <a href="#">Mr. Bob Mulz</a>, Chairman, The Elite SDVOSB Network</li></ul>	<b>Claudius II</b>
8:00 am - 8:30 am	<b>Opening Ceremonies, Presentation of the Colors, Welcome and Opening Remarks</b> <ul style="list-style-type: none"><li>• <a href="#">Ms. Tracey L. Pinson</a>, Director, Office of Small Business Programs, U.S. Department of the Army</li><li>• <a href="#">Mr. Scott F. Denniston</a>, Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs</li></ul>	<b>Tiberius Ballroom</b>
8:30 am - 10:00 am	<b>Executive Order Panel</b>  Federal agencies tasked under Executive Order 13360 will provide an update on action taken and final product delivered. Each agency will also discuss future initiatives that will support the Executive Order.  <b>Moderator:</b> <a href="#">Ms. Tracey L. Pinson</a> , Director, Office of Small Business Programs, U.S. Department of the Army  <b>Presenters:</b> <ul style="list-style-type: none"><li>• Mr. Billy C. Jenkins, Veterans Procurement Liaison, Office of Veterans Business Development, Office of the Assistant Administrator, U.S. Small Business Administration</li><li>• Mr. John Phelps, Chief of Staff, U.S. General Services Administration</li><li>• Mr. Anthony Martoccia, Director, Office of Small Business Programs, U.S. Department of Defense</li><li>• Mr. Frank J. Anderson, Jr., President, Defense Acquisition University</li><li>• Mr. Scott Denniston, Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs</li></ul>	<b>Tiberius Ballroom</b>
10:00 am - 10:30 am	<b>AM Break</b>	
10:00 am - 6:00 pm	<b>Expo Open</b>	<b>Augustus/Emperors Ballroom</b>
10:30 am - 12:00 pm	<b>Legislative Update</b>  This session will discuss the current legislative outlook and objectives, and how legislation can benefit service-disabled veteran-owned small businesses.  <b>Moderator:</b> <a href="#">Mr. Scott F. Denniston</a> , Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs  <b>Speakers:</b> <ul style="list-style-type: none"><li>• <a href="#">Mr. Juan Lara</a>, Staff Director and Council, Subcommittee on Economic Opportunity, House Committee on Veterans' Affairs</li><li>• <a href="#">Mr. Gregory Willis</a>, Staff Counsel, U.S. Senate Committee on Small Business &amp; Entrepreneurship, Majority Staff</li></ul>	<b>Tiberius Ballroom</b>
12:00 pm - 1:30 pm	<b>Awards Luncheon (CVE Awards)</b>  The Center for Veterans Enterprise (CVE) Awards Program has been recognizing significant contributions by organizations and individuals who are dedicated to expanding business opportunities for veterans and service-connected disabled veterans since 2001. The Enterprising Veteran Award is CVE's most prestigious honor. This award recognizes veterans whose quality performance provides advocates with specific success stories, a critical tool in promoting the program nationwide.	<b>Palace Ballroom</b>

1:30 pm - 3:00 pm

**Presenter:**

The Honorable Gordon H. Mansfield, Deputy Secretary of Veterans Affairs,  
U.S. Department of Veterans Affairs

**Concurrent Sessions**

**Getting on the GSA Schedule**

**Claudius I**

This seminar provides an overview of the GSA Schedules program, as well as a step-by-step interactive forum to teach businesses how to prepare a quality offer. Topics include: how to download the appropriate solicitation; what information should be included in the offer; past performance evaluation criteria; the commercial sales practices requirement; what to expect after the proposal is submitted to GSA; and how federal agencies use schedule contractors to fulfill requirements for goods and services. This workshop will also assist businesses in developing new ways to market their products and services once they have a GSA Schedule contract and feature techniques designed to set you apart from your competitors.

**Moderator:**

[Mr. Michael J. Rigas](#), Deputy Associate Administrator, Office of Small Business Utilization, General Services Administration

**Speakers:**

- [Mrs. Floree C. McCullough](#), Industrial Operation Analyst
- [Ms. Pamela Smith-Cressel](#), Director, Regional Office of Small Business Utilization

**The Extra Mile: Vet Support**

**Claudius II**

Government (sponsored) entities educate attendees on the free services and resources they provide to Veteran businesses. Learn about no-cost consulting, low-cost training, and how to remain competitive in the complex marketplace of an ever-changing global economy.

**Moderator:**

[Mr. Scott Denniston](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs

**Speakers:**

- [Mr. Morris R. Hudson](#), Missouri PTAC
- [Mr. James F. Mingey](#), Managing Director, National Economic Opportunity Fund
- [Mr. Don Wilson](#), Association of Small Business Development Centers

**International Business Development**

**Claudius III**

This session will feature the benefits and risks of teaming/partnering with foreign businesses, advantages and disadvantages of doing business in another country, legal issues, rules, regulations and applicable trade agreements. Representatives of the Canadian and Danish Embassy will discuss their current opportunities and the rules that apply.

**Moderator:**

[Mr. Gary Cook](#), Business Development Specialist, IT Marketing Division Customer/Vendor Relations GSA/FSS IT Acquisition Center

**Speakers:**

- [Mr. Jeffrey L. Gray](#), Trade Commissioner, Aerospace and Defence, Canadian Trade Commissioner Service
- [LTC Per Lyse Rasmussen](#), Assistant Defense, Military, Naval and Air Attaché, Defense Industrial Cooperation, Defense Section, Royal Danish Embassy
- [Mr. Gary L. Stanley](#), President, Global Legal Services, PC

**Opportunities in Residential Community Initiatives**

**Claudius IV**

This session on Army's most successful Quality of Life Initiative -- The Residential Communities Initiative Program - will give attendees an overview of the program, a status update, the economic impact it has had on communities and the potential for job opportunities throughout the program. There will also be an opportunity for feedback on the program from various Veteran Organizations.

**Moderator:**

[Mr. Ivan Bolden](#), Chief, Public/Private Division, Assistant Chief of Staff for Installation Management

**Speakers:**

- [Mr. Michael Hale](#), Director of Preconstruction, Actus Lend Lease
- Ms. Dale Andrews, Investment Manager, Pinnacle
- [Ms. Kimberlee Schreiber](#), AVP, Equity Residential

**Classified Contracts & Clearances****Regalium**

Need clearance for your company/staff? Learn how to get started as well as the specific procedures and methods to secure opportunities in classified contracts, clearances, and cleared facilities within the Federal Government.

**Moderator:**

[Ms. Pamela Porter](#), Director, Office of Small Business Programs, National Security Agency

**Speakers:**

- [Ms. Sandra Broadnax](#), National Geospatial-Intelligence Agency (NGA) Director, Small Business Programs
- [Mr. Mark Gross](#), President/CEO, Oak Grove Technologies
- [Mr. Michael Peterson](#), Owner, Petech, Peterson Technology, LLC

3:00 pm - 3:30 pm

**PM Break**

3:30 pm - 5:00 pm

**Concurrent Sessions****Effective Business Development Strategies and Tactics****Claudius I**

Learn about trends and tactics to be more successful in increasing government contracting revenues. How do you identify and qualify new business opportunities to fit your business? Find out how to position your company to win, develop your winning strategies, and discovering business opportunities before they are advertised.

**Presenters:**

- [Ms. Gloria Berthold](#), President and Founder of Marketing Outsource Associates, Inc. and its division, TargetGov
- [Mr. Joseph P. Brady](#), Director Of New Business Development, Research & Development Center, Fort Monmouth

**Job Sourcing****Claudius II**

The Rules of the Recruiting Game are fundamentally changing. With fewer workers and growing demand for talent, recruiters are aggressively pursuing talent on all fronts and the competition for Veterans is intensifying. In this session, presenters will share with participants some key changes in how Veterans are being recruited and cost-effective ways in which you can compete to attract and retain Veterans to your business. Learn new ways of thinking about recruitment and reveal some of the techniques used by leading recruiters to capture Veteran talent.

**Moderator:**

[Ms. Terese M. Herston](#), Director, Service-Disabled Veteran-Owned Small Business Program, SAF/SB

**Speakers:**

- [Mr. John C. Beckett](#), Air Force Survivor Assistance Program Manager, Directorate of Services, HQ USAF
- [Mr. William Offutt](#), Executive Director, Hire Vets First Campaign, Department of Labor
- Dr. Vince Patton, Director, Community Outreach, Military Advantage, Monster Worldwide

**Verification Program: (P.L. 109-461)****Claudius III**

The Department of Veterans Affairs has unique buying authority (P.L. 109-461) that enables personnel to set-aside requirements for veteran-owned small businesses. VA's large prime contractors are required to use businesses that have been officially verified for ownership and control. Participation in the Verification Program is voluntary. However, to be eligible to participate in requirements conducted under the authority of Public Law 109-461, businesses must be verified.

**Presenters:**

- Ms. Gail Wegner, Deputy Director, CVE
- [Ms. Karen Zhussanbay](#), Verification Program Manager, Examinations, U.S. Department of Veterans Affairs, Center for Veterans Enterprise

## Veteran Organizations - Memberships, Benefits, and Resources

Claudius IV

Independent and private veteran organizations explain how they help veterans. These organizations will detail their mission and the benefits of joining their organization.

### Moderator:

[Mr. Scott Denniston](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs

### Speakers:

- [Mr. Chris Hale](#), President, NaVOBA
- [Mr. Bob Mulz](#), Elite SDVOB Network
- [Mr. Richard D. Ramirez](#), President and Founder, United States Association of Veterans in Business (USAVETBIZ)
- [Mr. Richard Weidman](#), Veterans Entrepreneurship Task Force

## Contracting for Medical Services

Regalium

A medical device may be defined as any physical object intended to be used specifically for diagnostic and/or therapeutic purposes. This includes items such as stethoscopes, x-ray machines, prosthetics, and vaccines. This workshop will explain how two of the largest government medical organizations (the Department of Veterans Affairs and Department of the Army) procure medical devices.

### Moderator:

Mr. Dan E. Shackelford, Associate Director for Small Business, U.S. Army Medical Command

### Speakers:

- [Ms. Joyce Nadeau](#), Chief of Policy and Compliance, Health Care Acquisition Activity
- [Mr. Len Nale](#), Director of Medical Sharing Department of Veterans Affairs Prosthetics and Clinical Logistics Office
- [Ms. Doris Richardson](#), RN, MA, MSN, Assist. Deputy Chief Prosthetics and Clinical Logistics Office, Department of Veterans Affairs

## Wednesday, July 9, 2008

7:00 am - 5:00 pm	<b>Conference Registration and Information Desk Hours</b>	<b>Office IV</b>
7:00 am - 8:00 am	<b>Continental Breakfast</b>	<b>Tiberius Ballroom Foyer</b>
7:15 am - 7:45 am	<b>Sponsorship Session: BAE Systems</b>	<b>Claudius II</b>
	<b>Speaker:</b> Ms. Diane G. Dempsey, Director, Small Business Relations, BAE Systems	
8:00 am - 10:00 am	<b>Government Agency Sponsorship Roundtable - The Directors' Dish... The Good, The Bad, and the Ugly</b>	<b>Tiberius Ballroom</b>
	A panel of OSDBU Directors will share "real workplace" examples of what they see on a daily basis from the vendor community: which vendor techniques work, which vendor methods fail and which vendor approaches "crash and burn" before you get through the door. This panel is designed to help you improve your ability to win contracts with the Federal Government.	
	<b>Moderator:</b> <a href="#">Ms. Debbie Ridgely</a> , Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Health and Human Services	
	<b>Speakers:</b> <ul style="list-style-type: none"><li>• <a href="#">Ms. Jeanette L. Brown</a>, Director, Office of Small and Disadvantaged Business Utilization, U.S. Environmental Protection Agency</li><li>• <a href="#">Mr. Glenn A. Delgado</a>, Assistant Administrator, Office of Small Business Programs, NASA</li><li>• <a href="#">Mr. Scott Denniston</a>, Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs</li><li>• <a href="#">Ms. La Juene Desmukes</a>, Director, Office of Small and Disadvantaged Business Utilization, Department of Commerce</li><li>• <a href="#">Mr. Tim Foreman</a>, Director, Office of Small Business Programs, Department of the Navy</li></ul>	

- [Mr. Ronald A. Poussard](#), Director, Office of Small Business Programs, U.S. Department of the Air Force
- [Ms. Denise Rodriguez-Lopez](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Transportation

10:00 am - 10:30 am

**AM Break**

10:00 am - 6:00 pm

**Expo Open**

**Augustus/Emperors Ballroom**

10:30 am - 12:00 pm

**Strategies that Work: Successful Government Contracting**

**Tiberius Ballroom**

Successful (service-disabled veteran-owned) small businesses will present their business profile, provide a brief overview of their business plan, and share the tips and tricks they use to successfully conduct business with the Federal Government.

**Moderator:**

[Mr. James C. Lloyd](#), Assistant to the Director, VOSB/SDVOSB Program Manager, Office of Small Business Programs, U.S. Department of the Army

**Speakers:**

- [Ms. Dawn Halfaker](#), Chief Executive Officer, Halfaker and Associates, LLC
- [Ms. Lani Hay](#), Founder & CEO of Landmark Technology
- [Mr. Anthony R. Jimenez](#), President & CEO, MicroTech, LLC
- [Mr. Charles W. Scott](#), President and Chairman of the Board, J.M. Waller Associates, Inc., SAIC Subcontractor of the Year

12:00 pm - 1:30 pm

**Luncheon**

**Palace Ballroom**

[The Honorable James B. Peake](#), Secretary of Veterans Affairs

1:30 pm - 3:00 pm

**Concurrent Sessions**

**Construction I**

**Claudius I**

This session will focus on issues that small businesses face within the construction industry. Specific topics covered are bonding, subcontracting, and basic fundamental Federal regulations related to construction contracts. The session will also provide you with information that will help you to succeed in the construction contracting arena.

**Moderator:**

[Mr. Anthony Bell](#), Associate Director of Small Business, U.S. Army Corps of Engineers

**Speakers:**

- [COL James B. Balockj](#), Chief, BRAC Division, Office of the Assistant Chief of Staff for Installation Management
- Mr. Serjio Guzman, Dir. Of People and Processes Division, Naval Facilities Engineering Command
- [Mr. Wes Stith](#), Vice President, Clark Construction Group, Purchasing Department

**Services I**

**Claudius II**

This session will focus on challenges specific to service contracts, including staffing, performance-based contracting, response to performance work statements, and some specific focus on IT services as well as doing business w/GSA, DoD and the VA.

**Moderator:**

[Mr. Vince Chaverini Jr.](#), Division Director, Worldwide Operations Division, A/LM/AQM, U.S. Department of State

**Speakers:**

- [Mr. Jim Ghiloni](#), Director of GWAC Programs, U.S. General Service Administration
- [Mr. George Otchere](#), Corporate SB Development Program Office, Science Applications International Corporation
- [Mr. Arthur Salus](#), President, Duluth Travel Inc., A Service Disabled Veteran Owned Business

**Manufacturing I**

**Claudius III**

Learn who buys manufactured supplies for the Federal Government/Primes, where to find information regarding procurement opportunities in this industry, and where to go should you need more information.

**Moderator:**

[Ms. Peggy Glasheen](#), SDVOSB Program Manager, HQs, Defense Logistics Agency

**Speakers:**

- [Mr. Luis E. Garcia-Baco](#), Director, Industrial Base Capabilities, HQ, U.S. Army Materiel Command
- [Ms. Peg Meehan](#), Director, Office of Small Business Programs, HQs, Defense Logistics Agency
- [Mr. Francesco A. Musorrafiti](#), Chairman and Chief Executive Officer, EPS

**Information Technology I**

**Claudius IV**

Getting the Work – Doing the Work: From the Government’s Perspective. This session will provide information on how Government IT purchasing varies by Agency. The following representatives will be available to provide valuable insight into its IT requirements: GSA, Dept of Veterans Affairs, Dept of Homeland Security, Information Technology, E-Commerce, and Commercial Contracting Center (ITEC4).

**Moderator:**

[Ms. Jackie Robinson-Burnette](#), Deputy Associate Director, Army Contracting Command

**Panelists:**

- Ms. Mary Parks, Director, Small Business GWAC Center
- [Mr. David Peterson](#), Chief, IT Acquisition Center, VA Corporate Franchise Data Center, Department of Veterans Affairs
- [Mr. Dennis Smiley](#), Division Director, Information Technology Acquisition Center, Department of Homeland Security
- [Ms. Joann Underwood](#), Division A Branch Chief, ITEC4

3:00 pm - 3:30 pm

**PM Break**

3:30 pm - 5:00 pm

**Concurrent Sessions**

**Construction II**

**Claudius I**

This session will cover construction needs on various military bases around the country. Construction needs include dining facilities, barracks facilities, classroom facilities, administrative facilities, and other types of vertical construction. Both Prime and Sub-Contracting opportunities are available for VOSB/SDVOSBs.

**Moderator:**

[Mr. Jack Beecher](#), Small Business Deputy, North Atlantic Division, U.S. Army Corps of Engineers

**Speakers:**

- [Mr. Gary Bertrand](#), Director of Small Business, Picerne Military Housing
- [Mr. Jerry Franco](#), Chief, Procurement Assistance Division, Office of Small and Disadvantaged Business Utilization, U.S. Department of Transportation
- [COL Alvin B. Lee](#), District Commander, USACE-New Orleans

**Services II**

**Claudius II**

The single greatest area for growth in small business participation in the past has been the services sector. From gate guards to base operating support to major weapon system maintenance, small businesses have demonstrated success with excellent performance. Air Force and Army Procurement officials and a highly successful SDVOSB will offer some timely tips and the Do's and Don'ts with regard to the unique requirements of service acquisition.

**Moderator:**

[Ms. Terese M. Herston](#), Director, Service-Disabled Veteran-Owned Small Business Program, SAF/SB

**Speakers:**

- [Ms. Angelena Moy](#), Program Director, AFPEO/CM
- [Ms. Kathie E. Potter](#), Small Business, SAF/AQCP, USAF
- [Ms. Angela Skodacek](#), General Manager, Group 7 Associates Inc.
- [Ms. Gabrielle Y. Ward](#), HQ Army Contracting Agency (ACA), Director, Operations and Policy

**Industry Breakout: Manufacturing II**

**Claudius III**

This session will feature organizations that provide technical and managerial assistance to small businesses with a desire to enhance their capabilities as Manufacturers.

**Moderator:**

[Ms. Peg Meehan](#), Director, Office of Small Business Programs, HQs, Defense Logistics Agency

**Speakers:**

- [Ms. Teri Lesicko](#), Sr. Business Development Manager, CSSS.NET
- [Mr. David G. Robinson](#), DMSMS IST & GEM Program Manger, Vet-Biz Initiative for National Sustainment (VINS)
- [Mr. Phillip A. Roth](#), Air Force Small Business Solutions Center MTAPP, Program Manager AFOPPO/CCM
- [Mr. Paul Simpkins](#), DOD Office of Small Business Programs, Mentor Protégé Program Manager

**Information Technology II**

**Claudius IV**

Getting the Work – Doing the Work: From the Contractor’s Perspective. This session will focus on ideas to consider when pursuing contracting opportunities and when you’ve won the contract. Topics include: Small Business as the Prime – Strategies small businesses should consider when proposing to do work as the prime contractor; Teaming Arrangements – How to go after and maximize teaming arrangements with businesses, both large and small; Mentoring – Benefits of developing mentoring relationships with large businesses.

**Moderator:**

[Ms. Simone Jackson](#), Associate Director for ACA Information Technology, E-Commerce Commercial Contracting Center

**Speakers:**

- [Ms. Linda Couch](#), Business Development Exec, IBM Small Business Programs, Federal Sector
- [Ms. Michelle McKinney](#), President/CEO M&M Technical Services, Inc.
- [Ms. Rose Wang](#), CEO, Binary Group

**Thursday, July 10, 2008**

6:30 am - 2:00 pm

**Conference Registration and Information Desk Hours**

**Office IV**

6:30 am - 7:30 am

**Continental Breakfast**

**Tiberius Ballroom Foyer**

7:30 am - 9:00 am

**Town Hall**

**Tiberius Ballroom**

The Town Hall is an opportunity for conference attendees to provide feedback and ask questions to several top Federal officials on the VO/SDVO small business program. This is your chance to voice your opinion and engage in a candid discussion on how to improve opportunities for veterans.

**Moderator:**

[Ms. Tracey L. Pinson](#), Director, Office of Small Business Programs, U.S. Department of the Army

**Speakers:**

- [Ms. Jeanette L. Brown](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Environmental Protection Agency
- [Mr. Glenn A. Delgado](#), Assistant Administrator, Office of Small Business Programs, NASA
- [Mr. Scott F. Denniston](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Veterans Affairs
- [Mr. Tim Foreman](#), Director, Office of Small Business Programs, U.S. Department of the Navy
- [Mr. Felipe Mendoza](#), Associate Administrator, Office of Small and Disadvantaged Business Utilization, U.S. General Services Administration
- [Mr. Ronald A. Poussard](#), Director, Office of Small Business Programs, U.S. Department of the Air Force
- [Ms. Debbie Ridgely](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Health and Human Services
- [Ms. Denise Rodriguez-Lopez](#), Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Transportation

9:00 am - 12:00 pm

**Matchmaking Sessions**

**Emperors Ballroom**

10:00 am - 10:30 am

**AM Break**

**Subcontracting**

This session will discuss the opportunities available for small businesses through subcontracting. Further, it will provide information on how to develop successful subcontracting relationships.

**Moderator:**

[Ms. Peggy W. Butler](#), Subcontracting Program Manager, Office of Small Business Programs, U.S. Department of the Army

**Speakers:**

- [Mr. Robert F. Costello](#), Vice President of Materials Acquisition & Management, Lockheed Martin Missiles and Fire Control
- Ms. Mary A. Seabolt, Small Business Programs, DCMA
- Ms. Diane McLaughlin, Small Business Program Administrator, BearingPoint
- [Ms. Lisa Wolford](#), President & CEO, CSSS.NET

**Veteran Business Finance**

Claudius II

This session will feature the basis and purpose of the continuum of loan products offered and guaranteed by SBA for veterans, reservists, spouses and others. Finance experts will discuss the Micro Loan, 7a, 504 and SBIC (Venture and Angel funding) programs, the Military Reservists Economic Injury Disaster Loans, as well as the enhanced Surety Bonding and International Trade lending.

**Moderator:**

[Mr. William D. Elmore](#), Associate Administrator, Office Of Veterans Business Development (VA), U.S. Small Business Administration

**Speakers:**

- [Mr. Eric Colvin](#), Vice President, Small Business Lending, Silver State Bank
- [Mr. Jerry Pinsky](#), MSW, CPRP, Veteran Business Owners Initiative
- [Ms. Deborah M. Prout](#), Executive Director, Nevada Microloan Initiative

**Operational and Digital Security for Small Businesses**

Claudius III

Operating a small business in the post-September 11th world includes security concerns with which only the largest defense contractors used to be concerned. Proper planning, resources, physical security and information technology priorities are the difference between a company's recovery and a company's downfall when faced with an interruption in data availability. This panel will explain how to evaluate physical, operational and digital security needs and avoid dangerous mistakes, as well as look at the trends and technologies in business continuity planning.

**Moderator:**

Mr. Daniel J. Melvin, Jr. , Supervisory Special Agent, Chief, AT/FP Branch, Security Operations Division, HQDA Security and Safety Directorate

**Speakers:**

- Mr. Michael Adams, Special Agent, United States Secret Service
- [Ms. Bethany E. Matz](#), Attorney, Division of Privacy and Identity Protection, Bureau of Consumer Protection, Federal Trade Commission

**Teaming/Joint Venture**

Claudius IV

This session will provide an overview on how to team and establish joint ventures to increase contracting opportunities within the Federal Government.

**Presenter:**

[Mr. Ralph C. Thomas](#), III, Special Counsel, Buchanan Ingersoll & Rooney PC, Washington, DC

**The Vendor Information Pages (VIP) Course Initiative**

Regalium

The Office of the Secretary of Defense (OSD) and Defense Acquisition University (DAU) is working on integrating a VIP segment into CON 260B. The CON 260B course is a basic contracting course for the DoD contracting specialist. The VIP segment will teach the Contract Specialist how to navigate the database to locate SDVOSBs and VOSBs for a particular North American Classification Code System (NAICS) code or keyword. The initial Beta testing is taking place at the 2008 National Veterans Conference in Las Vegas.

**Presenters:**

- [Mr. Tyrone Brown](#), Database Administrator, U.S. Department of Veterans Affairs, Center for Veterans Enterprise
- [Ms. Patricia Gould](#), Training Officer, U.S. Department of Veterans Affairs, Center for Veterans Enterprise

12:00 pm - 1:30 pm

**Luncheon**

**Palace Ballroom**

[Dr. James Finley](#), Deputy Under Secretary of Defense for Acquisition and Technology

1:30 pm - 4:30 pm

**Matchmaking Sessions**

**Emperors Ballroom**

\*Program subject to change.

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