

AGENDA AT-A-GLANCE

Tuesday, February 11, 2020

8:00am – 5:30pm

Conference Registration & Information
Preservation Hall Foyer

8:00am – 4:00pm

Matchmaking Registration & Information
Galerie Booth

9:00am – 12:00pm

Small Business Learning Seminars
Balcony I-J-K-L-M-N

1:00pm – 5:15pm

Pre-Intensive Sessions
Sessions take place simultaneously

1:00pm – 5:00pm

**Advanced Government Contracting for
ANC Executives & Board Members**
Robert Tompkins, *Holland & Knight LLP*;
Walter Featherly, *Holland & Knight LLP*;
Christopher Slottee, *Holland & Knight LLP*
& Robert Misulich, *Holland & Knight LLP*
Bacchus

1:00pm – 3:00pm

**Building a Successful Business Strategy
for Federal Government Sales**
Gloria Larkin, *TargetGov* & Cesar Nader, *X
Corp Solutions, Inc.*
Balconies I-J-K

1:00pm – 3:00pm

**Accelerate your Business: CEO 2% Club &
The Value of Leadership**
Kirk W. McLaren, *Foresight CFO*; Rick Suri,
Georgetown University Lecturer & Roni
Briggs, *OSIYO Group*
Balconies L-M-N

15-Minute Break

3:15pm – 5:15pm

**Resources Available to Take Your Business
to the Next Level**

Moderator: Russell Teter III, *Legacy Wealth*
Panelists: Nicole Tripodi, *FEDinform, LLC*;
Dottie Li, *TransPacific Communications*
& Tamara Murray, *Small Business
Administration*
Balconies I-J-K

**Tools to Enhance Your Accessibility:
Certifications & Schedules**

Moderator: Kevin Brancato, *Bloomberg
Government*
Panelists: Sandra McIntire, *General
Services Administration* & Kiya Perrin,
Small Business Administration
Balconies L-M-N

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3:15pm – 5:15pm	Bidding: Sources Sought, RFPs & Budgets Joshua Frank, <i>RSM Federal</i> ; Donna Freitas, <i>Dmb and Associates</i> Galerie 3
	CMMC Deep-Dive: Legal, Audit & Technical Ed Bassett, <i>NeoSystems LLC</i> ; Eric Crusius, <i>Holland & Knight LLP</i> Iberville
6:00pm – 8:00pm	National 8(a) Association VIP Reception Sponsored by Mahorsky Group, Inc. By Invitation Only – Open to National 8(a) Plus Level Members, Sponsors & Speakers
Wednesday, February 12, 2020	
7:30am – 5:00pm	Conference Registration & Information Preservation Hall Foyer
7:30am – 4:00pm	Matchmaking Registration & Information Galerie Booth
7:30am – 11:00am	Exhibit Hall Set-up Preservation Hall
8:00am – 9:00am	Networking Breakfast Sponsored by NeoSystems LLC Acadia-Bissonet Ballroom
9:00am – 11:00am	Opening Plenary Sessions Acadia-Bissonet Ballroom
	Welcome & Opening Ron Perry , <i>National 8(a) Association</i> & Justin Crossie , <i>Small Business Administration</i>
	Keynote
	Small Business Legal Unplugged: Candid Conversation with SBA Moderator: John Klein, <i>Small Business Administration</i>
11:00am – 7:00pm	Exhibit Hall Open Preservation Hall
12:00pm – 1:15pm	Networking Lunch Sponsored by Tlingit Haida Tribal Business Council Acadia-Bissonet Ballroom
	Networking
	Building Your Pipeline for Success Carlos Garcia , <i>Tlingit Haida Tribal Business Council</i>

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1:30pm – 5:00pm	Matchmaking Galerie 4-5-6
1:30pm – 5:00pm	Educational Breakout Sessions Sessions take place simultaneously
1:30pm – 2:30pm	Access to Capital: Resources for Scaling to Grow Moderator: David Shafer, <i>PilieroMazza PLLC</i> Panelists: Edward Spenceley, <i>Bank of America</i> ; Ken Dodds, <i>Live Oak</i> ; Sue Malone, <i>Strategies for Small Business</i> ; Scott Mahorsky, <i>Mahorsky Group, Inc.</i> ; Trevor Hash, <i>Aegis Security Insurance Company</i> ; Murari Sarangan, <i>Sompo International & Jeff Revis, Mahorsky Group, Inc.</i> Galerie 1
	Getting Acquainted with your Government Procurement Customer Moderator: Candace Waterman, <i>Women Impacting Public Policy</i> Panelists: Janique Hudson, <i>Washington Headquarters Services</i> ; Dr. Ruby Crenshaw-Lawrence, <i>Department of Defense</i> ; Adrianna Clark, <i>Department of Transportation & Tira Patterson, Nuclear Regulatory Commission</i> Galerie 2
	Diversify Your Portfolio: Commercial & Corporate Opportunities Moderator: Angela Washington, <i>Minority Business Development Agency</i> Panelists: Brian Hall, <i>Shell Oil Company</i> ; Danielle Hinz, <i>Amazon & Brandilynn Collins-Garrison, Verizon</i> Galerie 3
	15-Minute Break
2:45pm – 3:45pm	Demystifying the CMMC/DFARS/FedRAMP Triangulation Ed Bassett, NeoSystems LLC; Matt Fogo, NeoSystems LLC Galerie 1
	Teaming for Success: Informal Mentoring, Subcontracts, MPs, JVs, & More Moderator: Jon DeVore, <i>Birch Horton Bitter & Cherot, P.C.</i> Panelists: Ben Skyles, <i>ProSource360</i> ; Francine Morris, <i>National Science Foundation & Kanika Perkins, Small Business Administration</i> Galerie 2

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2:45pm – 3:45pm	Navigating the Federal Financial Regulatory Agencies Acquisition Process Moderator: Marleitha Williams, <i>Board of Governors of the Federal Reserve System</i> Panelists: Claire Lam, <i>Federal Deposit Insurance Corporation</i> & John Moses, <i>U.S. Securities & Exchange Commission</i> Galerie 3
15-Minute Break	
4:00pm – 5:00pm	Everything you Ever Wanted to Know About Compliance Moderator: David Rose, <i>Rose Consulting, LLC</i> Panelists: Chris Porter, <i>FCE Benefits</i> ; Rich Wilkinson, <i>Unanet</i> & Steve Julal, <i>VAAS Professionals</i> Galerie 1
4:00pm – 5:00pm	Upcoming Small Business Opportunities in DoD Agencies Galerie 2 Moderator: Camille Geiger, <i>The Boeing Company</i> Panelists: Marlan Snodgrass, <i>Army Corps of Engineers</i> ; Scott Kiser, <i>Air Force</i> ; Karen Mumford, <i>Defense Intelligence Agency</i> & Arveice Washington, <i>Department of the Navy</i>
	Getting Your Foot in the Door: Subcontracting with Prime Contractors Moderator: Ryan Bradel, <i>Change to Ward & Berry, PLLC</i> Panelists: Jim Schaefer, <i>Relyant Global</i> ; Thosie Varga, <i>L3Harris Technologies</i> & Chireda Gaither, <i>Leidos</i> Galerie 3
5:00pm – 7:00pm	Networking Reception Preservation Hall
Thursday, February 13, 2020	
8:00am – 5:00pm	Conference Registration & Information Preservation Hall Foyer
8:00am – 4:00pm	Matchmaking Registration Galerie Booth
8:00am – 9:00am	Networking Breakfast Sponsored by Bloomberg Government Acadia-Bissonet Ballroom
9:00am – 5:00pm	Exhibit Hall Open Preservation Hall

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9:00am – 11:45am	Opening Plenary Session All sessions in the Acadia-Bissonet Ballroom
9:00am – 9:15am	Welcome & Opening Ron Perry , <i>National 8(a) Association</i>
9:15am – 9:45am	Keynote
	15-Minute Break
10:00am – 11:45am	OSDBU Directors Panel Moderator: Ron Perry, <i>National 8(a) Association</i> Panelists: Glenn Delgado, <i>NASA</i> ; Jimmy Smith, <i>Department of the Navy</i> ; Jean Lin Pao, <i>Department of Housing and Urban Development</i> ; Donna Ragucci, <i>Department of the Treasury</i> ; Scott Kiser, <i>Air Force</i> ; Mauricio Vera, <i>Agency for International Development</i> ; Charles Smith, <i>Department of Energy</i> ; Sharon Ridley, <i>Department of Veterans Affairs</i> ; Kimberly Buehlery, <i>Department of the Army</i> & Michelle Warren, <i>Department of Agriculture</i>
12:00pm – 1:15pm	Networking Lunch Sponsored by NeoSystems LLC Acadia-Bissonet Ballroom
12:00pm – 12:30pm	Networking
12:30pm – 1:15pm	CMMC Deep-Dive: The What & How of CMMC Ed Bassett, <i>NeoSystems LLC</i> & Eric Crusius, <i>Holland & Knight LLP</i>
1:30pm – 5:00pm	Matchmaking Galerie 4-5-6
1:30pm – 5:00pm	Educational Breakout Sessions Sessions take place simultaneously
1:30pm – 2:30pm	2020 & Beyond: Migration from DUNS to EY & FBO to SAM Panelists: Vicky Niblett, <i>General Services Administration</i> & Salomeh Ghorbani, <i>General Services Administration</i> Galerie 1
	Diversify Your Strategy: Targeting Prime Contractors Moderator: Diane Dempsey, <i>BAE Systems</i> Panelists: Rita Brooks, <i>SAIC</i> ; Pat McHugh, <i>Lockheed Martin</i> ; Shawn Ralston, <i>AECOM</i> ; Hudson Oliveira, <i>RTI</i> & Nancy Peters, <i>CACI</i> Galerie 2

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1:30pm – 2:30pm	<p>Past Performance: Obtaining It, Using It & Defending It Moderator: Robert Tompkins, <i>Holland & Knight</i> Panelists: Sydney Cody, <i>Vanguard Pacific</i>; Wallace Sermons, <i>Environmental Protection Agency</i>; Mario Burgos, <i>The Burgos Group & Angela Terry, Small Business Administration</i> Galerie 3</p>
15-Minute Break	
2:45pm – 3:45pm	<p>How Your 8(a) Company can Create a Winning Playbook Kevin Brancato, Bloomberg Government Galerie 1</p>
	<p>CMMC & FedRamp: Cyber Security Requirements Moderator: Edward DeLisle, <i>Offit Kurman</i> Panelists: Michael Baker, <i>General Dynamics Information Technology</i> & Dan Alves, <i>General Dynamics Information Technology</i> Galerie 2</p>
	<p>Straight Talk Direct from Procurement Moderator: Matt Fagnani, <i>National 8(a) Association</i> Panelists: Randall Burleson, <i>Bureau of Engraving and Printing</i>; Karen West, <i>Kansas City National Security Campus</i>; Patricia Brown, <i>Sandia National Laboratories</i> & Juliana Heynes, <i>Department of Energy</i> Galerie 3</p>
15-Minute Break	
4:00pm – 5:00pm	<p>What Does it all Mean? Category Management, Section 809, Best in Class (BIC) Moderator: John Shoraka, <i>GovContractPros, LLC</i> Panelists: Dennis Guadarrama, <i>Air Force</i>; Brad deMers, <i>General Services Administration</i>; Mike Pullen, <i>CGI Federal</i> & Pamela Wilson, <i>Department of the Treasury</i> Galerie 1</p>

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	<p>Decoding Agency Forecasts: Understanding, Planning & Targeting Galerie 2 Moderator: <i>Deltek</i> Panelists: <i>Phillip Juengst, Department of Education; Kay Doane, NASA Stennis Space Center; Paul Ward, USSOCOM; Rupert R. Warner, Jr., U.S. Postal Service</i></p>
	<p>Open Mic with the Experts: Closing Q&A Galerie 3 Robb Wong, <i>Small Business Administration</i> & John Klein, <i>Small Business Administration</i></p>
5:00pm	<p>Conference Concludes</p>