

Agenda SMART PROC 2016

7:00 - 8:00AM	Registration and Breakfast <i>Sponsored by the Maryland Department of Commerce</i>
8:00 - 9:15AM KEYNOTE SESSION Location: Ballroom A	KEYNOTE SESSION <p>SMART brings together leaders from Congress and key Department of Defense, US Army Medical Research and Materiel Command, US Army Communications and Electronics Command, and US Cyber Command and Army Garrison with Commands located in Maryland. These experienced leaders bring over 100 years of combined military knowledge to discuss their overall mission and challenges facing their Command in response to streamlining and Defense cuts. Discussion will include how these changes will affect small businesses in the Maryland and the Mid-Atlantic Region. This session is essential in learning how your business can respond to the broader needs of the Department of Defense in challenging fiscal times.</p> <p>Moderator: Mr. Robert Carullo, Executive Director, SMART</p> <p>Welcome: County Executive Jan Gardner, Frederick County, MD</p> <ul style="list-style-type: none"> • Presentation of Award to Senator Barbara Mikulski, represented by Juliana Albowicz • Secretary Michael Gill, Department of Commerce, State of Maryland • Mr. Tommy Marks, SES, Director, Office of Small Business Programs, U.S. Army • Congressman John Delaney, Maryland's 6th District (Invited) • 2 Star TBD, US Cyber Command (Invited) • Dr. Kenneth Bertram, SES, Principal Assistant for Acquisition, US Army Medical Research and Materiel Command (USAMRMC) • Mr. Jyuji Hewitt, SES, Executive Deputy to the Commanding General, U.S. Army Research, Development and Engineering Command • Colonel Robert O'Brien, Garrison Commander, US Army, Fort Detrick, Maryland
9:15 – 9:30AM	<i>BREAK</i>

<p>9:30 – 10:45AM</p> <p>SUPER SESSION 1:</p> <p>TRACK 1:</p> <p>Location: Ballroom A</p>	<p>U.S. Army Medical Research and Materiel Command (USAMRMC)</p> <p>The U.S. Army Medical Research and Materiel Command will provide small businesses with an understanding of its mission, key programs, and contracting opportunities. Commanders of the program offices will discuss requirements, projected contract needs, and future priorities within the Army budget constraints. The US Army Medical Research Acquisition Activity will help de-mystify for small business how products and services are procured for USAMRMC including helpful tips for responding to RFP's.</p> <p>Moderator & Panelist: Mr. Jerome Maultsby, Assistant Director, Office of Small Business Programs, U.S. Army Medical Research and Materiel Command</p> <ul style="list-style-type: none"> • Colonel Thomas Bundt, Commander, US Army Medical Research Institute of Infectious Disease (USAMRIID) (Invited) • Ms. Kathleen Berst, Deputy Commander, US Army Medical Materiel Development Activity (USAMMDA) • Ms. Laurie Hovermale, Chief Business Operations Division, US Army Medical Research Acquisition Activity (USAMRAA) • Ms. Amanda Cecil, New Products and Ideas Administrator/Management Assistant, Strategic Planning Office, U.S. Army Medical Research and Materiel Command
<p>9:30 – 10:45AM</p> <p>SUPER SESSION 2:</p> <p>TRACK 1:</p> <p>Location: Ballroom B</p>	<p>SUPER SESSION TEAM APG: a Joint US Army Communications and Electronics Command and US Army Research, Development and Engineering Command Brief</p> <p>CECOM is the Army's premier Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) capability providers. The importance of CECOM is increasingly central as technology plays an ever growing role in today's modern warfare. However, recent Army budget cuts will have an impact on the Command. They will discuss the future acquisition forecast on Army Streamlining and the effects it will have on Small Business. Joining CECOM is another leading command at Aberdeen – the Army Research, Development, and Engineering Command (RDECOM) which inspires to empower, unburden, and protect the War fighters to enable the dominance of the Army. RDECOM is the Army's largest technology developer. They focus on providing current operational needs and developing break-through technology for the Soldiers. Senior leaders will discuss changing requirements, rapid acquisition, and the future acquisition forecast.</p> <p>Moderator & Panelist: Mr. Jyuji Hewitt, SES, Executive Deputy to the Commanding General, U.S. Army Research, Development and Engineering Command</p> <ul style="list-style-type: none"> • Mr. John Hedderich, Director, Army Research, Development and Engineering Command, Picatinny (Invited) • Mr. Gary Martin, Program Executive Office Command, Control and

	<p>Communications-Tactical (PEO C3T) (Invited)</p> <ul style="list-style-type: none"> • Mr. Joe Bucci, Deputy Program Executive Officer, Program Executive Officer IEW&S • Mr. Bryon Young, Director, Army Contracting Command – APG • Mr. John O’Brien, SB Business Liaison, Associate Director, Office of Small Business Programs, Aberdeen Proving Ground
<p>9:30 – 10:45AM</p> <p>SESSION 3:</p> <p>TRACK 1:</p> <p>Location: Ballroom C/D</p>	<p>Contracting with the Intelligence Community</p> <p>With more sophisticated threats to our national security from insiders and state actors, the Intelligence Community has an increased mission to protect the homeland in a time of serious fiscal constraints. Contracting with the IC can be challenging with difficult security clearances and limited availability of opportunities. Come learn the unique challenges facing the IC and future requirements to defend our nation.</p> <p>Moderator: Major General Patrick Higgins, US Army Retired, Director Business Development, Goldbelt, Inc.</p> <ul style="list-style-type: none"> • Mr. Charles Stein, Sr. Contracts Advisor Technical Director, National Security Agency • Ms. Sharon Jones, Director, Office of Small Business Programs, Defense Information Systems Agency (DISA) (Invited) • Mr. Michael B. Smith, Executive Director, Office of Selective Acquisitions, Department of Homeland Security, Office of the Chief Procurement Officer (DHS) • Mr. Deon Viergutz, Vice President, Cyber Solutions, Lockheed Martin IS&GS & Intelligence Solutions • Ms. Doreen Harwood, Vice President, Leidos, Inc. • Mr. Ivan Roney, Chief Executive Officer and President, Farfield Systems, Inc.
<p>9:30 – 10:45AM</p> <p>SESSION 4:</p> <p>TRACK 1:</p> <p>Location: Ballroom E/F</p>	<p>Military Construction Opportunities in the Mid-Atlantic Region</p> <p>With its close proximity to Washington, DC and federal facilities, Maryland is positioned to receive over \$1Billion in Military construction projects in FY16 on installations in the Region. This panel will bring leaders from the USACE, IMCOM, USAF, NAVFAC and prime contractors to discuss future construction projects, and who has small business goals on current and future opportunities.</p> <p>Moderator: Ms. Helen Prophet, Executive Director, Frederick County Office of Economic Development</p>

	<ul style="list-style-type: none"> • Mr. Frank Benvenga, Deputy Chief, Programs & Project Management Division U. S. Army Corps of Engineers, Baltimore District (CENAB-PP) • Mr. Kenneth Mitchell, Chief, Minor Construction Division-North, Mission Installation Contracting Command -Atlantic, Ft. Belvoir • Mr. John Barr, Deputy of Civil Engineering, US Air Force Civil Engineer, Andrews Air Force Base • Mr. Richard (Rick) Drake, Construction Director, NAVFAC Washington • Ms. Joey Harmon, General Contractor/Construction Manager, Whiting Turner • Mr. Brad Hunley, Construction Executive, Mortenson Construction
<p>9:30 – 10:45AM</p> <p>SESSION 5:</p> <p>TRACK 1:</p> <p>Location: Monocacy Room in Courtyard</p>	<p>Teaming with Universities for Federal Opportunities:</p> <p>Many colleges and universities perform contract work for the federal government. A significant amount of the nonprofit contracting that occurs through the federal level goes to colleges and universities. The Federal Government provides funding for research and development to the universities through a variety of agreements. The most common are grants and contracts. Grants and contracts are similar in many ways, i.e. they fund university research, but their execution and negotiation are very different. Hear directly from IHEs and HBCUs to understand how you may work with them to reach their goals.</p> <p>Moderator: Mr. Kenneth Blank, Senior Vice President for Health Sciences, Rowan University</p> <ul style="list-style-type: none"> • Mr. Brian Darmody, University of Maryland (Invited) • Ms. Rhonda Billingslea, Contracting Officer, Morgan State University • Ms. Tammi Thomas, Chief of Staff, Bowie State University • Mr. Terry McCune, Mt. St. Mary’s University • Mr. David Weir, Director, Office of Economic Innovation and Partnerships, University of Delaware (Invited)
<p>10:45AM – 11:00AM</p>	<p>BREAK</p>
<p>11:00 – 12:15PM</p> <p>SESSION 6:</p> <p>TRACK: 2</p> <p>Location: Ballroom A</p>	<p>Department of Army Contracting Budget and Analysis for Small Business: Panelists representing the Army’s buying commands will discuss FY17 opportunities</p> <p>If you are struggling to find what you are looking for, this session will uncover the Army small business spend. Even if you're not a company executive or a business development professional, you too can benefit from this session, which focuses on finding Army Small Business opportunities, increasing your Pwin (probability of win) and creating an exceptional past performance record.</p>

	<p>Moderator: Peter Hunter, Associate Director, Office of Small Business Programs, US Army Medical Command</p> <ul style="list-style-type: none"> • Mr. David Christ, Director, Office of Small Business Programs, Army Research Laboratory (Invited) • Ms. Grace Fontana, Army Corps of Engineers, Associate Director, Office of Small Business Programs (Invited) • Dr. Donna Peebles, National Guard Bureau, Associate Director, Office of Small Business Programs • Mr. Lavern Miller, Small Business Office, US Army Special Operations Command
<p>11:00AM – 12:15PM</p> <p>SESSION 7:</p> <p>TRACK 2</p> <p>Location: Ballroom B</p>	<p>Cyber Security: CISO Panel Discussing Challenges Facing Federal Agencies and changing Security Priorities with Transition to a new Administration</p> <p>SMART brings Cyber Security leaders from both the government and industry to discuss the growing threats to federal agencies and future requirements to protect government systems. The panel will consider their respective mission with emerging threats to hardware and software in a COTS environment. Discussion of security of big data, cloud storage, continuous monitoring of wired and wireless systems, and threats to infrastructure. The panelists will provide small business with key insight to federal sector challenges, needs from industry for mission success and understanding of cyber security priorities with transition to a new Administration.</p> <p>Moderator: Ms. Debbie Burrell, President, Burrell International Group, LLC & SMART PROC Chair</p> <ul style="list-style-type: none"> • Mr. Rod Turk, Chief Information Security Officer, Department of Commerce • Christopher Lowe, CISSP, PMP, Chief Information Security Officer, US Department of Agriculture • Mr. Joe Albaugh, Chief Security Officer, Vivint, Inc. • Mr. Adam Roberts, Chief Information Security Officer, Lockheed Martin • Mr. Steve Chafitz, President, e-End
<p>11:00AM – 12:15PM</p> <p>SESSION 8:</p> <p>TRACK 2</p> <p>Location: Ballroom C/D</p>	<p>Prime Contractors & Teaming Agreements: Strategies for Success on IDIQ’s in defining Work Share, Post Award Task Orders and developing a Mentor Protégé Agreement.</p> <p>Hear directly from Prime Contractors as they provide information on sub-contracting opportunities, discuss their top subcontracting NAICS codes tips for teaming agreements, and marketing to capture post - award task orders. Discussion of IDIQ contracts awards, task orders and teaming opportunities will provide small business with insight for doing business with Primes and developing past performance reports. Panelists will discuss</p>

mentor- protégé agreements, work share with subcontractors, benefits for doing business with primes, and helpful tips for small business subcontracting plans.

Moderator: **Mr. Frank Blanchard**, Director of Public Affairs, Leidos Biomedical

- **Ms. Julie McGrath**, General Dynamics Information Technology
- **Ms. Joyce Harris**, Deloitte
- Mr. Wayne Pizer, Vice President Small Business Office, L-3 National Security Solutions (Invited)
- **Dr. Harold Modrow**, Director of Life Sciences, Leidos, Inc.
- **Mr. Voltaire Walker**, Small Business Liaison Officer, Northrop Grumman Corporation
- **Mr. Phil Jaurigue**, CEO, Sabre Systems, SMART Board Chair

11:00 – 12:15PM
SESSION 9:
TRACK 2
Location: Ballroom E/F

Contracting with Federal Health Care Agencies & Prime Contractors: Finding Small Business Funding

Contracting for healthcare and medical R&D bring unique challenges for small businesses. Panelists will provide future requirements and opportunities set-aside for small business and sub-contracting opportunities with prime contractors in this field. Come learn how your small business can connect with the Federal Agencies and Prime Contractors who contract for a variety of services, research, technology and development. Understand which contract vehicles are used by contracting officials and primes.

Moderator: **Ms. Jasmine Stewart**, Vice President, Goldbelt Frontier, LLC

- Mr. Jeffrey Napier, Head of Contracting, Office of Acquisition Services (OAS) Centers for Disease Control (Invited)
- **Mr. Charles Hicks**, Assisted Acquisition Division Chief, National Institutes of Health Information Technology Acquisition and Assessment Center (NITAAC) GWAC Program
- **Mr. James Chestnut**, Senior Contracting Officer, U.S. Food and Drug Administration
- **Mr. Scott Sands**, Director of Contracting, NCO 5, Veterans Health Administration, Department of Veterans Affairs
- **Mr. Steve Grumbach**, Director of Acquisition, Leidos Biomedical, Inc.
- **Ms. Kate McManus**, Small Business Liaison, Westat

<p>11:00 – 12:15PM</p> <p>SESSION 10:</p> <p>TRACK 2</p> <p>Location: Monocacy Room</p>	<p>Business Development, Customer Intelligence and Capture Management Roundtable: Best Practices for Success</p> <p>With federal budgets shrinking, implementing best practices in small business will be vital for success in the federal market space. Learn from legal and business development leaders pitfalls to avoid and best practices to deploy in your business as you decide bid/no-bid decisions. This session will be perfect for both the government contract officer and small business liaison officer to attend to glean the challenges of responding to RFP’s from a small business standpoint.</p> <p>Moderator: Mr. Andrew Brenner, SMART HLS/Cyber Group Chair and Vice President of Customer Solutions, Acumen Analytics</p> <ul style="list-style-type: none"> • Mr. Tom Marcinko, CPA, Partner, Aronson, LLC • Mr. David Affeldt, CEO, Grove Resource Solutions, Inc. (Invited) • Ms. Ellen Embrey, Managing Partner, Stratitia, Inc. and 2c4 Technologies (Invited) • Mr. James Norris, Vice President, Sabre Systems, Inc. • Mr. Masai Troutman, CEO, Masai-Tech, Inc. • Mr. Richard Lewis, President, Financial Counselors, Ltd, • Mr. James Bratten, Chief Executive Officer and President, EZGOVOPPS
<p>12:00 – 1:00PM</p> <p>Location: Courtyard Exhibition Hall</p>	<p>LUNCH <i>Sponsored by Leidos Biomedical Research, Inc. and Leidos, Inc.</i></p>
<p>1:15 – 2:30PM</p> <p>SESSION 11:</p> <p>TRACK 3</p> <p>Location: Francis Scott Key Ballroom A</p>	<p>Contracting with the Army Medical Command</p> <p>Army streamlining and efficiencies have divided how Army Medical Command contracts for services and products. This session provides Senior leaders from Army MEDCOM to address upcoming requirements, and future opportunities at Joint Base San Antonio and provides insight into MEDCOM regional offices. With the rising cost of healthcare MEDCOM has unique challenges. Panelists will discuss how small business can provide needed support to their mission to care for the warfighter and their families.</p> <p>Moderator: Mr. Lamont “Monte” Kapec, Head of the Contracting Activity, US Army Medical Command</p> <ul style="list-style-type: none"> • Mr. Peter Hunter, Associate Director, Small Business Programs, Army Medical Command • Lieutenant Colonel Carl J. Gorkos, Chief, Regional Health Contracting Office – Atlantic

	<ul style="list-style-type: none"> • Cheryl Miles, U.S. Army Medical Research Acquisition Activity
<p>1:15 – 2:30PM</p> <p>SESSION 12:</p> <p>TRACK 3</p> <p>Location: Ballroom B</p>	<p>Strategic Sourcing, IDIQ’S and GWAC’s: Key IDIQ/GWAC’s contract vehicles, Teaming and Pursuing Task Orders – What You Need to Know to be Successful</p> <p>This session will bring leaders from the government and industry to discuss the future of strategic sourcing and it will affect small business and contract vehicles. More and more contract shops are choosing to use GWAC and IDIQ’s. Panelists will show you how to identify the key contract vehicles for your services/products, compete for task orders, enforcement of small business plans, and how to market to IDIQ winners for post award task orders. This session will be very insightful for small business in strategizing future business development.</p> <p>Moderator: Ms. Tamera Rush, President, Tenax Tech</p> <ul style="list-style-type: none"> • Mr. Charles Hicks, Supervisory Contracting Officer, National Institutes of Health Information Technology Acquisition and Assessment Center (NITAAC) GWAC Program • Mr. Michael B. Smith, Executive Director, Office of Selective Acquisitions, Department of Homeland Security (DHS), Chief Procurement Office • Ms. Alexandra Rouse, Professional Services Program Management Executive (Acting), OASIS, U.S. General Services Administration (GSA) (Invited) • Ms. Darlene Coen, Deputy Program Manager SEWP / NASA • Dr. Harold Modrow, Acting Life Sciences Director, Leidos, Inc., MPRD IDIQ
<p>1:15 – 2:30PM</p> <p>SESSION 13:</p> <p>TRACK 3</p> <p>Location: Ballroom C/D</p>	<p>Small Business Opportunities: How to understand future requirements and develop business pipelines when information is difficult to acquire; best practices from Small Business Offices and Industry leaders</p> <p>The objective of this panel is to help the small business community learn how they should position their company to compete for federal procurements. Leaders from various Offices of Small Business Programs, OSDBUs and the SBA will provide companies insights on how your company can become more competitive with their technical proposal and pricing in a “Lowest Price Technically Acceptable” market. Get insight to finding forecasts, understanding missions, contacting program offices, and traditional and non-traditional methods for success. Discover what the Small Business Office can do for you and why it is important to work with them.</p> <p>Moderator: Mr. John Barsa, Business Development Director, Goldbelt, Inc.</p> <ul style="list-style-type: none"> • Mr. Robert Connolly, Director, Office of Small Business Programs, US Department of Justice

	<ul style="list-style-type: none"> • Mr. George Price, Director, Office of Small Business Programs, US Department of State • Mr. Kenneth Carkhuff, Deputy Associate Director, NAVAIR Office of Small Business Programs • Ms. Valerie Robinson, Business Opportunity Specialist, Small Business Administration, Baltimore District Office • Ms. Christy Jackiewicz, National Director, Office of Customer Care and Outreach, Office of Small Business Utilization, General Services Administration • Mr. Jerome Maultsby, Associate Director, Office of Small Business Programs, US Army Medical Research and Materiel Command • Ms. Jackie Wolfe, Small Business Specialist, Maryland Procurement Technical Assistance Program
<p>1:15 – 2:30PM</p> <p>SESSION 14:</p> <p>TRACK 3</p> <p>Location: Ballroom E/F</p>	<p>Contracting with Maryland State Government: Understanding Maryland Opportunities, Future Requirements, the MBE Process and Opportunities for Small Business</p> <p>Just like the federal government, Maryland has multiple purchasing offices to contract services and supplies for the State of Maryland. The Department of Budget and Management is one of four Statewide Procurement Control Agencies in the Executive Branch of Maryland State government. DBM's area of procurement control is services. The State Treasurer's Office (STO) controls banking, investment, other financial services, insurance, and insurance-related services. The Department of General Services (DGS) controls commodities and supplies, maintenance, capital equipment, capital construction and architectural and engineering; and the Department of Information Technology (DoIT) controls information technology. Join these panelists discussing how to do business in Maryland, and understanding the Maryland procurement process.</p> <p>Moderator: Mr. Richard Griffin, Director, City of Frederick Office of Economic Development</p> <ul style="list-style-type: none"> • Ms. Cristen Ervin, Training and Outreach Coordinator, Department of General Services (DGS) • Mr. Sachin Bhatt, Director of Procurement, Maryland Department of Information Technology (DoIT) • Maryland Department of Transportation, Minority Business Enterprise (MBE) (Invited) • Mr. Eduardo D. Hayden, Small Business Outreach Manager, Governor's Office of Minority Affairs • Mr. Dana Dembrow, Assistant Director of Procurement, Office of Procurement

	and Support Services (OPASS)
2:00 – 3:30PM	BEER & WINE TASTING & CHEESE NETWORKING RECEPTION
Location Courtyard Exhibit Hall	Showcasing Maryland Wineries & Brewery: Red Shedman Farm Brewery, Black Ankle Vineyards and Linganore Winery
3:30PM	<i>CLOSING REMARKS AND DRAWING</i>
Location: Courtyard Exhibit Hall	