

WORKSHOP #1 TUESDAY, 14TH AUGUST

101 Doing Business with the Government

This session is designed to provide tools and resources for marketing your business.

- How Do You Complete the Registration Process – SBA
- How to Create a Capability Statement – PTAC
- How to Market Your Company – Navy & Industry

Speakers:

Ms. Linda Coakley, PCR
SBA San Diego District Office

Mr. Eric Duncan, Deputy for Small Business
Naval Surface Warfare Center, PHD

Ms. Rachel Fisher
San Diego Contracting Opportunities Center

Mr. Michael Chang
Lockheed Martin

Classroom 31BC

102 Responding to a Request for Proposal – Understanding Sections L&M

This session is designed to inform small businesses of the importance of following Sections L and M of the solicitation.

Speaker:

Ms. Susan Burrows, Associate Director OSBP
Space & Warfare System Command

Classroom 32AB

103 Contracting Vehicles that Changed the Procurement Environment

This session is designed to give small businesses increased awareness of various contract vehicles.

- Seaport-e
- Multiple Award Contracting
- Broad Agency Announcements
- Strategic Sourcing

Speakers:

Ms. Sarah Ward, Contracting Officer Seaport-e
Naval Sea System Command

Ms. Emily Harman, Associate Director OSBP
Naval Air Systems System Command

Classroom 33BC

WORKSHOP #2 TUESDAY, 14TH AUGUST

201 Small Business Programs

This session is designed to provide small businesses with an overview of Small Business Programs

- Service-Disabled Veteran-Owned Small Business
- HUBZone Small Business
- Small Disadvantaged Business
- Women-Owned Small Business

Speakers:

Ms. Linda Coakley, PCR
SBA San Diego District Office

Classroom 31BC

202 Marketing to Prime Contractors / Subcontracting Opportunities

This session is designed to provide small businesses with information on how to market as subcontractors to Government Prime Contractors.

Speakers:

Ms. Rochelle Lowe
SAIC

Mr. Michael Chang
Lockheed Martin

Classroom 32AB

203 Enhance Your “WIN” Percentage

This session is designed to provide small businesses with increased knowledge into partnering and technical assistance.

- SBA Mentor-Protégé Program
- DOD/Navy Mentor-Protégé Program
- Defense Small Business Technology and Readiness Resource (DSSTARR)

Speakers:

Mr. Ming Yee
SBA San Diego District Office

Ms. Oreta Stinson, Deputy Director
Navy Office of Small Business Programs

Ms. Teri Lesicko, Program Manager
SAGE Systems Technologies
DSSTARR

Classroom 33BC

WORKSHOP #3 WEDNESDAY, 15TH AUGUST

301 Small Business Opportunities

This session is designed to give small businesses avenues of doing business with the federal government.

- DoD E-Mail
- Purchase Card
- NECO / FEDBIZOPPS
- Navy Seaport-e

Speakers:

Ms. Janet Hand, Small Business Specialist
Naval Air Warfare Center Weapons Division

Ms. Linda Ryan, Deputy for Small Business
Naval Facilities Engineering Command, Southwest Division

Classroom 31BC

302 Regulatory Updates

This session is designed to provide small businesses with an overview of current regulatory actions that impact the Small Business Program.

Speaker:

Julie Krnc, Assistant Director
Department of Defense, Office of Small Business Programs

Classroom 32AB

303 Continuity of Operations

This session is designed to provide small businesses with an overview of business continuity, IT, and business support services.

Speaker:

Mr. Michael O'Dell
Nortel Government

Classroom 31AB

WORKSHOP #4 WEDNESDAY, 15TH AUGUST

401 Contractor Administrative Requirements

This session is designed to give small businesses knowledge of the e-Government initiatives requirements.

- WAWF
- ORCA

Speakers:

Mr. Eric Ferraro
Navy SPS/WAWF Project Director

Ms. Rachel Fisher
San Diego Contracting Opportunities Center

Classroom 31BC

402 Are You Ready for Cost Type Contracts?

This session is designed for small businesses to see if they have the approved systems for cost type and contingency contracts.

- Cost Contracting
- Performance Based Contracting

Speaker:

Ms. Sylvia Wofford, Branch Manager
Defense Contract Audit Agency, San Diego

Classroom 32AB