

## KEY BENEFITS OF ATTENDING:

- ▶ Learn firsthand about available business opportunities with government and leading large businesses
- ▶ Exchange information and ideas directly with senior leaders of government and small business
- ▶ Meet government decision makers who set policies and conduct acquisitions
- ▶ Small businesses: Discuss opportunities with DoD, SBA, VA and Large Businesses

# 14<sup>th</sup> Annual Small Business Conference

*SMALL BUSINESS & THE MILITARY:  
SUCCESS THROUGH PARTNERSHIP*

NOVEMBER 17-18, 2010  
[WWW.NDIA.ORG/MEETINGS/1430](http://WWW.NDIA.ORG/MEETINGS/1430)

HILTON McLEAN TYSONS CORNER ▶ McLEAN, VIRGINIA

EVENT #1430

# 14<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

## OBJECTIVE & SCOPE

Providing for the Nation's security requires an effective partnership between the military and the small business community. Small business is "big business" in the U.S. Military Services.

This conference brings together leaders of the industry small business community and the government (Small Business Administration, Department of Defense and Veterans Administration) to discuss timely topics, including recent changes affecting small businesses.

Participants will include key government decision makers from Washington to field commanders who conduct acquisitions. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

Breakout sessions will be presented on timely subjects of special interest. The agenda offers a variety of topics designed to meet the varying needs of contractors present.

## WEDNESDAY, NOVEMBER 17, 2010

1:00 pm Registration Opens

3:00 pm **ADMINISTRATIVE REMARKS**

3:05 pm **WELCOME**

► MG Barry Bates, USA, *Vice President, Operations, NDIA*

3:10 pm **OPENING REMARKS**

► LTG James H. Pillsbury, USA, *Deputy Commanding General, Army Materiel Command (AMC)*

3:40 pm **CONTINUING OPPORTUNITIES FOR SMALL BUSINESSES**

► LTG William N. Phillips, USA, *Principal Military Deputy, Assistant Secretary of the Army (Acquisition, Logistics and Technology) and Director, Acquisition Career Management*

4:10 pm **UPDATE ON THE STATE OF THE ARMY SMALL BUSINESS PROGRAM**

► Ms. Tracey L. Pinson, *Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army*

4:45 pm **OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS**

► Dr. Christian Lundblad, *Edward M. O'Herron Distinguished Scholar & Associate Professor of Finance, The University of North Carolina at Chapel Hill, Kennan-Flagler Business School*

5:15 pm **THE OUTLOOK FOR SMALL BUSINESS**

► Ms. Karen Hontz, *Director, Office of Government Contracting, Small Business Administration*

5:45 pm - 7:45 pm **RECEPTION IN DISPLAY AREA**

## THURSDAY, NOVEMBER 18, 2010

7:00 am Registration & Continental Breakfast

7:50 am **ADMINISTRATIVE REMARKS**

7:55 am **RECOGNITION OF THE AMC SMALL BUSINESS PERSON OF THE YEAR**

- ▶ Ms. Nancy Small, *Director, Small Business Programs, AMC*

8:05 am **KEYS TO SMALL BUSINESS SUCCESS**

- ▶ Mr. John Kavazanjian, *President and CEO, Ultralife Corporation*

8:40 am **BUSINESS OPPORTUNITIES**

- ▶ “Family of Medium and Heavy Tactical Vehicles”  
*Mr. Travis Schmuhl, Segment Commodity Manager for Defense, Oshkosh Defense Corporation*
- ▶ “Department of Veterans Affairs”  
*Mr. Tim J. Foreman, Executive Director, Office of Small and Disadvantaged Business Utilization*
- ▶ “Defense Logistics Agency (DLA)”  
*Ms. Peg Meehan, Director, Office of Small Business Programs, DLA*
- ▶ “Enhanced Army Global Logistics Enterprise”  
*Mr. Michael R. Hutchison, Acting Executive Director and Principal Assistant Responsible for Contracting (PARC), Rock Island Contracting Center*

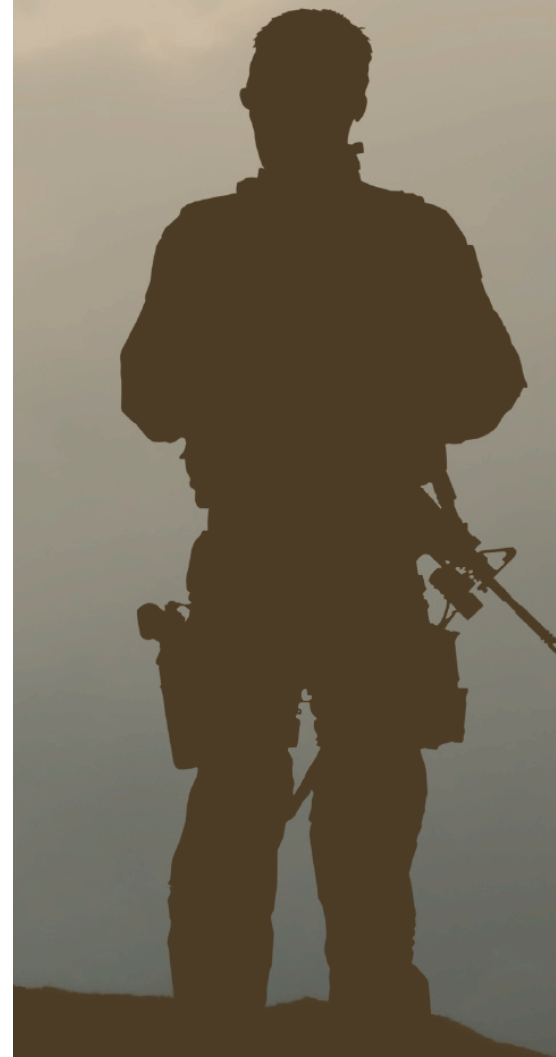
10:10 am **BREAK**

10:30 am **PANEL: “OPEN QUESTION PERIOD”**

Moderated by Mr. Jeffrey P. Parsons, *Executive Director, Army Contracting Command*

- ▶ Mr. Bryon Young, *Executive Director and Principal Assistant Responsible for Contracting (PARC), RDECOM Contracting Center*
- ▶ Ms. Cathy Dickens, *Executive Director and PARC, AMCOM Contracting Center*
- ▶ Mr. Stephen Carrano, *Deputy Executive Director and PARC, National Capital Region Contracting Center*
- ▶ Mr. Harry P. Hallock, *Executive Director and PARC, TACOM Contracting Center*
- ▶ Mr. Michael R. Hutchison, *Acting Executive Director and PARC, Rock Island Contracting Center*
- ▶ Mr. Edward G. Elgart, *Executive Director and PARC, CECOM Contracting Center*
- ▶ Mr. Bruce B. Berinato, *Executive Director and PARC, JM&L Contracting Center*
- ▶ Ms. Sarah Corley, *PARC, U.S. Army Mission and Installation Contracting Command (MICC)*
- ▶ Ms. Valerie Lester, *PARC, Surface Deployment and Distribution Command (SDDC)*

11:45 am **LUNCH IN BALLROOM C**



## THURSDAY, NOVEMBER 18, 2010 CONT.

### 1:00 pm - 3:20 pm **BUSINESS OPPORTUNITIES FAIR**

Representatives of each AMC major subordinate command (Life Cycle Commands and the Army Contracting Command), plus the National Guard; Corps of Engineers; and Defense Logistics Agency; will be present to discuss future business opportunities, and to address individual contractor concerns.

### 1:00 pm - 3:20 pm **BREAKOUT SESSIONS - SPECIAL INTEREST TOPICS:**

The following topics will be presented during the afternoon. Presentations will begin at 1:00 p.m., with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation and comments/questions.

TOPICS	1:00 – 1:40 pm	1:50 – 2:30 pm	2:40 – 3:20 pm
Tips and Opportunities Available for Small Businesses		Fairfax Room	Fairfax Room
Preparing Your Proposals to Win More Contracts	McLean Room		McLean Room
Enhancing Your Business Opportunities Through Organizational Branding & Strategic Communications	Amphitheater <i>(lower level)</i>		Amphitheater <i>(lower level)</i>
Small Business Innovative Research (SBIR) Opportunities	Sully Room <i>(lower level)</i>	Amphitheater <i>(lower level)</i>	
Industry Partnership Opportunities with AMC		Sully Room <i>(lower level)</i>	Sully Room <i>(lower level)</i>
IT and Professional Services Business Opportunities	Gunston Room <i>(lower level)</i>	Gunston Room <i>(lower level)</i>	
Visit our Business Opportunities Fair	Ballroom A	Ballroom A	Ballroom A

## TIPS AND OPPORTUNITIES AVAILABLE FOR SMALL BUSINESSES

▶ *Mr. Jim Regan, Executive Director, Procurement Technical Assistance Program, George Mason University*

An overview of local and Internet based resources which can help companies more effectively pursue their government business objectives. In addition to how to find local resources and the services available through nationwide programs, such as Small Business Development and Procurement Technical Assistance Centers (PTAC), the presentation will highlight a number of sites that any company interested in government procurement must have as part of their knowledge base. Many of these, such as GSA's Federal Supply Schedule Virtual University and Federal Procurement Data Base, are extracted from one of the more popular George Mason University's PTAC seminars entitled "Internet for Government Contractors."

## PREPARING YOUR PROPOSALS TO WIN MORE CONTRACTS

▶ *Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command*

This breakout session is designed to help Small Businesses compete more effectively under RFPs where award will be made on a Source Selection Trade-off basis. Topics include (a) how to better read and understand the RFP evaluation criteria and basis of award, (b) responding to evaluation criteria involving assessments of Proposal Risk (e.g. Technical Approach) and Performance Risk (Past Performance), (c) when to expect the conduct of discussions, (d) understanding the Government's Source Selection decision making process for selecting the winner, and (e) top messages and tips for competing more effectively.

## ENHANCING YOUR BUSINESS OPPORTUNITIES THROUGH ORGANIZATIONAL BRANDING AND STRATEGIC COMMUNICATIONS

▶ *Ms. Janet Chibocky, Founder & CEO, JANSON Communications*

This session is designed to increase the participant's understanding of "Strategic Communications" and their importance to a firm's market positioning and program relevancy. Various approaches to applying strategic communications will be discussed along with lessons learned on how such approaches, when properly applied, can provide critical tools for helping to influence and engage different stakeholder groups. It will also discuss the use of planning and execution tied to research, data analysis, branding and effective messaging, and how they contribute to an effective strategic communications strategy.

## SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) OPPORTUNITIES

▶ *Mr. M. John Smith, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command*

This session provides attendees with the description of, and the means to, participate in R&D opportunities funded through the two Army programs with an annual budget of approximately \$244M. SBIR funds high impact, dual-use technology projects deemed critical to the Army in ten broad areas of Science and Technology. The overall objectives of SBIR are to stimulate technological innovation, increase small business participation in federal R&D, increase private sector commercialization of technological advances developed with federal R&D, and increase participation by woman-owned and socially and economically disadvantaged small businesses. STTR joins the talents of small businesses and research institutions to quickly move ideas from the laboratory to the marketplace.

## INDUSTRY PARTNERSHIP OPPORTUNITIES WITH AMC

▶ *Mr. Alan Lee, Team Leader, Industrial Base Capabilities Division, G-4, HQ AMC*

This session will provide information on the Army Materiel Command (AMC) Partnership Program to include defining a partnership, the goal and objectives of the program, examples of current partnerships, and how your firm might participate in the program. AMC has significant industrial capabilities in its depots and manufacturing arsenals, which can be used to supplement work by private sector firms in meeting defense requirements and performing some commercial work. These capabilities include facilities, specialized equipment and tooling, and an available trained workforce. AMC's goal is to develop mutually beneficial relationships that build on the strengths of each partner and create increased value.

## IT AND PROFESSIONAL SERVICES BUSINESS OPPORTUNITIES

▶ *Ms. Karen Baker, Assistant Associate Director, Office of Small Business Programs, National Capitol Region Contracting Center (NCRCC)*

This organization has responsibility for providing contract services in the National Capitol area for both Information Technology (hardware, software, and IT services), and Professional Services including: administrative support; studies & analysis; and human relations. Ms. Baker will discuss contracting opportunities available and offer suggestions on how to successfully conduct business with NCRCC.

General Session:  
Ballroom A-B

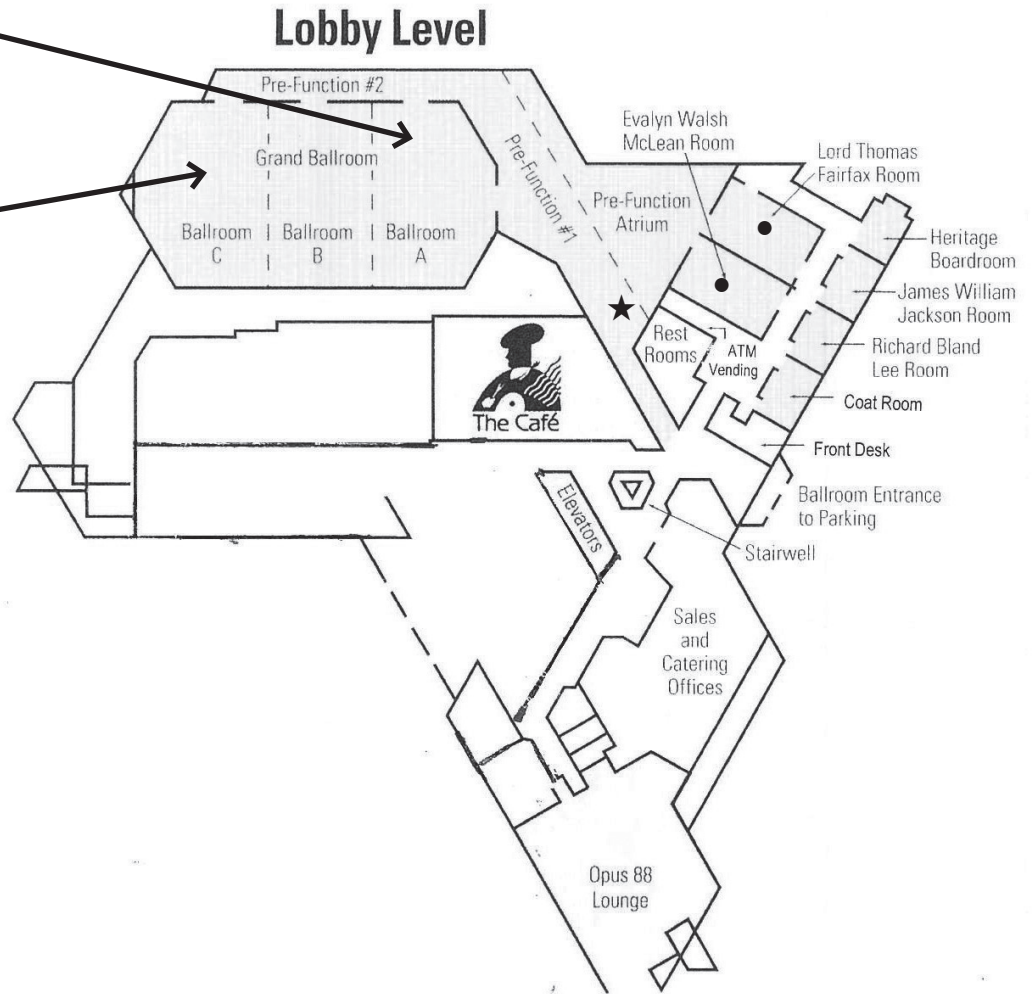
Breakout Sessions:

- Fairfax Room
- McLean Room

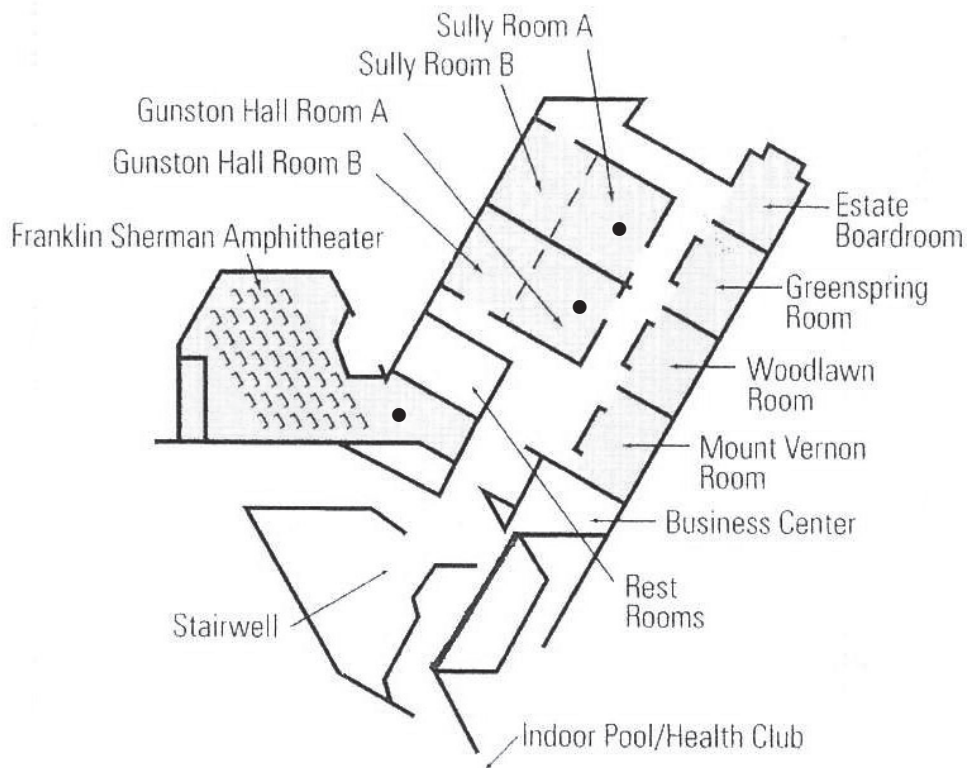
★ Registration

Lunch will be served in Ballroom C

**HOTEL MAP - LOBBY LEVEL**



## Lower Level



### Breakout Sessions:

- Sully Room
- Gunston Hall
- Amphitheater

HOTEL MAP - LOWER LEVEL

## SPEAKER BIOGRAPHIES



### **LTG JAMES H. PILLSBURY, USA, DEPUTY COMMANDING GENERAL, ARMY MATERIEL COMMAND (AMC)**

Lieutenant General James H. Pillsbury assumed the duties as the U.S. Army Materiel Command's Deputy Commanding General on December 8, 2008. Lieutenant General Pillsbury is also serving as the Executive Director for Conventional Ammunition.

Lieutenant General Pillsbury graduated from Trinity University, San Antonio, Texas, with a Bachelor of Arts Degree in History. He also holds a Master of Science Degree in International Relations from Troy State University. His military education includes the Infantry Officer Basic Course, Transportation Officer Advanced Course, U.S. Army Command and General Staff College, and the U.S. Army War College.

Prior to his current assignment, Lieutenant General Pillsbury served as AMC's Deputy Chief of Staff for Logistics and Operations, G-3, from July 2007 to October 2008 and as the Commander of the U.S. Army Aviation and Missile Life Cycle Management Command from December 2003 to July 2007.

Lieutenant General Pillsbury has served in a variety of command and staff assignments. He was commissioned as a second lieutenant in May 1973 and began his military career as a mortar platoon leader and later support platoon leader, with the 2d Battalion, 47th Infantry, 9th Infantry Division, Fort Lewis, Washington. Early in his career, he served as a platoon leader, detachment commander, and company executive officer and commander.

From 1991-1993, he served as Commander, 8th Battalion, 101st Aviation Regiment, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky; from 1993-1994 he served as Executive Officer, Force Development, Aviation Division, Office of the Deputy Chief of Staff for Operations and Plans, U.S. Army, Washington, DC; and from 1995-1997 he served as Commander, Division Support Command, 101st Airborne Division (Air Assault), Fort Campbell. Lieutenant General Pillsbury also served as Assistant Division Commander (Support), 10th Mountain Division (Light), Fort Drum, New York, from 1997-1998.

His joint assignments include Chief, Sustainability, Mobilization Plans and Exercises Division, J-4, from 1998-1999; Deputy Director, Logistics, Readiness and Requirements, J-4, from 1999-2000; and finally as Commander of the Defense Distribution Center, Defense Logistics Agency, New Cumberland, Pennsylvania, from 2000 to 2002. From 2002 to October 2003, he was assigned as Deputy Chief of Staff, G-4, U.S. Army Europe and Seventh Army, Germany.

His awards and decorations include the Army Distinguished Service Medal, Defense Superior Service Medal (with Oak Leaf Cluster), Legion of Merit (with two Oak Leaf Clusters), Bronze Star Medal, Meritorious Service Medal (with two Oak Leaf Clusters), Joint Service Medal, Army Commendation Medal (with 2 Oak Leaf Clusters), Army Achievement Medal, Joint Meritorious Unit Award (with three Oak Leaf Clusters), National Defense Service Medal (with two Bronze Stars), and the Parachutist, Senior Army Aviator, Air Assault, Joint Chiefs of Staff Identification, and Army Staff Identification Badges.

Lieutenant General Pillsbury is married to the former Becky Ryan and has a son Michael and his wife Amanda, and a daughter Katherine.



## SPEAKER BIOGRAPHIES

### **LTG WILLIAM N. PHILLIPS, USA, PRINCIPAL MILITARY DEPUTY, ASSISTANT SECRETARY OF THE ARMY (ACQUISITION, LOGISTICS, AND TECHNOLOGY) AND DIRECTOR, ACQUISITION CAREER MANAGEMENT**

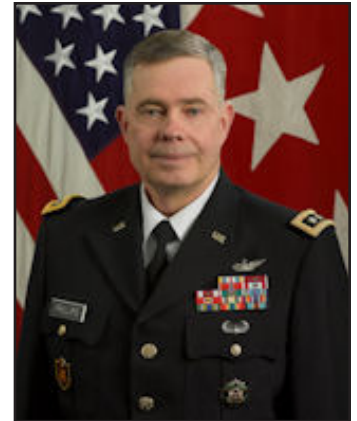
LTG William N. (Bill) Phillips became the Principal Military Deputy to the Assistant Secretary of the Army (Acquisition Logistics and Technology) and Director, Acquisition Career Management on 1 February 2010. In his previous assignment, he was the Commanding General, Joint Contracting Command-Iraq/Afghanistan in Baghdad, Iraq from February 2009 to January 2010.

Prior to that assignment, LTG Phillips served as Commanding General, Picatinny Arsenal, New Jersey; Program Executive Officer Ammunition; and Commander, Joint Munitions and Lethality Life Cycle Management Command from May 2007 to January 2009. He also served as Deputy Program Executive Officer, Aviation, Redstone Arsenal, Alabama.

Commissioned a Second Lieutenant of Field Artillery on 28 May 1976, LTG Phillips entered Active Duty at Fort Sill, Oklahoma serving with 3rd Battalion, 18th Field Artillery. In 1979, he completed Rotary Wing Aviation Training at Fort Rucker, Alabama and was assigned to 25th Infantry Division, Schofield Barracks, Hawaii. He was later assigned to United States Army Aviation Center, Fort Rucker joining the Aviation Branch. In 1986, LTG Phillips completed a Training With Industry tour with McDonnell Douglas Helicopter Company in Mesa, Arizona and was assigned to Army Aviation Systems Command as the Contracting Officer for AH-64 Apache, AH-1, UH-1 aircraft, and Assistant Program Manager for Longbow Apache. He deployed as Chief of Contracting, Joint Task Force Bravo, Honduras. In 1991 he was assigned as Aviation Brigade S1, 2nd Infantry Division, Korea. In 1992, LTG Phillips was assigned as Chief of Flight Operations, Defense Plant Representative Office (DPRO), Boeing Helicopters, Philadelphia. From July 1994 to June 1996, he commanded DPRO McDonnell Douglas, Huntington Beach. In June 1997, LTG Phillips was assigned as Director for Information Management for the Assistant Secretary of the Army (Research, Development and Acquisition) and managed the Army's Procurement Information Systems. He commanded Defense Contract Management San Francisco from September 1999 to June 2001. From July 2001 to August 2004 he served as Director, Unit Set Fielding and Acting Director of Integration for the Army G-8.

LTG Phillips holds a Bachelor of Science Degree from Middle Tennessee State University, Master of Science Degree in Procurement and Materials Management from Webster University, and Masters of Personnel Management, Troy State University. He is a graduate of Command and General Staff College, Defense Systems Management College, and Industrial College of the Armed Forces. His awards include the Defense Superior Service Medal, Legion of Merit (3 OLC), Bronze Star Medal, Defense Meritorious Service Medal (1 OLC), Army Meritorious Service Medal (2 OLC), Army Commendation Medal (2 OLC), Joint Service Achievement Medal, Iraq Campaign Medal, and Army Staff Identification Badge. In 2001, he was named the Army's Acquisition Commander of the Year.

LTG Phillips is a native of Bell Buckle, Tennessee and is married to the former Marilyn Hopkins of Shelbyville, Tennessee.



## SPEAKER BIOGRAPHIES

### **MS. TRACEY L. PINSON, DIRECTOR, SMALL AND DISADVANTAGED BUSINESS UTILIZATION, OFFICE OF THE SECRETARY OF THE ARMY**

Ms. Tracey L. Pinson became the Director for Small and Disadvantaged Business Utilization, Office, Secretary of the Army in May 1995. Ms. Pinson advises the Secretary of the Army and the Army Staff on all small business procurement issues and is responsible for the implementation of the Federal acquisition programs designed to assist small businesses, including small disadvantaged businesses and women-owned businesses. She is responsible for the management of the Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) program, and develops policies and initiatives to enhance their participation in Army funded programs. As one of the top females in the Army's acquisition career field, she is responsible for the integration of small businesses, HBCUs and MIs in acquisition strategies developed at the Army Headquarters. She also provides management and oversight for the Army's Mentor-Protégé Program.

From 1986 – 1995, Ms. Pinson served as Assistant to the Director, Office of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense. During this time frame she served as the program manager of the DOD Small Disadvantaged Business Program and the HBCU/MI Program. In this capacity she was responsible for developing acquisition policy for the military departments and Defense agencies relative to contracting with small disadvantaged businesses and HBCUs/MIs. She also developed the implementation strategy for the DOD Mentor-Protégé Program resulting in over 250 participants with a budget allocation as high as \$120 million. This program has served as the model-mentoring program for all Federal government agencies.

Upon graduation from law school in 1982, Ms. Pinson participated in the Lyndon Baines Johnson Internship Program with the U.S. House of Representatives. She worked in the Congressional office of Representative Augustus Hawkins and was responsible for constituent affairs and legislative analysis. From November 1982 to June 1986, she served as Counsel to the Committee on Small Business, U.S. House of Representatives and Special Counsel to the late Representative Joseph P. Addabbo. In this capacity, she was responsible for drafting legislation and analyzing federal policies and procedures impacting the small and minority business community.

Ms. Pinson was born in Washington, D.C. She received a Bachelor of Science Degree in Political Science from Howard University. She also received a law degree from Georgetown University Law Center. She is a member in good standing of the Maryland Bar Association and the National Contract Management Association. She resides in Silver Spring, Maryland with her husband Darryl Dennis and daughter Maya.

### **DR. CHRISTIAN LUNDBLAD, EDWARD M. O'HERRON DISTINGUISHED SCHOLAR & ASSOCIATE PROFESSOR OF FINANCE, THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL, KENNAN-FLAGLER BUSINESS SCHOOL**

Christian Lundblad researches empirical asset pricing issues and international finance, with a specialization in emerging market development.

He served as a financial economist at the Federal Reserve Board in Washington, D.C., where he advised the Board of Governors on international financial market developments.

He joined UNC Kenan-Flagler after holding a faculty position at Indiana University.

He received a PhD in financial economics and a master's degree in economics from Duke University. He earned his BA in economics and English literature with highest honors from Washington University in St. Louis.

## SPEAKER BIOGRAPHIES

### **MS. KAREN HONTZ, DIRECTOR, OFFICE OF GOVERNMENT CONTRACTING, SMALL BUSINESS ADMINISTRATION**

Karen was appointed to this position in May 2008. In her position, Karen oversees the Small Business Prime and Subcontracting federal procurement programs, the development of size standards, small business federal procurement policy development in general, nonmanufacturer waivers, certificates of competency, and size and status protests. She is a member of the Chief Acquisition Officers Council and is the Chair of the Council's Small Business Task Force. She serves on the board governing the Integrated Acquisition Environment.

Karen has been with the SBA since 1991 and has held many positions within the agency including Counselor to the Administrator, a previous time as Director Government Contracting and Associate Deputy Administrator for Congressional and Legislative Affairs. She has served two details to Senator Snowe on the Senate Small Business Committee as well as a detail to the Office of Management and Budget. Karen worked for the Department of Defense in Panama and Turkey in budgeting positions.

Before joining the federal government, Karen was employed in the private sector as a lobbyist for a large multi-national conglomerate that included among its subsidiaries movie companies, sports teams, financial services companies and sugar plantations. Karen also worked in the banking industry.

Karen holds a bachelor's degree in business administration and economics from Furman University and a master's degree in political science from George Washington University.

### **MR. JOHN KAVAZANJIAN, PRESIDENT AND CEO, ULTRALIFE CORPORATION**

Mr. Kavazanjian was elected as the Company's President and Chief Executive Officer effective July 12, 1999 and as a Director on August 25, 1999. Prior to joining the Company, Mr. Kavazanjian worked for Xerox Corporation from 1994 in several capacities, most recently as Corporate Vice President, Chief Technology Officer, Document Services Group. From 1992 until 1994 he was the Senior Vice President, Operations for Kendal Square Research Corporation, a high performance computer manufacturer. Mr. Kavazanjian also serves on the Board of Directors of Newark-Wayne Community Hospital.

### **MR. TRAVIS SCHMUHL, SEGMENT COMMODITY MANAGER FOR DEFENSE, OSHKOSH DEFENSE CORPORATION**

Mr. Travis Schmuhl is the Defense Segment Manager of Defense Global Procurement. In his current role, Mr. Schmuhl is responsible for sourcing management, strategic supplier relationship management, cost management, implementation of new suppliers to production, and new product development.

Schmuhl joined Oshkosh Corporation in 2004 where he has held positions of increasing responsibility before transitioning to the Defense Global Procurement Group in 2006. In the Defense Global Procurement Group, Schmuhl has had various responsibilities including Purchasing Agent, Divisional Commodity Manager and his most recent position of Defense GPCS Segment Manager which he has held since October 2009. Schmuhl has a Bachelor of Arts degree in Technology Education with a minor in Mechanical Engineering from the University of Stout, Wisconsin.

## SPEAKER BIOGRAPHIES

### **MR. TIM J. FOREMAN, SES, EXECUTIVE DIRECTOR, OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION**

Mr. Foreman was selected as the Department of Veterans Affairs (DVA) Executive Director for the Office of Small and Disadvantaged Business Utilization. He is responsible for setting the overall small business policies, objectives and strategies designed to enhance small & veteran business prime and subcontracting opportunities within the DVA. Prior to his appointment at the DVA, Mr. Foreman was the Navy's Director for Small Business Programs. In that capacity, Mr. Foreman reported directly to the Secretary of the Navy. Additionally Mr. Foreman has extensive experience in the Office of the Secretary of Defense, Office of Small Business Programs, to include leading many Federal Acquisition Regulations (FAR) and Defense FAR Supplement (DFARS) cases to implement statutory and regulatory change to small business prime and subcontracting programs. He also acted as the office lead for legislative initiatives, GAO and DoD IG cases involving various small business issues.

Mr. Foreman is a recipient of the "2004 Patriot Administrator Award" by the Association of Service Disabled Veterans on April 7, 2005 in a Capitol Hill Ceremony. He is a graduate of the Brookings Institution's "LEGIS FELLOW PROGRAM" program, the Federal Executive Institute (FEI) "Leadership for a Democratic Society Program" and the prestigious "Senior Officials National Security (SONS)" program from Harvard University. Mr. Foreman has worked for the Senate Committee on Small Business as the Committee's Senior Procurement Advisor. He worked closely with Committee members and their staffs to develop small business procurement issues. Specially, Mr. Foreman drafted the Historically Underutilized Business Zone (HUBZone) and the Anti-Bundling legislation which can be found in Public Law 105-135.

Mr. Foreman served as a senior price analyst in the Office of the Secretary of Defense. He also served on the Defense Acquisition Regulation Contract Cost Principles Committee. His responsibilities included policy development in the cost principles area, as well as special studies and other accounting issues. Mr. Foreman holds a Bachelor of Science degree and a Masters in Business Administration degree from the University of Dayton and a Masters of Accounting degree from American University in Washington, DC. He also successfully completed the "Contemporary Executive Development" program, George Washington University.

Mr. Foreman was commissioned a second lieutenant in the U.S. Army in 1970. After completion of his active duty military obligation he began his civil service career as a financial analyst in the Defense Contract Administration activity in Dayton, Ohio.

### **MS. PEG MEEHAN, DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS, DLA**

Peg is the Director of the Defense Logistics Agency (DLA), Office of Small Business Programs. She is responsible for the successful implementation and execution of the Agency's Small Business Program and the DOD Procurement Technical Assistance Program. Prior to her return to DLA, Peg was an Assistant Director for Small Business Programs in the Office of the Under Secretary of Defense (AT&L) where she implemented and managed the Subcontracting Program. She also developed and implemented Department-wide Small Business Program training; was the functional advisor to the Defense Acquisition University on small business matters; and was, for a short time, DOD's Women-owned Small Business program manager.

Peg joined OSD from the Defense Contract Management Agency (DCMA) Headquarters (HQs) where she was instrumental in implementing their HQs Small Business Office at the agency's inception and later served as their Combat Support Operations first and sole contracting representative. Prior to DCMA, Peg was the Assistant Director for SB at DLA HQs where she was the primary liaison between DLA HQs and its field contracting offices on all matters relating to the SB and other socioeconomic programs. She was an active member of the FAR Council's Small Business Committee, the Regional Council for Small Business Education and Advocacy and was the DLA focal point for all small business policy matters. She represented DLA and DCMA on many formal and ad hoc working groups tackling contemporary small business issues. During Peg's initial years at DLA HQs, she was the agency's first Grants Officer for the DoD Procurement Technical Assistance Program.

Peg has over 35 years of experience in acquisition/contract management. Starting in the 1970's Peg was a contract specialist at DLA's Defense Personnel Support Center. During the 1980's she worked for the Defense Contract Administrative Services Region (DCASR) Philadelphia, first performing Contactor Purchasing System Reviews as a lead procurement analyst and later as a Termination Contracting Officer. She also served as the Termination Settlement Division Chief.

## SPEAKER BIOGRAPHIES

### **MR. MICHAEL R. HUTCHISON, ACTING EXECUTIVE DIRECTOR AND PRINCIPAL ASSISTANT RESPONSIBLE FOR CONTRACTING (PARC), ROCK ISLAND CONTRACTING CENTER**

Mr. Michael R. Hutchison serves as Executive Director (Acting) and Principal Assistant Responsible for Contracting for the Rock Island Contracting Center, located on Rock Island Arsenal, Ill. In this position he serves as the center's senior civilian procurement and production authority, supporting the acquisition requirements of the U.S. Army Sustainment Command, the Joint Munitions and Lethality Life Cycle Management Command – Rock Island, and the Joint Theatre Support Contracting Command – Iraq/Afghanistan.

Mr. Hutchison advises the commanding generals of all three commands on the total acquisition process, including policy development, compliance and review, contract pricing, contract management, and associated support. As the Principal Assistant Responsible for Contracting for all three commands, he is responsible for staff supervision and management of major contracting areas including Chemical Demilitarization, the Logistics Civil Augmentation Program, Army Prepositioned Stocks, reachback contracting for Southwest Asia and the Contract Support Staff.

Mr. Hutchison has oversight of more than 400 contracting personnel and in excess of \$80 billion worth of contracts. Mr. Hutchison provides leadership and vision to the RICC, and has been instrumental in developing the organizational culture that has resulted in the RICC's receipt of numerous honorary awards for excellence, including the David Packard Award for Acquisition Excellence (2005), the Army Acquisition Excellence Award (2006), the Small Business Contract Specialist of the Year (2007), the Besson Award (2007, two categories, and 2009, one category), and the Secretary of the Army Excellence in Acquisition Award (2006 and 2007).

He is a member of the Army Acquisition Corps and is Level III certified. His previous acquisition assignments include Deputy Director of the Rock Island Contracting Center, Rock Island, Ill.; Deputy Director of Acquisition Center and Chief, Contracting Support Division, U.S. Army Sustainment Command, Rock Island, Ill.; Procurement Analyst, Office of the Deputy Chief of Staff for Research, Development and Acquisition, U.S. Army Materiel Command, Alexandria, Va.; Procurement Analyst, Office of the Inspector General, U.S. Army Materiel Command, Alexandria, Va.

Mr. Hutchison has a Masters in National Resource Strategy, Industrial College of the Armed Forces and a Bachelors in Business Administration, St. Louis University, Missouri.

He has received the Army Acquisition Excellence Award 2009 (Team: Transforming the Way We Do Business), the Secretary of Defense Medal for the Global War on Terrorism – 2009, the Secretary of the Army Excellence in Contracting Award 2008 (Team: Equipping and Sustaining Our Soldiers' Systems), the Commander's Award for Civilian Service – 2004 and the Achievement Medal for Civilian Service – 1991. Mr. Hutchison is a member of the National Defense Industrial Association and the Professional Development Committee for Army Career Program 14 (CP-14).

## SPEAKER BIOGRAPHIES

### **MR. JEFFREY P. PARSONS, EXECUTIVE DIRECTOR, ARMY CONTRACTING COMMAND**

Mr. Jeffrey P. Parsons is the Executive Director of the U.S. Army Contracting Command (ACC), a major subordinate command of the U.S. Army Materiel Command (AMC). The ACC provides global contracting support to Warfighters through the full spectrum of military operations. Mr. Parsons commands over 5,500 military and civilian personnel worldwide, who award and manage over 245,000 contractual actions valued at more than \$100 billion per fiscal year. He exercises command and procurement authority over two subordinate commands, the Mission and Installation Contracting Command and the Expeditionary Contracting Command; and also leads seven major Contracting Centers which support AMC's other major subordinate commands and Life Cycle Management Commands. Mr. Parsons was appointed to the Senior Executive Service on December 15, 2003.

Prior to assuming his current position, Mr. Parsons served as the Director of Contracting, Office of Command Contracting, Headquarters, AMC, Fort Belvoir, Virginia. Responsibilities from the Office of Command Contracting transitioned into the Army Contracting Command. Mr. Parsons continues to serve as the Principal Advisor to the Commanding General of AMC and her staff on all contracting matters and as the AMC Career Program Manager for the Contracting and Acquisition Career Program, with responsibility for the recruitment, training, education, and professional development of the civilian and military contracting professionals who are part of the acquisition workforce.

Prior to his appointment to the Senior Executive Service, Mr. Parsons was the Director of Contracting, Headquarters, U.S. Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio, where he retired from active duty as an Air Force Colonel after 26 years of service. He was responsible for developing and implementing contracting policies and processes to annually acquire \$34 billion in research and development, production, test, and logistics support for Air Force weapon systems. He was directly responsible for the training, organizing, and equipping of more than 3,000 contracting professionals.

Mr. Parsons' contracting career began in 1977 as a base procurement officer supporting the 90th Strategic Missile Wing at F. E. Warren Air Force Base, Wyoming. He held a variety of positions as a contracting officer with a wide range of experience touching on all aspects of systems, logistics, and operational contracting. He was the Director of Contracting for a multi-billion dollar classified satellite program operated by the National Reconnaissance Office and served twice as a plant commander in the Defense Contract Management Agency. Mr. Parsons also held several key staff positions at Headquarters, U.S. Air Force, the Air Force Secretariat, and with the Office of the Secretary of Defense, in which he was responsible for the development, implementation, and management of integrated, coordinated, and uniform policies and programs to govern DoD procurement worldwide.

Mr. Parsons received his bachelor's degree in Psychology from St. Joseph's University, Philadelphia, Pennsylvania, and holds two masters degrees – one in Administration with a concentration in Procurement and Contracting from George Washington University, Washington, D.C., and the other in National Resource Strategy from the National Defense University. He is a graduate of the Industrial College of the Armed Forces and the Defense Systems Management College Executive Program Management Course. Mr. Parsons holds the Acquisition Professional Development Program's highest certifications in contracting and program management. He also is a Certified Professional Contracts Manager, National Contract Management Association.

## SPEAKER BIOGRAPHIES

### **MR. BRYON YOUNG, EXECUTIVE DIRECTOR AND PRINCIPAL ASSISTANT RESPONSIBLE FOR CONTRACTING (PARC), RDECOM CONTRACTING CENTER**

Mr. Bryon Young is the Executive Director of the U.S. Army Research, Development and Engineering Command Contracting Center, a major contracting center of the U.S. Army Contracting Command, located at Aberdeen Proving Ground, Maryland. He was appointed to the Senior Executive Service in November, 2004. In his capacity as Executive Director, Mr. Young manages and leads a geographically dispersed contracting center responsible for executing over 21,000 contracting actions valued in excess of \$6.5 billion in support of Army-wide research and development efforts and mission critical contracting for warfighter, PEO and institutional Army customers. Additionally he serves as the Principal Assistant Responsible for Contracting to the Commander, Research, Development and Engineering Command, which, like ACC, is also a major subordinate command of AMC.

Mr. Young graduated from the University of Delaware (with high honors) in 1976 and subsequently earned a Master of Science in Business Administration from Boston University. He is dual-certified at Level III in the Army Acquisition Corps for Contracting and Program Management. His professional education and training includes the Defense Systems Management College Program Manager's Course and Executive Program Manager's Course, the U.S. Army War College and the U.S. Army Command and General Staff College.

Mr. Young's previous key acquisition assignments include; Director, U.S. Army Mission and Installation Contracting Command, U.S. Army Contracting Command (Provisional), in the Army Materiel Command at Fort Belvoir, Virginia.; Director of the U.S. Army Contracting Agency in Falls Church, Virginia; Director, Information Technology, E-Commerce and Commercial Contracting Center; Deputy Director, Army Contracting Agency; Chief of Staff, Army Contracting Agency; Director for Contracting, Assistant Secretary of the Army-Acquisition, Logistics and Technology; Commander, DCMA Raytheon; Commander, DCMA Milwaukee; Chief Procurement Division, DPSC-Europe; and Procurement Team Chief, U.S. Army Missile Command.

Prior to being assigned to the Army Acquisition Corps, Mr. Young served for 13 years as an Air Defense Officer in Army operational assignments primarily in the XVIII ABN Corps, 101st Airborne Div (Air Assault), 32nd Army Air Defense Command, and as an ROTC instructor at Princeton University. Some of his prestigious awards include the Defense Superior Service Medal, Legion of Merit, Defense Meritorious Service Medal, Meritorious Service Medal, Army Commendation Medal and the Army Achievement Medal. He is a member of the Association of the United States Army and the National Defense Industrial Association.

### **MS. CATHY DICKENS, EXECUTIVE DIRECTOR AND PARC, AMCOM CONTRACTING CENTER**

Ms. Dickens is the Executive Director of the AMCOM and SMDC/ARSTRAT Contracting Center, a major contracting center of the Army Contracting Command. The center provides contracting and acquisition support for aviation, missile and space systems/subsystems, technologies and support services. In this capacity she directs over 700 civilian and military personnel located at seven geographic sites who administer over \$110 billion dollars in active contracts. They also executed over 80,000 contractual actions totaling \$24 billion in obligations in Fiscal Year 2010. The center is located on Redstone Arsenal, Alabama.

She is the top acquisition authority, consultant, and advisor to the Commanding Generals of the Aviation and Missile Life Cycle Management Command, the U.S. Army Space and Missile Defense Command and the Army Forces Strategic Command. Her previous assignments include the Director, Logistics Modernization Program Integration, U. S. Army Aviation and Missile Command, Redstone Arsenal; Director, Aviation Logistics Directorate, Acquisition Center, AMCOM; Director, Maintenance and Special Projects Directorate, Acquisition Center, AMCOM; Chief, Long Term Contracting Division, Acquisition Center, AMCOM; Chief, Acquisition Planning Division, Acquisition Center, AMCOM; Competition Advocate, Competition Management Office, AMCOM; Team Chief, Missile Logistics, U. S. Army Missile Command, AMCOM; Contract Specialist, Strategic Defense Command, Huntsville, Ala.; and Contract Specialist/Contracting Officer, AMCOM.

Ms. Dickens is Level III certified in the Army Acquisition Corps for Contracting and Level I certified in the Army Acquisition Corps for Program Management. Ms. Dickens has received the Civilian Meritorious Service Award (3), the Superior Civilian Service Award (2), the Secretary of the Army Specialized Contracting Award and the Frank S. Besson Award. She is a member of the National Defense Industrial Association and the Association of the United States Army.

## SPEAKER BIOGRAPHIES

### **MR. STEPHEN CARRANO, DEPUTY EXECUTIVE DIRECTOR AND PARC, NATIONAL CAPITAL REGION CONTRACTING CENTER**

As Deputy Director of ITEC4, Mr. Carrano oversees the activities involving the award of approximately \$1.5 billion a year in new acquisitions for Army and other DoD and Federal Organizations. He is leading ITEC4's organizational change to build itself into the Army's center of choice for information technology and commercial contracting. He has over 20 years experience in the acquisition career field most of which has been for the acquisition of information technology. Experience has included assignments as Principle Assistant Responsible for Contracting (PARC), division chief, acquisition manager, contracting officer, contract specialist, and procurement analyst. In 1988, Mr. Carrano went to work for the US. Army Information Systems and Selection Agency (USAISSAA), the Army's designated agency for the acquisition of information systems. In October 2002, Mr. Carrano was reassigned to ITEC4 as its Deputy Director and special Competition Advocate.

Mr. Carrano is also the Acquisition Career Management Advocate (AMCA) responsible for career development of ITEC4 employees. From 1988 to 2001, Mr. Carrano served as an Acquisition Management Officer who supervised teams with the authority to award contracts and modifications at USAISSAA/CAC-W involving Research and Development of weapon systems as well as support for major information technology consisting of hardware, software, maintenance, integration, technical and other support services. He represented the Army by being the Acquisition and Evaluation Team lead on DoD's Standard Procurement System project from 1995 to 1997.

Mr. Carrano served as senior procurement analyst from 1984 to 1988 at the Office of the Army's Director for Information Systems for Command, Control, Communications and Computers (DISC4). In this capacity, Mr. Carrano provided assistance to the Army's Staff and Secretariat for initiation, development and recommendation of contracting policies, procedures, and guidance and control Army contracting agencies. Mr. Carrano provided advice and interpreted regulation and policies issued by the General Services Administration, the Office of Management and Budget, the Department of Defense, and the Department of Army to the DISC4 concerning the procurement of information systems.

In 1975, Mr. Carrano graduated from Eastern New Mexico University with a Bachelor's degree in Business Administration (BBA). In 1976 he received a Master of Business Administration (MBA) from Eastern New Mexico University. He has continued his professional education by attendance at University of Southern California, Army Management Staff College (AMSC), DoD's Information Recourse Management College (IRMC), University of Virginia Darden School of Business, and the Federal Executive.



## SPEAKER BIOGRAPHIES

### **MR. HARRY P. HALLOCK, EXECUTIVE DIRECTOR AND PARC, TACOM CONTRACTING CENTER**

Mr. Harry Hallock is the Executive Director of the TACOM Contracting Center, a part of the Army Contracting Command, and also serves as the TACOM Life Cycle Management Command senior civilian procurement and production authority. In this capacity he advises the TACOM LCMC Commanding General on the total acquisition process, including policy development, compliance and review, contract pricing, contract management and associated support. The TACOM Contracting Center is headquartered in Warren, Michigan.

The TACOM Contracting Center ensures war-fighting readiness for the Soldier by providing contracting and acquisition support for ground combat, tactical vehicles, small arms, chemical/biological systems, targetry, supporting services, associated consumable parts, and the Future Combat Systems.

Mr. Hallock directs over 800 civilian and military personnel located at six geographic sites who administer over \$119 billion dollars in active contracts and executed over 28,000 contractual actions totaling \$30.5 billion in obligations in Fiscal Year 2008. He has contracting and career management responsibility for contracting offices located at Rock Island Arsenal, Anniston Army Depot, Red River Army Depot, Sierra Army Depot, Watervliet Arsenal, and the Joint Manufacturing and Technology Center, Rock Island Arsenal.

Mr. Hallock was appointed to the Senior Executive Service on May 13, 2007. Prior to his appointment he was the Associate Director for Operations and prior to that served as Chief of the R&D and Installation Support Contracting Division. In this role, he was responsible for the oversight of contract execution and administration for the \$21 billion System Design and Development phase of the Army's Future Combat Systems program.

Mr. Hallock has contracting and systems acquisition experience with both Tactical and Combat systems managed by TACOM, the Program Executive Office for Ground Combat Systems, and the PEO for Combat Support & Combat Service Support Systems. As Associate Director for the Heavy Combat Commodity Business Unit, he oversaw contracting and logistics support efforts for the M1 Abrams Tank program and related heavy combat vehicle systems.

He holds a Bachelor of Science degree in Business Administration from the University of Delaware and a Master of Science degree in Program Management from the Naval Postgraduate School, Monterey, Calif. He is level III certified in Contracting, Program Management and Logistics.

He continues to serve as the Army Acquisition Support Center's Acquisition Career Management Advocate for the Acquisition and Technology Workforce in Warren, Michigan, and the entire North Central region. He is also the Acquisition Career Manager for the contracting workforce in Warren, and is responsible for training and development of all CP14, 1102 Career Field employees.

Mr. Hallock received the Department of the Army Achievement Medal for Civilian Service in 1991 and the Department of the Army Commander's Award for Public Service in 1997.

## SPEAKER BIOGRAPHIES

### **MR. EDWARD G. ELGART, EXECUTIVE DIRECTOR AND PARC, CECOM CONTRACTING CENTER**

Edward G. Elgart is the Executive Director of the CECOM Contracting Center, U.S. Army Contracting Command, with locations at Aberdeen Proving Ground, Maryland; Fort Huachuca, Arizona; Fort Belvoir, Virginia; Tobyhanna Army Depot, Pennsylvania; and Fort Monmouth, New Jersey. He also serves as the Principal Assistant Responsible for Contracting for that activity and the TAO. He is responsible for contracting to acquire and support Army and joint command, control, communications, computers, intelligence, surveillance, and reconnaissance systems, estimated at \$12-15 billion annually.

Twice during his career Mr. Elgart has served as the Acting Deputy Assistant Secretary of the Army for Procurement: August 2000 - January 2002 and May 1997 - May 1998. In that capacity he was responsible for oversight and policy for all Army procurements, acquisition excellence and reform, and advocacy for the industrial base, as well as the proponent for the Army contracting career field. He completely revised Army procurement regulations and source selection policies during that assignment. In partnership with the user community, he helped define doctrine for contractors on the battlefield. Mr. Elgart also was the Army's Competition Advocate General during that time. He was instrumental in directing resources to reconstitute Army procurement operations in the Pentagon following the September 11, 2001, attack.

From 1985-1989 Mr. Elgart served in a variety of management positions with the Defense Logistics Agency, culminating as the Director of Contract Management for Defense Contract Administration Services Region Chicago where he was responsible for the administration of 18,000 defense contracts valued in excess of \$19 billion. Mr. Elgart entered the Senior Executive Service in June 1989, and has twice been a recipient of the Presidential Meritorious Executive Rank Award (in 1996 and 2002). He is a Fellow of the National Contract Management Association and previously served as Fort Monmouth Chapter President and Executive Director. He was appointed to the Executive Advisory Council in 2005. His awards and decorations include two Secretary of the Army Decorations for Exceptional Civilian Service, two Meritorious Civilian Service awards, the Honorable Order of Saint Barbara, the Signal Corps Regimental Association Bronze Order of Mercury and the Army Staff Identification Badge. He was the first recipient of the Acquisition Career Management Advocate of the Year award and was presented with the Secretary of the Army Professionalism in Contracting Award (Civilian) in 2000. He is Level III Certified in Contracting and in Program Management Oversight. In 2009 he was awarded the Certificate in Public Leadership from the Brookings Institute.

Mr. Elgart holds membership in numerous professional associations and is a member of the Army Acquisition Corps and the American Mensa Society. He has published numerous articles on the field of government contracting and has taught graduate courses in that field at Fairleigh Dickinson University. Mr. Elgart is a graduate of the Federal Executive Institute and the Command and General Staff Officer Course. He is also a graduate of the Brookings Institute-University of North Carolina Leadership 2000 program, the Aspen Institute Executive Seminar, the Program for Executives in Logistics and Technology at the University of North Carolina, the Center for Creative Leadership and the DoD Joint Executive Management Program.

He has a Bachelor's in Biology from Kean University and a Masters in Business Administration from Fairleigh Dickinson University. He was named a 2010 Distinguished Alumni by Kean University and by Brookdale Community College in 2004.

## SPEAKER BIOGRAPHIES

### **MR. BRUCE B. BERINATO, EXECUTIVE DIRECTOR AND PARC, JM&L CONTRACTING CENTER**

Mr. Berinato is the Executive Director and Principal Assistant for Contracting (PARC) for the Joint Munitions and Lethality Contracting Center, a major contracting center of the U.S. Army Contracting Command. The center provides total acquisition support to the JM&L Life Cycle Management Command headquartered at Picatinny Arsenal, N.J.

In his previous position he served as Director of Procurement and Chief of the Contracting Office of the TACOM-Picatinny Acquisition Center, a position he held from 2002 to his current appointment as PARC. He is a native of New Jersey and holds a Master of Business Administration from Fairleigh Dickinson University, Madison, N.J. Mr. Berinato began his government career in 1977 as a Defense Logistics Agency intern. He joined the Procurement Directorate at Picatinny in 1981. Since that time he has served Army contracting in various positions of increasing responsibilities, culminating in his appointment in 2002 as the Director of the Picatinny Acquisition Center.

From 1986 through 1991, Mr. Berinato was assigned as Contracting Officer supporting a NATO Cooperative Research and Development Program (NATO Project Group 22). In this capacity, Mr. Berinato served as Senior United States Contracting Delegate to, and International Chairman of, NATO Project Group 22 Contract Working Group based in Brussels, Belgium, and was responsible for overseeing development and award of competitively placed contracts with International Consortia comprised of Industrial Organizations from the 8 NATO nations participating in Project Group 22. He successfully awarded the first set of U.S. Army Contracts to operate under eight different sets of national laws and procedures, and utilized multi-national commercial banking arrangements to allow international payments to be accomplished outside the U.S. Treasury system.

Mr. Berinato also developed the concept of National Contracting Representatives, which allowed U.S. Contracting Officer authorities to be operational within the borders of each participant nation. These concepts were utilized as benchmarks and ultimately adopted for use by subsequent NATO cooperative programs. For these achievements, Mr. Berinato received the Henry Knox Secretary of the Army Award for Individual Outstanding Achievement in Material Acquisition. He has also received the Department of the Army Achievement Medal for Civilian Service and the Army Meritorious Civilian Service Award. Mr. Berinato is a member of the Army Acquisition Corps and is certified Level III in Contracting, Level II in Program Management, and is a graduate of the Leadership for a Democratic Society Program conducted at the Federal Executive Institute, Charlottesville, Va.

### **MS. SARAH CORLEY, PARC, U.S. ARMY MISSION AND INSTALLATION CONTRACTING COMMAND (MICC)**

Ms. Sarah L. Corley serves as the Principal Assistant Responsible for Contracting for the Mission and Installation Contracting Command, headquartered at Fort Sam Houston, Texas. The MICC provides contracting capabilities and services within the continental United States and its major customers include the U.S. Army Installation Management Command, the U.S. Army Forces Command, the U.S. Army Training and Doctrine Command, the U.S. Army Reserve Command, and the U.S. Army Medical Command. The MICC utilizes seven contracting centers and 35 MICC contracting offices with about 1,300 civilian and military personnel throughout the continental United States, Alaska and Puerto Rico to provide essential commodities and services to Soldiers and their families through base operations and power projection. MICC offices support Army schools and training centers, the National Training Center, the Joint Readiness Training Center and a variety of other missions for tenants on Army installations.

Ms. Corley began her contracting career in 1978. She is a Level III Certified Acquisition Professional with thirty-two years of contracting experience, and is a member of the Army Acquisition Corps. She also serves as an appointed U. S. Army Acquisition Career Management Advocate. She previously held numerous positions at the III Corps, and the Fort Hood Contracting Command and the former TRADOC Contracting Activity-West, both located at Fort Hood, Texas. She served as the III Corps and Fort Hood Deputy to the Commander of Contracting from 1995 – 2005.

Ms. Corley has been awarded the Secretary of Defense Productivity Excellence Award, Secretary of the Army Excellence in Acquisition Award for Support of the AbilityOne Program, Secretary of the Army Award for Excellence in Contracting – Barbara C. Heald Award, Army Superior Civilian Service Award, Army Achievement Medal for Civilian Service, several Commander's Awards and numerous special act and performance awards for innovations in contracting and demonstrated savings.

## SPEAKER BIOGRAPHIES

### **MR. JIM REGAN, EXECUTIVE DIRECTOR, PROCUREMENT TECHNICAL ASSISTANCE PROGRAM, GEORGE MASON UNIVERSITY**

Jim Regan, Director of the Virginia Procurement Technical Assistance Program, at the George Mason University School of Public Policy Mason Enterprise Center, has over 25 years of experience in commercial and government business development and management with both small and large corporations. As PTAP Director he applies these qualifications in assisting businesses in pursuit of their government business objectives.

Mr. Regan possesses in depth experience in corporate strategic and tactical planning, and plan execution to achieve objectives. His activities in systems integration and services business development have developed broad knowledge of the government acquisition process and organizations in both the Federal and vendor community.

Prior to joining George Mason University's PTAP, Jim held senior business development management positions in Unisys, CSC and IBM in the Washington area. He also served as Senior Vice President of Corporate Development with American Coastal Industries, a diversified small business involved in manufacturing and systems integration. These positions have provided in depth experience in a variety of functional business areas including subcontractor and program management, systems engineering and business development.

Mr. Regan graduated from the U.S. Naval Academy and the U.S. Naval Postgraduate School at Monterey, California, where he earned his MS in Computer Systems Management. He spent a number of years on active duty as a naval aviator and retired from the Naval Reserve with the rank of Captain. In addition to carrier aviation, he flew as an international pilot with Pan American Airways on overseas routes.

### **MR. ROBERT SPITZBARTH, PROCUREMENT ANALYST, ACQUISITION CENTER, U.S. ARMY TANK-AUTOMOTIVE AND ARMAMENTS LIFE CYCLE MANAGEMENT COMMAND**

Mr. Spitzbarth began his career with the Department of the Army in 1979 as a Contract Specialist at the Tank Automotive Readiness Command in Warren Michigan where, from 1986 to 1994, he served as Contracting Officer or SSEB Deputy Chairman on numerous Source Selections.

In 1994, he was assigned to the newly established System Acquisition Assistance Office (SAAO), within the TACOM Acquisition Center. The SAAO was formed primarily as a service organization to assist Program Managers, PCOs, Source Selection Evaluation Boards and Source Selection Authorities in the planning and execution of Source Selections. While in the SAAO, Mr. Spitzbarth also served as an SSEB Chair/Deputy Chair on a number of acquisitions, including the joint United States/United Kingdom Future Scout and Cavalry System.

Mr. Spitzbarth was the TACOM representative on the Army Materiel Command's Past Performance IPT at its inception in 1989, and also represented the Department of the Army on the Department of Defense's 1997 IPT to develop an execution strategy for DoD implementation of FAR Part 42 requirements to collect and maintain "Contractor Performance Information". Since 2005, he has also served on the Army's "Think Tank" team updating the Army Source Selection Manual.

During the period 1999-2000, Mr. Spitzbarth participated nearly full time on the acquisition of the Army's Stryker Interim Armored Vehicles. In this role, he was directly involved in the development of the acquisition strategy and evaluation criteria, evaluation of proposals, and preparation of the Source Selection decision documentation during selection phase of the acquisition. Subsequently, Mr. Spitzbarth participated extensively in a series of Army-wide Source Selections including the Aberdeen Proving Grounds A-76, Restore Iraq Oil (RIO), the USAREUR Support Services, and full time assignment to the Department of Army's Orchestration & Coordination Committee (OCC) responsible for managing the Source Selection award of 10 contracts for the Reconstruction of Iraq's basic public services infrastructure.

Mr. Spitzbarth is currently assigned to the TACOM LCMC Contracting Center, where he continues to serve in the Acquisition Assistance Office. Mr. Spitzbarth is a 1979 graduate of the University of Michigan with a Bachelors Degree in History.

## SPEAKER BIOGRAPHIES

### **MS. JANET CHIHOCKY, FOUNDER & CEO, JANSON COMMUNICATIONS**

Janet has over 17 years of strategic communications and leadership experience in the Defense and Aerospace industries. Using both her skills and enthusiasm for those industries, she co-founded JANSON Communications in 1997 and has fostered it from a home-based business to a profitable, high-performing firm serving global clients. As the company's lead strategist, she plays a vital role in shaping client strategy and branding as well as building new customer relationships. As JANSON's CEO, she continues to grow the business into a successful agency with a reputation for excellence and integrity.

Janet is well known as a subject matter expert on such topics as organizational branding, marketing and strategic communications within the defense market and government sector and is in demand as both a writer and speaker. She is the author of numerous op-ed and feature articles and has been engaged for a variety of executive and media training events. Janet has led workshops and organizational assessments for a number of high-profile organizations including the National Aeronautics and Space Administration (NASA), ESCO-Zodiac Corporation, Booz Allen Hamilton, MTC Technologies and Tooele Army Depot. Janet holds a bachelor's degree in business with an emphasis on marketing from Strayer University.

### **MR. M. JOHN SMITH, PROGRAM MANAGER, SBIR, U.S. ARMY RESEARCH, DEVELOPMENT AND ENGINEERING COMMAND**

Michael John Smith is the Program Manager for the Army Small Business Innovation Research Program (SBIR). Mr. Smith has over twenty years experience managing DoD Research and Development programs, primarily in weapons systems development within the US Air Force and Defense Intelligence Agency (DIA). He led system development within several programs, including C-130 Aircraft, Global Positioning System, Strategic Defense Initiative, and Measurement and Signature Intelligence (MASINT). He also served on the Secretariat of the Air Force-Acquisition staff at the Pentagon. He is a graduate of the US Air Force Academy and served as a career Acquisition Program Manager while on active duty.

### **MR. ALAN LEE, TEAM LEADER, INDUSTRIAL BASE CAPABILITIES DIVISION, G-4, HQ AMC**

Alan Lee, Team Leader for Industrial Base Development and Transition Team within Headquarters U.S. Army Materiel Command's G-4 (Logistics)

Alan has over 8 years of strategic communications and leadership experience in Army industrial base matters and over 25 years in Combat Developments and Operational Test and Evaluation. Using both his skills and background, Alan developed and matured the Army Public-Private Program to promote Army support and augmentation of the North American Industrial Base. Alan is a known subject matter expert on Public-Private Partnerships and Diminishing Manufacturing Sources and Material Shortages within DoD, the U.S. Army and Army Materiel Command.

Alan holds a dual Masters' degree in business management and internet business development from Colorado Technical University Online and has a bachelor's degree in Electrical Engineering from San Jose State University.

### **MS. KAREN BAKER, ASSISTANT ASSOCIATE DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS, NATIONAL CAPITOL REGION CONTRACTING CENTER (NCRCC)**

Karen L. Baker is the Assistant Associate Director for the National Capital Region Contracting Center (NCRCC) Office of Small Business Programs. NCRCC consist of the legacy Center of Excellence (CCE) and Information Technology e-Commerce Contract Center (ITEC-4). NCRCC Office of Small Business Programs mission is to obtain leadership in the Small Business industry by cultivating an environment that continuously improves customer service by providing cost-effective, timely, and quality products and services to our customers throughout the National Capital Region in support of their mission to maximize readiness of war fighters worldwide.

Baker has been working for DoD, particularly Army for over 20 years in the Acquisition arena of which 9 years have been in Small Business. The majority of her career has been with the Army Corps of Engineers at various locations such as at the Headquarters,



3M is fundamentally a science-based company. We produce thousands of imaginative products, and we're a leader in scores of markets. From health care and highway safety to office products and abrasives and adhesives. Our success begins with our ability to apply our technologies - often in combination - to an endless array of real-world customer needs. Of course, all of this is made possible by the people of 3M and their singular commitment to make life easier and better for people around the world.

**LOCKHEED MARTIN**



Headquartered in Bethesda, MD, Lockheed Martin is a global security company that employs about 146,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2008 sales of \$42.7 billion.

Lockheed Martin is led by Robert J. Stevens, Chairman, President and Chief Executive Officer.

**CUSTOMER BASE:** As a lead systems integrator and information technology company, the majority of Lockheed Martin's business is with the U.S. Department of Defense and the U.S. federal government agencies. In fact, Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. Government. The remaining portion of Lockheed Martin's business is comprised of international government and some commercial sales of our products, services and platforms.

**ORGANIZATION:** Lockheed Martin's operating units are organized into broad business areas.

- Aeronautics, with approximately \$11.5 billion in 2008 sales, includes tactical aircraft, airlift, and aeronautical research and development lines of business.
- Electronics Systems, with approximately \$11.6 billion in 2008 sales, includes missiles and fire control, naval systems, platform integration, simulation and training and energy programs lines of business.
- Information Systems & Global Services (IS&GS), with approximately \$11.6 billion in 2008 sales, includes C4I, federal services, government and commercial IT solutions.
- Space Systems, with approximately \$8 billion in 2008 sales, includes space launch, commercial satellites, government satellites, and strategic missiles lines of business.

**FINANCIAL PERFORMANCE:** The Corporation reported 2008 sales of \$42.7 billion, a backlog of \$80.9 billion, and cash flow from operations of \$4.4 billion.

**OUR VALUES:** Do What's Right, Respect Others, Perform With Excellence.

These are the standards that inform and inspire all of our activities, and distinguish us as a Corporation.

BAE Systems is a global defense, security and aerospace company with approximately 107,000 employees worldwide. The Company delivers a full range of products and services for air, land and naval forces, as well as advanced electronics,

security, information technology solutions and customer support services. In 2009 BAE Systems reported sales of \$36.2 billion.

**BAE SYSTEMS**

VSE was established in 1959 with its headquarters in Alexandria, VA and more than 100 locations around the world. VSE specializes in solving problems of global significance with integrity, agility and value.



**Integrity - Agility - Value**

VSE was featured in:

- *Forbes Magazine* for being the 4th Best Small Business in America (2007);
- *Government Executive* magazine's Number #1 Small Defense Contractor in the nation for 2008, 2009 and 2010;
- *Business Week* as the 6th Hottest Company in the U.S. (2008);
- *The Washington Post's* #1 climbing business in the Washington DC metro area (2009);
- Association for Corporate Growth #1 company in DC Metro area for largest corporate growth (2010).

The publicly-owned company successfully captures the effective use of people, systems and technology to enhance the navies of allied nations; completely refurbish and repair military equipment and vehicles; develop global strategies for vaccines and energy; complete construction infrastructure management; and complete IT Technologies. VSE also manages seized-forfeited government property which is auctioned and turned into revenue for various government agencies.

VSE has four wholly owned subsidiaries: Energetics Incorporated (1995); ICRC (2007); G&B Solutions, Inc. (2008); and Akimeka, LLC (2010).

If you are interested in potential teaming opportunities within VSE, we would like to invite you to register within our govWin teaming database at: <http://govwin.com/vsecorp/partnering-network/join>

Questions regarding the VSE Small Business Program or registering to do business within the VSE Partnering Network should be directed to Ms. Lisa Sloan, VSE's Small Business Liaison Officer at [lasloan@vsecorp.com](mailto:lasloan@vsecorp.com).

**THANK YOU TO OUR PROMOTIONAL PARTNERS!**

**3M**

**BAE SYSTEMS**

***LOCKHEED MARTIN***



**VSE CORPORATION**



**Integrity - Agility - Value**