



CONFERENCE HIGHLIGHTS

- ▶ Representatives from the Small Business Administration
- ▶ Representative from the the DoD Small Business **Programs Office**
- ► Kathleen P. Sridhar Small **Business Executive of the Year Award Presentation**
- Presentation by Small **Business Success Story Award Winner**

HOSTED BY: NDIA SAN DIEGO CHAPTER

BTH NATIONAL **SMALL** BUSINESS CONFERENCE

"BACK TO THE FUTURE: GEARING UP FOR THE JOURNEY, HOW DO WE GET BACK TO THE FUTURE?"

MONDAY, JUNE 6, 2011

EXHIBIT SETUP 12:00 pm - 5:00 pm

CONFERENCE REGISTRATION OPEN 12:00 pm - 5:00 pm

NDIA SAN DIEGO CHAPTER RECEPTION 5:00 pm - 7:00 pm

Proper Gastro Pub at PETCO Park

TUESDAY, JUNE 7, 2011

7:00 am - 6:30 pm **REGISTRATION OPEN**

NETWORKING BREAKFAST 7:00 am - 8:00 am

Located in the Exhibit Hall

7:00 am - 6:30 pm **EXHIBITS OPEN**

8:00 am - 8:30 am **WELCOME AND ADMINISTRATIVE REMARKS**

▶ Lt Gen Lawrence P. Farrell, Jr., USAF (Ret), President and CEO, NDIA

▶ Ms. Linda Hillmer, NDIA Small Business Division Chair; President, Corp Comm

► Mr. Kurt Worden, Conference Chair; Business Development Manager, Nova Power Solutions, Inc.

KEYNOTE ADDRESS: SMALL BUSINESS INNOVATIONS AND 8:30 am - 9:15 am

CONTRIBUTIONS

▶ Ms. Esther Vassar, National Ombudsman, U.S. Small Business Administration

9:15 am - 10:00 am **KEYNOTE ADDRESS**

▶ The Honorable Brian Bilbray, U.S. Congressman, 50th Congressional District

of California

10:00 am - 10:30 am **NETWORKING BREAK**

Located in the Exhibit Hall

10:30 am - 11:15 am SIZE STANDARDS

▶ Dr. Khem Sharma, Chief, Office of Size Standards, U.S. Small Business

Administration

U.S. ARMY SMALL BUSINESS PERSPECTIVE 11:15 am - 12:00 pm

▶ Ms. Cynthia Lee, *Program Manager*, *Office of Small Business Programs*, *U.S.*

Department of the Army

NETWORKING LUNCHEON 12:00 pm - 1:30 pm

▶ Presentation by Small Business Success Story Award Winner: Ms. Kimberly

Chapman, Vice President, Sales and Marketing, Morphix Technologies

TUESDAY, JUNE 7, 2011 CONTINUED

1:30 pm - 3:15 pm BREAKOUT SESSIONS - SEE BREAKOUT DESCRIPTIONS AND LOCATIONS ON PAGE 6

1:30 pm - 2:15 pm SESSION A: IMPACT OF MERGER AND ACQUISITION ON SMALL BUSINESSES

- ► Mr. Bill VanDeWeghe, Director, RA Capital Advisors, LLC
- ▶ Mr. John Babala, Partner, McKenna Long & Aldridge
- ▶ Mr. Victor Ramsauer, CPA, Levitzacks

SESSION B: MYTH AND REALITIES OF CREATING A COLLABORATIVE GOVERNMENT AND INDUSTRY CONTRACT ENVIRONMENT

► Ms. Ann Gladys, Board Member and Industry Chair, ACT-IAC Pacific Chapter

2:30 pm - 3:15 pm SESSION C: INTEGRATE AND OPERATE IN CYBERSPACE: SMALL BUSINESS CONCERNS RELATIVE TO THE EVOLVING THREAT LANDSCAPE

▶ Mr. Michael Montecillo, Senior Threat Reseacher, IBM

SESSION D: SMALL BUSINESS OPPORTUNITIES WITH THE INTELLIGENCE ADVANCED RESEARCH PROJECTS ACTIVITY (IARPA)

▶ Dr. Lisa Porter, *Director*, *IARPA*

3:15 pm - 3:45 pm NETWORKING BREAK

Located in the Exhibit Hall

3:45 pm - 4:30 pm BREAKOUT SESSIONS - SEE BREAKOUT DESCRIPTIONS AND LOCATIONS

ON PAGE 7

3:45 pm - 4:30 pm SESSION E: BID PROTESTS: SORE LOSER OR DEMANDING FAIR PLAY!

► Mr. Ron Perlman, Attorney, Holland & Knight LLP

▶ Mr. Will Pannier, Attorney, Holland & Knight LLP

SESSION F: "THE MOUSE THAT ROARED: HOW YOU, AS A SMALL BUSINESS, CAN OPEN DOORS IN CONGRESS AND MAKE YOUR VOICE HEARD"

► Lt Col John Erwin, USA (Ret), Vice President, CorpComm

4:30 pm - 6:30 pmNETWORKING RECEPTION

Located in the Exhibit Hall

WEDNESDAY, JUNE 8, 2011

7:00 am - 4:30 pm REGISTRATION OPEN

7:00 am - 2:45 pm EXHIBITS OPEN

7:00 am - 8:00 am NETWORKING BREAKFAST

Located in the Exhibit Hall

8:00 am - 8:15 am WELCOMING REMARKS

► Mr. Kurt Worden, Conference Chair; Business Development Manager, Nova Power Solutions, Inc.

WEDNESDAY, JUNE 8, 2011 CONTINUED

8:15 am - 9:00 am KEYNOTE ADDRESS: ACQUISITIONS EFFICIENCIES

▶ Mr. Andre Gudger, Director, U.S. Department of Defense, Small Business Programs

9:00 am - 10:15 am DHS SMALL BUSINESS PROGRAM

► Ms. Darlene Bullock, Procurement Analyst, Department of Homeland Security Small

Business Program

10:15 am - 10:30 am NETWORKING BREAK

Located in the Exhibit Hall

10:30 am - 11:15 am SMALL BUSINESS ADMINISTRATION PROGRAM UPDATES

▶ Mr. Jim Gambardella, Area VI Director for Government Contracting, Small Business

Administration

11:15 am - 12:00 pm SMALL BUSINESS LEGISLATION UPDATE

► Mr. Pete Steffes, Vice President, Government Policy, NDIA

12:00 pm - 1:30 pm NETWORKING LUNCHEON

► Presentation of the Kathleen P. Sridhar Small Business Leadership Award

1:30 pm - 2:15 pm BREAKOUT SESSIONS - SEE BREAKOUT DESCRIPTIONS AND LOCATIONS ON

PAGE 7 & 8

1:30 pm - 2:15 pm SESSION E: BID PROTESTS: SORE LOSER OR DEMANDING FAIR PLAY!

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SESSION F: "THE MOUSE THAT ROARED: HOW YOU, AS A SMALL BUSINESS, CAN OPEN DOORS IN CONGRESS AND MAKE YOUR VOICE HEARD"

► Lt Col John Erwin, USA (Ret), Vice President, CorpComm

SESSION G: SMALL BUSINESS LIAISON OFFICES PANEL

▶ Moderator: Ms. Diane Dempsey, *Director, Socio Economic Programs, BAE Systems*

▶ Panelist: Ms. Rochelle Lowe, Assistant Vice President, SAIC

Ms. Benita Fortner, Director, Supplier Diversity Program, Raytheon

Ms. Joan Robinson-Berry, Director, Strategic Work Placement, The Boeing

Company

Ms. Gloria Pualani, Corporate Director, SEBP, Northrop Grumman

Corporation

2:15 pm - 2:45 pm NETWORKING BREAK

Located in the Exhibit Hall

WEDNESDAY, JUNE 8, 2011 CONTINUED

2:45 pm - 4:30 pm BREAKOUT SESSIONS - SEE BREAKOUT DESCRIPTIONS AND LOCATIONS ON

PAGE 8

2:45 pm - 3:30 pm SESSION A: IMPACT OF MERGER AND ACQUISITION ON SMALL

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▶ Mr. John Babala, Partner, McKenna Long & Aldridge

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SESSION B: MYTH AND REALITIES OF CREATING A COLLABORATIVE GOVERNMENT AND INDUSTRY CONTRACT ENVIRONMENT

▶ Ms. Ann Gladys, Board Member and Industry Chair, ACT-IAC Pacific Chapter

3:45 pm - 4:30 pm SESSION C: INTEGRATE AND OPERATE IN CYBERSPACE: SMALL

BUSINESS CONCERNS RELATIVE TO THE EVOLVING THREAT LANDSCAPE

▶ Mr. Michael Montecillo, Senior Threat Researcher, IBM

SESSION D: CONTRACTUAL AND COMPLIANCE PITFALLS: LEGAL AND REGULATORY REQUIREMENTS

▶ Ms. Tammy Sanchez, Department Head, SPAWAR Systems Center Pacific's Contracting Competency

4:30 pm CONFERENCE ADJOURNS

TUESDAY, JUNE 7, 2011 1:30 PM - 2:15 PM

Session A Room 7A&B

IMPACT OF MERGERS & ACQUISITIONS ON SMALL BUSINESSES

Mr. Bill VanDeWeghe, Director, RA Capital Advisors, LLC Mr. John Babala, Partner, McKenna Long & Aldridge

Mr. Victor Ramsauer, CPA, Levitzacks

Discussion will include the merger and acquisitions market, value drivers and detractors, various types of sales processes, legal issues businesses need to address, financial management, and other issues.

Session B Room 6C

MYTH AND REALITIES OF CREATING A COLLABORATIVE GOVERNMENT AND INDUSTRY CONTRACT ENVIRONMENT

Ms. Ann Gladys, Board Member and Industry Chair, ACT-IAC Pacific Chapter Meeting the challenge of finding best value solutions to government Information Technology (IT) issues is crucial. At the core of the solution is a level of communication that goes to communities of practice comprised of government and industry. While establishing communities of practice where government and industry work together collaboratively requires trust and open communication, a challenge exists to ensure a balance of trusted collegiality with appropriate relationship safeguards. This presentation offers a glimpse into the myths and realities of creating a collaborative project environment throughout the entire contract life-cycle. Join in a government and industry commentary and hear provocative insights into practices that ensure project success.

2:30 PM - 3:15 PM

Session C Room 7A&B

INTEGRATE AND OPERATE IN CYBERSPACE: SMALL BUSINESS CONCERNS RELATIVE TO THE EVOLVING THREAT LANDSCAPE

Mr. Michael Montecillo, Senior Threat Researcher, IBM

The threats that IT security experts face in safeguarding their environments are constantly increasing in their frequency and complexity. This session will deliver the latest details on the current and future threat landscape from the world-renowned IBM X-Force research and development team, which culls data from their database of 45,000 computer vulnerabilities, 150 million daily intrusion attempts, 40 million spam and phishing attacks and 10 billion web pages and images to assemble a complete picture of the threat landscape. Real-world attack methods and mitigation techniques will be discussed.

Session D Room 6C

SMALL BUSINESS OPPORTUNITIES WITH THE INTELLIGENCE ADVANCED RESEARCH PROJECTS ACTIVITY (IARPA)

Dr. Lisa Porter, Director, IARPA

The Director of IARPA will provide an overview of IARPA and how small business can engage with them.

TUESDAY, JUNE 7, 2011 CONTINUTED

3:45 PM - 4:30 PM

Session E Room 7A&B

BID PROTESTS: SORE LOSER OR DEMANDING FAIR PLAY!

Mr. Ron Perlman, Attorney, Holland & Knight LLP Mr. Will Pannier, Attorney, Holland & Knight LLP

Protests are an inherent part of the Federal Procurement process, whether you are a winner or a loser. In this session we will discuss when or whether to protest, the affect on customer relations, protests involving sole-source acquisitions, the costs involved in protests, the timing requirements for protests, the venues for protests, recent trends and some significant recent protests.

Session F Room 6C

"THE MOUSE THAT ROARED: HOW YOU, AS A SMALL BUSINESS, CAN OPEN DOORS IN CONGRESS AND MAKE YOUR VOICE HEARD"

Lt Col John Erwin, USA (Ret), Vice President, CorpComm

America's nearly 30 million small businesses are the nation's engine of growth, pumping almost a trillion dollars into the economy each year, creating two-thirds of all new jobs annually and making up more than half the U.S. workforce. So why is it that after years of record defense spending small businesses are left wondering where all the money has gone? Small businesses need to understand how Congress works to better use proven techniques to help ensure innovative small business products and services are put to work in defense of our nation. How can small businesses level the defense purchasing playing field through better relationships with Congress? Given the right tools for opening doors, small businesses can gain access to key decision makers and leverage the same techniques as the top government contractors. This session will discuss how small businesses can attain the same competitive advantage as large corporations through key relationships with

WEDNESDAY, JUNE 8, 2011

1:30 PM - 2:15 PM

Session E Room 7A

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WEDNESDAY, JUNE 8, 2011 CONTINUED

Session G Room 6C

SMALL BUSINESS LIASON OFFICES PANEL

Moderator: Diane Dempsey, Director, Socio Economic Programs, BAE Systems

Panelist: Ms. Rochelle Lowe, Assistant Vice President, SAIC

Ms. Benita Fortner, Director, Supplier Diversity Program, Raytheon Ms. Joan Robinson-Berry, Director, Strategic Work Placement, The

Boeing Company

Ms. Gloria Pulain, Corporate Director, SEBP, Northrop Grumman

Panelists will address expectations, competitive advantage, value proposition, past performances and how to connect with their companies.

2:45 PM - 3:30 PM

Session A Room 7A&B

IMPACT OF MERGERS & ACQUISITIONS ON SMALL BUSINESSES

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Mr. Victor Ramsauer, CPA, Levitzacks

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Session D Room 6C

CONTRACTUAL AND COMPLIANCE PITFALLS: LEGAL AND REGULATORY REQUIREMENT

Ms. Tammy Sanchez, Department Head, SPAWAR Systems Center Pacific's Contracting Competency Overview of recent Department of Defense and Navy Contracting policies and initiatives focused on "Better Buying Practices"; increasing efficiency and transparency.

NORTHROP GRUMMAN

Northrop Grumman Corporation is a leading global security company providing innovative systems, products and solutions in aerospace, electronics, information systems, and technical services to government and commercial customers worldwide. Below is a listing and description of our four business sectors.

Aerospace Systems: A premier provider of manned and unmanned aircraft, space systems, missile systems and advanced technologies critical to the nation's security. Key products include: Global Hawk, Fire Scout and UCAS-D unmanned aircraft systems; B-2 bomber; James Webb Space Telescope; Defense Weather Satellite System; E-2 Hawkeye; Advanced EHF communications payload; Joint STARS targeting and battle management system; Space Tracking and Surveillance System; Airborne Laser Test Bed; and ICBM Prime Integration Contract.

Electronic Systems: A leader in airborne radar, navigation, electronic countermeasures, precision weapons, airspace management, space payloads, marine and naval systems, communications, biodefense, and government systems. Key products include: F-16, F-22 and F-35 active electronically scanned array sensors; airborne early warning and control radars; Ground/Air Task Oriented Radar system; LITENING targeting and sensor system; systems for digital electronic warfare, aircraft missile defense and air defense; integrated bridge systems; situational awareness and fiber-optic gyro-based navigation; and automated postal sorting equipment.

Information Systems: A global provider of advanced information solutions for defense, intelligence, civil agencies and commercial customers. Key products include: Force XXI Battle Command, Brigade and Below/Blue Force Tracker; Guardrail; cybersecurity solutions; Automated Biometric Identification System; Centers for Disease Control Information Technology Services; theater and operational command and control systems; networked communications products; intelligence, surveillance and reconnaissance systems; enterprise systems; next-generation networking solutions; unmanned ground systems; 911 public safety systems; and systems integration services.

Technical Services: A premier supplier of life cycle solutions and long-term technical services for customers globally. Key capabilities include: Systems support, training and simulation and life cycle optimization and engineering for programs such as KC-10 Extender refueling aircraft logistics support; Nevada National Security Site management and operations; U.S. Army Battle Combat Training Program; Hunter unmanned aerial vehicle life cycle support; and biometric capture services for the Department of Homeland Security.

BAE SYSTEMS

BAE Systems is the premier global defense, security and aerospace company delivering 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. With approximately 98,000 employees worldwide, BAE Systems' sales exceeded \$34.6 billion (US) in 2010. BAE Systems has a proud heritage of innovation, state of the art engineering and technical excellence and continues that tradition by delivering distinct advantage to customers in over 100 countries.

BAE Systems plc operates across six home markets: Australia, Saudi Arabia, South Africa, Sweden, the UK and the U.S. engaged in the development, delivery and support of advanced defense and aerospace systems in the air, on land, at sea and in space. The company designs, manufactures and supports military aircraft, surface ships, submarines, fighting vehicles, radar, avionics, communications, electronics and guided weapon systems. It is a pioneer in technology with a heritage stretching back hundreds of years. It is at the forefront of innovation, working to develop the next generation of intelligent defense systems.

The U.S. subsidiary of BAE Systems is headquartered in Arlington, VA, and is responsible for developing BAE Systems' transatlantic business, relationships with the U.S. Government, administration of BAE Systems' Special Security Agreement, and managing its U.S. based operating groups. These groups provide support and service solutions for current and future defense, intelligence, and civilian systems; design, develop, and manufacture a wide range of electronic systems and subsystems for both military and commercial applications; produce specialized security and protection products for law enforcement and first responders; and design, develop, produce, and provide service support of armored combat vehicles, artillery systems and intelligent munitions.

Deltek Know more. Do more. To more.

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for government contractors, government agencies and professional services firms. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,500 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.

Deltek, Inc. is proud to announce the availability Deltek First, a comprehensive SaaS offering that manages and streamlines the entire business lifecycle of small and mid-sized government contractors.

Built to exceed stringent government auditing standards, Deltek First is a compliance-ready solution that offers powerful financial accounting, project management, business development, and payroll capabilities. Deltek's new cloud-based solution portfolio includes multiple offerings to meet the needs of government contractors.

Delivered via the cloud, Deltek First delivers valuable capabilities that help government contractors win more business, increase project visibility, better manage cash flow, and reduce the cost of compliance. Specifically, Deltek First helps smaller government contractors reap these benefits quickly with:

- Low Initial Costs Since Deltek First is subscription-based, there are no perpetual license fees, services costs or hardware purchases--meaning lower up-front costs. As result, cash-strapped start-up government contractors can afford to go live quickly.
- Easy Upgrades Since Deltek manages all upgrades, patches, etc., there are essentially no IT requirements on the customer--so small govcons can focus on being successful rather than finding IT resources or making capital purchases.
- Global Access Since Deltek First is delivered in the cloud users can access the application anywhere and at any time.
- Shorter Deployment Times Customers can be up and running immediately with Deltek First, instead of waiting weeks to get the on-premise software set-up
 and deployed.

Find out more at www.deltek.com or call 703.885.9031.



For more than 50 years, MWH has been a devoted partner to the National Defence Industrial Association, delivering projects worldwide for a broad range of US Federal clients. As a company we provide energy and sustainability consulting, program and project management, mission support, asset management, real estate consulting, environmental, engineering, design and construction services. By developing an intimate knowledge of our client's specific processes and issues, we help solve mission-specific challenges and enable them to improve operations.

Honoured for excellence by top industry institutions and publications such as Engineering News-Record (ENR), we are consistently ranked as a top firm, leading our industry in the wet infrastructure sectors we serve. Our team of professionals has proven expertise in a wide array of services for federal clients. Our federal-specific experience includes:

- Environmental planning and compliance where we help ensure ongoing regulatory compliance or facilitate cost-effective closures
- Water resources and geotechnical engineering, building upon more than 150 years of wet infrastructure experience
- Water and wastewater technology, in which MWH is ranked number 1 in the world by ENR
- Site closure and waste management, including environmental remediation and restoration services
- Design-build construction, through our broad range of both engineering and heavy civil construction experience
- Security/vulnerability assessments, bringing our worldwide experience to bear in helping clients reduce risk
- Project management and training, using our skilled resources to help assist our clients in completing projects on time and within budgets

We are the partner of choice for a broad range of federal clients around the world, including: US Army, USACE, US Air Force, AFCEE, AFCESA. US Navy, NAVFAC, USMC, NGB, USAID, GSA, DHS, US Coast Guard, BIA, BOR, USF&W, USGS, IBWC, MCC, & DOE

Headquartered in Broomfield, Colorado, MWH is a global, full-service engineering, construction and strategic consulting company with more than 7,000 employees located in 38 countries worldwide. To learn more about MWH, visit www.mwhglobal.com or call Michael W. Carter, PE, at (303) 410-4121.

Raytheon

Our Vision: To be the most admired defense and aerospace systems supplier through world-class people and technology.

A Global Leader in Technology-Driven Solutions that provide Integrated Mission Systems for our customers Raytheon Company is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world.

Strategy

Focus on key strategic pursuits, Technology and Mission Assurance, to protect and grow our position in our four core defense markets:

- •Sensing: Expand beyond traditional RF/EO to new growth focus areas;
- •Effects: Expand beyond kinetic energy-based weapons;
- •C3I: Grow market presence through our world-class solutions, technology and products; expand knowledge management;
- •Mission Support: Expand beyond product support, engineering services and training.

Leverage our domain knowledge in these core defense markets, as well as in Homeland Security and Cybersecurity. Expand international business by broadening focus and expanding in growth markets.

Continue to be a Customer Focused company based on performance, relationships and solution.

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EXHIBIT HALL



COMPANY NAME	B00TH #	COMPANY NAME	B00TH #
ADVANCED DEFENSE TECNOLOGIES, INC.	307	JIT MILITARY SALES	301
ADVANCED TEST EQUIPMENT RENTALS	501	KBR	106
AEG	204	MELTRIC CORPORATION	101
ARNCO	102	MISSILE DEFENSE AGENCY	207
BAE SYSTEMS	205	MWH	503
BATTELLE	308	NORTHROP GRUMMAN CORPORATION	208
BEYOND20	304	OSHKOSH CORPORATION	104
BUSINESS TECHNOLOGY CAREER OPPORTUNITIES, INC.	404	PEERLESS PRECISION, INC	203
CCAT/S.D.S.U. FOUNDATION	306	PROVEN, INC.	302
DELTEK	408	R3 STRATEGIC SUPPORT GROUP	505
DURATECH USA, INC.	201	RAYTHEON	406
FEDERAL NATIONAL PAYABLES	402	SILICON FOREST ELECTRONICS, INC	206
FIRST CLASS PACKAGING, INC.	407	SUPPLYCORE INC.	202
INSTRUMENT DEVELOPMENT CORP.	103	TW METALS	401
ITB CONSULTING INC.	502	WELLS FARGO CAPITAL FINANCE GOV- ERNMENT SERVICES	303
ITT CORPORATION	305		

Conference Chairs:

Mr. Kurt Worden,
 Business Development
 Manager, Nova Power
 Solutions, Inc.

Committee Members:

- Mr. Jim Lasswell,
 President & CEO, INDUS
 Technology, Inc.
- Ms. Jennifer Albers,
 President & CEO,
 Quantum Professional
 Services
- Ms. Carolina Davila, Program Manager, ORBIS, Inc.
- Mr. Will Nevilles, Senior Vice President, INDUS Technology, Inc.
- Mr. Jay Lustig, COO, Scientific Solutions, Inc.

Chair, NDIA Small Business Division

Ms. Linda Hillmer, President & CEO, CorpComm, Inc.

Vice Chair, NDIA Small Business Division

Mr. Ron Perlman, Attorney, Holland & Knight, LLP

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NORTHROP GRUMMAN

BAE SYSTEMS

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