

# TRIAD

**SMALL BUSINESS ADVISORY PANEL**  
**Aerospace Industries Association (AIA)**  
**National Defense Industrial Association (NDIA)**

## BRIEF OVERVIEW OF TRIAD

The National Defense Industrial Association, in conjunction with the Aerospace Industries Association, will be hosting the TRI-Association Small Business Advisory Panel (TRIAD) Conference. The TRIAD was formed in 1967 to coordinate the efforts of small business subcontracting representatives. It was formed to serve the best interests of the industry associations and their member companies, affected government agencies, and the small business community.

The meeting provides an opportunity to exchange pertinent information concerning both small and small disadvantaged businesses and related matters. They also foster broad-based government-industry communications, cooperation, and understanding.

TRIAD provides a forum in which members may benefit from the exchange of experience, ideas, and information. It acts in an advisory capacity for the development of industry responses to government inquiries. TRIAD also transmits government views to industry through the Materiel Committees of AIA and NDIA.

### ABOUT AIA

The Aerospace Industries Association (AIA) is the premier trade association representing major aerospace and defense manufacturers and suppliers in the United States.

Based in Arlington, Va., AIA is led by a Board of Governors that meets twice a year and consists of senior representatives of member companies at the c-suite level, and an Executive Committee that meets more frequently. A hallmark of AIA is that it receives its policy guidance from the direct involvement of CEO-level officers of the country's major aerospace and defense companies. The government frequently seeks advice from AIA on issues, and AIA provides a forum for government and industry representatives to exchange views and resolve problems on non-competitive matters related to the aerospace and defense industry.

The association concentrates on issues covering civil and commercial space, civil aviation, defense and security and international. In addition, the association has offices for Communications, Legislative Affairs, and Membership Services. Other significant assets of AIA include Second to None, the Supplier Management Council, the Team America Rocketry Challenge and the Aerospace Research Center.

### ABOUT NDIA

The National Defense Industrial Association (NDIA) is America's leading defense industry association promoting national security. NDIA is proud to provide a legal and ethical forum for the exchange of information between industry and government on national security issues. Our members foster the development of the most innovative and superior equipment, training and support for our warfighters and first responders through our divisions, local chapters, affiliated associations and events.

### ATTENDEE INFORMATION

Mandalay Bay Resort and Casino  
3950 S Las Vegas Blvd  
Las Vegas, NV 89119  
Tel: (702) 632-7777

General Session:  
Mariner A&B  
Located in the North Convention Center

Attire:  
Attire for the conference is Class A/Business

**MS. BENITA FORTNER, AIA MEETING CHAIR; DIRECTOR, SUPPLIER DIVERSITY, RAYTHEON COMPANY**



Benita Fortner is the director of supplier diversity for Raytheon Company. She assumed the position in September 2000, after serving as the socioeconomic program manager for Raytheon Company. Raytheon Company (NYSE: RTN), with 2012 sales of \$24 billion and 68,000 employees worldwide, is a technology and innovation leader specializing in defense, security and civil markets throughout the world. Raytheon’s global headquarters is in Waltham, Massachusetts.

Prior to joining Raytheon, Fortner served as the Corporate Liaison Officer and manager of Socioeconomic Programs for Hughes Electronics Corporation, where she held numerous management positions over a 28-eight year career.

Fortner is the 2014 incoming chair for the Women’s Business Enterprise Council (WBENC) and currently serves as one of two co-chairs of the TRIAD (an aerospace and defense industry group focused on government small business issues). She serves as chair of the Advisory Board for the Tuck Minority Business Executive Programs and previously served on the Board of Overseers for the Tuck School of Business at Dartmouth. She is a past chair of the board of directors for Diversity Information Resources. She currently serves on the boards of the National Minority Supplier Development Council, the New England Minority Supplier Development Council, the Women’s Business Enterprise National Council, the Business Consortium Fund and the National Center for American Indian Enterprise Development Resource Council.

Fortner has been involved in minority and women business outreach and development for more than 20 years. Her leadership roles in government and industry include: the National Chair for MED Week 2002–2004 and named Chair Emeritus in 2005; and the U.S. Small Business Administration’s Small Business Week Planning Committee. She is a past chair of the National Minority Supplier Development Council’s Chairperson’s Committee, the Southern California Regional Purchasing Council, and a past Executive Committee Member of NMSDC. She has participated in a myriad of Supplier diversity and development conferences and seminars from planning and facilitating to speaking and conducting workshops.

In her previous position as procurement manager at Hughes Aircraft Company, she was instrumental in significantly increasing the number of corporate agreements awarded to small, minority and women-owned suppliers, implementing supplier customer feedback sessions, and second tier alliances. Fortner participated on the team that researched and implemented electronic data interchange as a purchasing vehicle.

Fortner served on the Youth Motivation Task Force as a volunteer for more than 20 years. She has also served as an Advisory Board Member to Yo-San University (School of Traditional Chinese Medicine). Fortner holds a bachelor of science in law and Juris Doctor’s degree from Golden West University and completed Raytheon’s Business Leadership Program.

**MS. DIANE DEMPSEY, NDIA MEETING CO-CHAIR; DIRECTOR, SOCIO ECONOMIC BUSINESS PROGRAMS, BAE SYSTEMS**



Ms. Dempsey’s career spans over 25 years in the field of procurement, subcontracts and supplier diversity. Currently the Director, Socio Economic Business Programs at BAE Systems Intelligence & Security, Ms. Dempsey has also been a small business advocate for the Hughes Corporation, Northrop Grumman, DynCorp, and CSC. She is active in the small business community, serving as the Capital Region Minority Supplier Development Council, Second Vice Chair, former Chair VA Minority Supplier Development Council and current Chair, Community Business Partnership, Board of Directors. She has co-chaired the Veterans in Business Conference for eight consecutive years. She is Co-Chair for the TRIAD Organization and active in both AFCEA and NDIA Small Business Committees.

Ms. Dempsey is a former adjunct professor teaching a variety of business and acquisition classes at Northern VA Community College and Stratford University for five years. She was named 2005 Instructor of the Year, Stratford University. She is also an instructor for the Alliance of Supplier Diversity Professionals Certification Program. She received her B.S. from Mary Washington College, Certificate in Contracts & Procurements, University of Virginia, and Masters Certificate in Procurement & Supply Chain Management, MS and MBA from the University of Maryland. She is also a certified supplier diversity professional.

# MONDAY, MARCH 17, 2014

- 7:00 am - 4:45 pm**      **REGISTRATION OPEN**
- 7:00 am - 8:00 am**      **CONTINENTAL BREAKFAST**
- 8:00 am - 8:30 am**      **WELCOME**
- ▶ Ms. Benita Fortner, *AIA TRIAD Co-Chair; Director, Supplier Diversity, Raytheon Company*
  - ▶ Pledge of Allegiance
  - ▶ Introductions
  - ▶ Welcome: Representative of NCAIED Board of Directors
- 8:30 am - 9:15 am**      **LEGISLATIVE UPDATE**
- ▶ Ms. Mary Ellen Fraser, *Director, Government Operations, Lockheed Martin Corporation*
- 9:15 am - 10:15 am**      **CUSTOMER PANEL**
- Moderator: Ms. Benita Fortner, *AIA TRIAD Chair; Director, Supplier Diversity, Raytheon Company*
- ▶ Mr. Sean Crean, *Director, Office of Small Business Programs, Department of the Navy*
  - ▶ Mr. Bradley Taylor, *Assistant Director, Office of the Secretary of the Navy, Office of Small Business Programs*
  - ▶ Ms. Pamela Monroe, *Assistant to the Director, Subcontracting and Mentor-Protégé Program Manager, Army Office of Small Business Programs*
- 10:15 am - 10:30 am**      **NETWORKING BREAK**
- 10:30 am - 11:00 am**      **VETERANS UPDATE**
- ▶ Mr. Scott Denniston, *Executive Director, National Veteran Small Business Coalition*
- 11:00 am - 12:00 pm**      **U.S. SMALL BUSINESS ADMINISTRATION PRESENTATION**
- ▶ Mr. Kenneth Dodds, *Director, Office of Policy, Planning and Liaison, U.S. Small Business Administration*
- 12:00 pm - 1:00 pm**      **NETWORKING LUNCHEON**
- 1:00 pm - 2:00 pm**      **SUCCESS STORY SPOTLIGHT**
- Moderator: Ms. Joan M. Davidson, *Small Business Liaison Officer, Hamilton Sunstrand*
- ▶ Ms. Ludmilla Parnell, *Director, Business Development, Small Business Partnerships, General Dynamics Information Technology*
  - ▶ Ms. Susan King, *Executive Administrator, Supplier Diversity, BAE Systems*
  - ▶ Mr. Tizoc Loza, *Corporate Program Manager, Socio Economic Business Programs/Government Relations, Northrop Grumman Corporation*
  - ▶ Ms. Emily Mann, *Program Manager, Enterprise Operations Supplier Diversity, Lockheed Martin Corporation*
- 2:00 pm - 3:00 pm**      **SUPPLIER PANEL**
- Moderator: Ms. Dawn Hogan, *Manager, Small Business, DynCorp International*
- ▶ Mr. Chuck Gray, *Vice President, Chief Operating Officer, Frontier Electronic Systems Corp.*
  - ▶ Mr. Tracy Solomon, *President, TEVET, LLC*
  - ▶ Mr. Andy Wells, *President & CEO, Wells Technology*
  - ▶ Ms. Vicky Wessel, *President, Spirit Electronics*
- 3:00 pm - 3:10 pm**      **NETWORKING BREAK**
- 3:10 pm - 4:10 pm**      **PRIME CONTRACTOR PANEL**
- Moderator: Ms. Diane Dempsey, *NDIA TRIAD Meeting Co-Chair; Director, Socio Economic Business Programs, BAE Systems*
- ▶ Ms. Gwendolyn Tillman, *Corporate Manager, Socio-Economic Business Programs/Government Relations, Northrop Grumman Corporation*
  - ▶ Ms. Ludmilla Parnell, *Director, Business Development, Small Business Partnerships, General Dynamics Information Technology*
  - ▶ Ms. Susannah Raheb, *Corporate Supplier Diversity Leader, Lockheed Martin Corporation*
  - ▶ Ms. Thosie Varga, *Supplier Diversity Liaison Officer, L-3 Integrated Systems*
- 4:10 pm - 4:30 pm**      **MBDA UPDATE**
- ▶ Ms. Angela Washington, *Program Analyst, Minority Business Development Agency, U.S. Department of Commerce*
- 4:30 pm - 4:40 pm**      **CLOSING ACTIVITIES**
- ▶ Ms. Benita Fortner, *AIA TRIAD Co-Chair; Director, Supplier Diversity, Raytheon Company*
- 4:45 pm**      **ADJOURN**

## TRIAD SPEAKERS AND PANELISTS

### MS. MARY ELLEN FRASER, DIRECTOR, GOVERNMENT OPERATIONS, LOCKHEED MARTIN CORPORATION



Mary Ellen Fraser is a Director of Government Relations in the Washington Operations of Lockheed Martin. She specializes in all matters related to acquisition policy. In this position she advocates before the Executive and Legislative branch on acquisition issues related to Lockheed Martin programs, including major defense acquisition programs, services, information technology, and logistics. She also responsible for representing Lockheed Martin on matters relating to the defense industrial base, small businesses, the supply chain and intellectual property.

Prior to joining Lockheed Martin, she worked at the law firm McKenna & Long & Aldridge, LLP, where she was both a government contracts attorney and government affairs specialist. From 1999 – 2006 she worked for the House Armed Services Committee. While with the committee she worked on matters related to acquisition policy, environmental policy, and civilian personnel matters. She also focused on logistics and maintenance issues while the staff director to the Readiness Subcommittee.

Prior to her experience on Capitol Hill, Ms. Fraser worked as a procurement attorney for the Navy, Office of General Counsel. She spent five years with the Office of Naval Research and three years with the Navy's Office of Legislative Affairs.

A native of Massachusetts, she graduated from Boston College in 1987 with a B.S. in Biology. She was then a high school math and science teacher for one year before attending law school at Catholic University, in Washington, D.C. She graduated with a J.D. in 1991.

### MS. PAMELA MONROE, PROGRAM MANAGER, ARMY SUBCONTRACTING AND MENTOR-PROTÉGÉ PROGRAMS



Ms. Pamela Monroe assumed her new role as Program Manager, Army Subcontracting and Mentor-Protégé Programs, in November 2013. Prior to joining the Headquarters Department of the Army Office of Small Business Programs (OSBP), she was the Assistant Director for the Army Contracting Command National Capital Region (ACC-NCR) OSBP from June 2003 to July 2013. As the Assistant Director, she was the principal advisor to the ACC-NCR Executive Director, the Headquarters Department of Army OSBP, the Headquarters ACC-OSPB, and the Small Business Administration on small business matters. She successfully managed the small business program by writing and implementing agency Standard Operating Procedures for approximately 300 contracting personnel. During her tenure at the ACC-NCR she planned and organized the first Woman-Owned Small Business and Service-Disabled Veteran-Owned Small Business (SDVOSB) Showcases in the Pentagon Concourse. In addition, during her tenure, ACC-NCR won several awards for exceeding the three

percent SDVOSB goal.

Ms. Monroe is the first Department of Defense and first Department of the Army recipient of the Department of Defense Office of Small Business Programs "Golden Talon Award" in recognition of the dedication and efforts made toward significantly increasing contracting opportunities for SDVOSBs.

Ms. Monroe's career began as a Contract Specialist Intern at Tinker Air Force Base, Oklahoma from 1984-1994. She worked as a Contract Administrator, Cost and Zero-Over Pricing Analyst and Warranted Contracting Officer for contracts administration on a major weapons system. In 1994, she was selected to enter the Advanced Copper Cap Contracting Intern Program at Andrews Air Force Base, MD and continued the program at Bolling Air Force Base, Washington, DC. The Copper Cap Program afforded her an opportunity to rotate into different contracting offices where she learned base, construction and information assurance contracting. Her final rotation was an assignment at the Secretariat of the Air Force Acquisition Contracting Office. Upon completion of the intern program she worked as a contract and small business specialist until August 2000.

From August 2000 to June 2003, Ms. Monroe was the Associate Director for the Military Traffic Management Command (MTMC) Small Business Programs. She significantly increased small business opportunities for small business trucking companies by successfully negotiating base and option year subcontracting plans with large business freight and trucking companies. She also planned, organized and implemented the first small business conference at the annual world-wide MTMC Symposium. The purpose of the conference was to provide a forum for small business to form teaming arrangements for future requirements and become registered approved government carriers. The small business forum targeted trucking companies that move freight and household goods, small business owners of storage and warehouse facilities, and other small business transporters.

Ms. Monroe has a Bachelor of Science and Master's Degree. She is Level III certified in Contracts Acquisition and is a member of the Army Acquisition Corps.

## MR. SEAN CREAN, DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS, DEPARTMENT OF THE NAVY



Mr. Sean F. Crean is the Director, Office of Small Business Programs (OSBP) for the Department of the Navy serving as chief advisor to the Secretary on all small business matters. He is responsible for small business acquisition policy and strategic initiatives.

Mr. Crean joined the Secretary of the Navy Staff as a member of the Senior Executive Service in January 2010 and has over 35 years of federal service. Prior to receiving this appointment he served as Deputy Assistant Secretary of the Navy for Acquisition and Logistics Management during a two year military recall to active duty as a Rear Admiral in support of Operation Iraqi Freedom.

Mr. Crean's previous experience includes serving as the senior procurement analyst for the U.S. Small Business Administration's Office of Government Contracting Area I (New England) for nineteen years.

In this role he was the principal advisor to the SBA's six regional district offices and congressional delegations on procurement issues. He provided acquisition strategy analysis for over twenty buying activities throughout the region supporting both DOD and Civilian federal agencies. He first entered federal civilian service as the Deputy Supply Officer for Naval Air Station Brunswick, Maine where he was also appointed the activity small business specialist.

Mr. Crean's combined military and civil service careers have provided complimentary and extensive leadership responsibilities in service to the country including six years as a Flag officer retiring with the grade of Rear Admiral. He holds a Bachelor of Science degree in business management and marine transportation from State University of New York Maritime College and a Master of Business Administration degree from New Hampshire College's graduate school of business.

He has a number of personal and command decorations including the Distinguished Service Medal, is a member of the Defense Acquisition Corps and is DAWIA Level III Contracting certified.

## MR. BRADLEY TAYLOR, ASSISTANT DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS, OFFICE OF THE SECRETARY OF THE NAVY



Mr. Taylor is currently the Assistant Director, Secretary of the Navy's Office of Small Business Programs, located in Washington, DC, and works to foster industry innovation, technology development and the acquisition of quality products, services and solutions to support the needs of our Sailors and Marines. He also serves as the Navy's Program Manager for the Subcontracting and Mentor Protégé Programs. Mr. Taylor began his federal career as a licensed Civil Service Mariner with the Military Sealift Command (MSC) in 1978 and later transferred to a shore-side position in MSC's Tanker Operations Division, located in Washington, DC, where he was responsible for vessel operations in support of DOD petroleum requirements and the Dept. of Energy Strategic Petroleum Reserves.

In 1984, he joined MSC's Chartering Division where he became a Supervisory Contracting Officer with an Unlimited Warrant responsible for a myriad of highly visible sealift charters to fulfill DOD special mission and ocean transportation requirements worldwide. In this position, Mr. Taylor became DAWIA Level III Certified and a member of the DON Acquisition Professional Community

In recognition of his contracting and operational expertise, Mr. Taylor was assigned to MSC's Special Programs and Acquisition Re-engineering Division in 2000 and was responsible for the analysis and improvement of MSC contracting processes worldwide, including those related to ship repair and conversion, charters, ship operations, services and supplies.

Mr. Taylor served as MSC's Director for Business Development from 2004 to 2006, where he actively led multi-functional project and technical teams to plan, develop and implement innovative and cost-effective maritime solutions to complex requirements and enhance small business participation in support of the Command's mission.

From 2006 to March 2013, Mr. Taylor served as the Director of MSC's Office of Small Business Programs and was highly successful in creating, managing, and implementing strategies to optimize small business opportunities as evidenced by MSC winning the FY07 Secretary's Cup Award for Outstanding Small Program and the FY10 SECNAV Acquisition Excellence Director's Award. Having received numerous awards throughout his career, the most notable include the Secretary of the Navy's Meritorious Civilian Service Award for supporting the mission of the Military Sealift Command for 35 years in multiple capacities and the Navy Unit Commendation Award for his efforts during Operation Desert Storm in helping to deliver 76 million square feet of combat vehicles, supplies and ammunition and more than seven billion gallons of fuel to U.S. and coalition war fighters involved in the global war on terrorism.

## MR. SCOTT DENNISTON, EXECUTIVE DIRECTOR, NATIONAL VETERAN SMALL BUSINESS COALITION



Scott Denniston is President and Chief Executive Officer of the Scott Group of Virginia, LLC. The Scott Group provides strategic business development services to small businesses in the Federal marketplace. Scott Group also facilitates partnerships and alliances between large and small businesses to compete on Federal contract opportunities as well as assist large businesses to establish world class subcontracting programs and identify potential small business subcontractors and partners. Mr. Denniston is also Executive Director of the National Veteran Small Business Coalition whose mission is to transition veterans into business owners and ensure the Federal acquisition field is fair for all veteran owned small businesses. Mr. Denniston serves on the Humana Veterans Advisory Board which provides guidance to Human Healthcare Services Inc., on delivering innovative healthcare solutions to our Nation's veterans. He also serves on the Board of Directors for the American Freedom Foundation and the American Small Business Coalition.

Previously, Mr. Denniston was the Director, Office of Small Business Programs and the Center for Veterans Enterprise at the Department of Veterans Affairs. During his tenure VA was a leader in awards to all categories of small businesses consistently spending over \$3 billion with small business. During his tenure, VA was consistently graded "green" by the Small Business Administration and the US House of Representatives Small Business Committee. Scott began his government career with the Customs Service. He also held numerous management positions with the Small Business Administration. He is also active in the National Contract Management Association (NCMA), the National Defense Industry Association (NDIA), and is past chair of the Small Business Committee of the Armed Forces Communications and Electronics Association (AFCEA).

Mr. Denniston is a nationally recognized advocate for veteran entrepreneurs. In 1998 he was appointed to the Congressional Commission on Service Members and Veterans Transition Assistance, where he developed recommendations for enhancing and expanding support for veteran business owners. Many of those recommendations were incorporated into Public Law 106-50, the Veterans Entrepreneurship and Small Business Act of 1999, and Public Law 108-183, the Veterans Benefits Act of 2003. He established the Center for Veterans Enterprise, a VA organization dedicated to providing support to veterans interested in entrepreneurship.

In March 2005, Mr. Denniston received the prestigious "Federal 100 Award" from Federal Computer Week for developing the VETBIZ website and the Vendor Information Pages data base of veteran owned small businesses. In June 2008, he received the "Leadership Award" from the Association for Federal Information Resources Management (AFFIRM), for his work on the GSA "VETS GWAC". In October 2008, Scott received the "Leadership Award" from the Parren J. Mitchell Foundation for his years of support to the minority small business community. In October 2008, he also received the "Patriot Award" from the American Freedom Foundation for his efforts on behalf of veterans.

He was born in Somerville, New Jersey. He received a B.A. degree in Economics from Waynesburg College and a M.S. degree in Government from Southern Illinois University. He is also a veteran, having served in the US Army.

## MR. KENNETH DODDS, DIRECTOR, OFFICE OF POLICY, PLANNING AND LIAISON, U.S. SMALL BUSINESS ADMINISTRATION



Kenneth Dodds is the Director of Policy, Planning and Liaison at the Small Business Administration (SBA). His office is responsible for implementing legislation and drafting regulations pertaining to small business Federal government contracting, small business size standards, and small business government contracting goals. Previously he was the Director, Office of Government Contracting at SBA and was a senior attorney in SBA's Office of General Counsel for 13 years. He is a graduate of James Madison University and received his law degree from the Marshall-Wythe School of Law at the College of William & Mary.

## **MS. JOAN DAVIDSON, SMALL BUSINESS LIAISON OFFICER, HAMILTON SUNDSTRAND**



Joan currently serves as the appointed Small Business Liaison Officer for Hamilton Sundstrand. As the Small Business Liaison Officer Mrs. Davidson is responsible for the development, implementation and maintenance of the Comprehensive Small Business Subcontracting Plan , increasing awareness to all departments within Hamilton Sundstrand, establishing initiatives that will enhance subcontracting bidding opportunities for small business concerns ensuring Hamilton’s compliance and performance to all Small Business goals and the Mentor Protégé Program.

As a Compliance Officer; Joan oversees the Vendor Master File, and the collection of Annual Certifications and Representations for all suppliers. Joan is also responsible for On boarding all new Buyers at Hamilton and provides support to the Hamilton supply chain personnel relative to compliance and procedures.

Mrs. Davidson’s career spans over 35 years in the field of procurement, small business management, subcontracts and supplier diversity. Mrs. Davidson has been with Hamilton Sundstrand for 12 years and has held positions of increasing responsibility prior to being appointed the Small Business Liaison Officer.

Mrs. Davidson is an active member of the United Technologies Supplier Diversity Council. The Co- Chair of the Hartford Regional Advisory Committee supporting the New England Minority Supplier Diversity Council and the President of the Alliance of Supplier Diversity Professionals , a nonprofit organization who provide training and certification to supplier diversity leaders across the United States.

Mrs. Davidson holds a Bachelor’s Degree from the University Of Massachusetts in Business Management and Leadership.

In 2009 Mrs. Davidson was recognized by Supplier Diversity Magazine as one of the Top 20 Women in Power impacting Small Business and Minority Suppliers. In 2012 Mrs. Davidson received a Nunn Perry Award recognizing excellence in the Mentoring of a Small Business Supplier.

## **MS. LUDMILLA PARNELL, DIRECTOR, BUSINESS DEVELOPMENT, SMALL BUSINESS PARTNERSHIPS, GENERAL DYNAMICS INFORMATION TECHNOLOGY**



Since 1997, Ms. Parnell has led the development of long-term relationships between small businesses and General Dynamics and the management of their Mentor-Protégé programs. Ms. Parnell’s role provides for development of teaming relationships with small businesses in a variety of technical and customer-focused areas that support business development initiatives at General Dynamics Information Technology (IT). She implemented a business development approach to working with small businesses, and fostered an internal “Total Company Approach” to working with small companies. Her role extends into both capture and proposal development processes and includes coordination and support of Mentor-Protégé involvement.

Under her leadership, the company has received recognition for its efforts with small business, to include the DOD Nunn-Perry Award for excellence in the Mentor-Protégé program, the first two Corporate Champion Awards in 2005 and 2006 from the Veterans Administration for work with Service-Disabled Veteran-Owned small businesses, as well as others. As an integral member of the General Dynamics Small Business Committee, she played a leadership role in the development of a common registration portal, which received a General Dynamics Supply Chain Excellence award in 2012.

Ms. Parnell is a past co-chair of the AFCEA International Small Business Committee and continues to serve as a sub-committee chair. She currently serves as the Co-Chair of the General Dynamics Small Business Committee. She earned a bachelor’s degree in Science from Queen’s University (Kingston, ON) and a master’s degree in Business Administration from Saint Mary’s University (Halifax, NS). She is a former member of the Royal Canadian Mounted Police and has served as a Senior Officer in the Canadian Forces Naval Reserve.



**MR. TIZOC LOZA, CORPORATE PROGRAM MANAGER, SOCIO-ECONOMIC BUSINESS PROGRAMS/GOVERNMENT RELATIONS, NORTHROP GRUMMAN CORPORATION**



Tizoc S. Loza is the Corporate Program Manager, Socio-Economic Business Programs/Government Relations for Northrop Grumman Corporation. In this position, he is responsible for direction and management, as well as corporate-wide oversight, of the Mentor-Protégé, Small Business Innovation Research (SBIR), AbilityOne and Historically Black Colleges and Universities/Minority Institutions (HBCU/MIs) Programs. Mr. Loza reviews and implements corporate strategies dealing with small business initiatives. These initiatives deal with the mentoring and assistance of small businesses. In addition, he works with the sectors to implement processes that would enable each business sector to collaborate and develop partnerships with small businesses that have innovative technologies that can be incorporated into government platforms. Mr. Loza is also the lead in providing business sectors with the information and guidance needed to develop and sponsor HBCU/MI's with scholarships and funding for students and faculty who show the capability for providing new technologies. He serves as a customer

liaison with government agencies to insure consistent and efficient program management enterprise-wide. Mr. Loza provides assistance in establishing and monitoring corporate strategies to increase the involvement in these initiatives, and provides guidance to small businesses regarding subcontracting opportunities.

Mr. Loza has been employed in the Aerospace Industry for over twenty five years in such diverse assignments as a marketing representative, buyer, contracts manager, and small business liaison officer. He earned his Bachelor's Degree in Financial Management and International Business from California State University at Long Beach, and received his Government Contract Management Certification from the University of California at Los Angeles. Mr. Loza is a certified Six Sigma Green Belt, and completed his MBA with emphasis in Supply Chain.

**MS. EMILY MANN, PROGRAM MANAGER, ENTERPRISE OPERATIONS SUPPLIER DIVERSITY PROGRAM, LOCKHEED MARTIN CORPORATION**



Emily Mann is a Program Manager within Lockheed Martin Enterprise Operations, responsible for management of the Enterprise Operations Supplier Diversity program. Enterprise Operations consists of Corporate Headquarters, located in Bethesda, MD, and Enterprise Business Services, located virtually across the United States. Corporate Headquarters contains executive leadership and support staff. Enterprise Business Services provides common systems and services used within Lockheed Martin business units, along with support for corporate Information Technology needs. Lockheed Martin Enterprise Operations holds no government or commercial contracts, and does no manufacturing. Emily is part of the Global Supply Chain Operations or GSCO group that is the buying and subcontracting function for the Enterprise Operations and corporate-wide acquisitions and subcontracting.

Ms. Mann has been with Lockheed Martin and Martin Marietta since 1980, and has a diverse background in information technology, requirements planning, procurement, subcontract management, and business. Ms. Mann received both her bachelors degree and masters degree in business administration from Regis University. She is certified as Green Belt in the Lockheed Martin Operating Excellence combined disciplines of Lean and Six Sigma. She is certified as a Supplier Diversity Professional by the Alliance of Supplier Diversity Professionals (ASDP), and has taught training classes leading to ASDP Supplier Diversity Professional certification.

### **MS. SUSAN KING, EXECUTIVE ADMINISTRATOR, SUPPLIER DIVERSITY, BAE SYSTEMS**



Ms. Susan King is BAE Systems, Electronic Systems Sector, Executive Administrator of Supplier Diversity Programs. Ms. King serves as Small Business Liaison Officer, Mentor Protégé Program Manager and as the appointed Comprehensive Subcontracting Plan Manager.

Susan has more than 25 years of Supply Chain management experience and has held several Procurement leadership positions in both Defense and Commercial manufacturing industries. Since being selected for the Supplier Diversity leadership role in 2009, Susan has driven small business policy advocating strategic initiatives for small business diversity and inclusion. Susan's small business activism and Mentor Protégé work with small businesses earned a prestigious 2013 Silver Chairman's Award.

Ms. King holds numerous accreditations including Certified Government and Commercial Supplier Diversity Professional. Ms. King serves as the Director, and past Secretary, of the New Hampshire

Chapter, National Association of Purchasing Management. Susan and her husband Don are natives of New Hampshire and have three sons and two grandchildren.

### **MS. DAWN HOGAN, MANAGER, SMALL BUSINESS, DYNCORP INTERNATIONAL**



Ms. Hogan has a career that spans 15 years in the field of supply chain management, subcontracts, supplier management, strategic global sourcing, small business and compliance. Currently she is the Small Business Manager at DynCorp International.

Prior to joining DynCorp International, Ms. Hogan held global supply chain positions with Koch Industries, ARCO International Oil & Gas, American Airlines, and Bell Helicopter.

Ms. Hogan earned a MS from Texas A & M University-Commerce and BS from Baylor University. She is a certified supplier diversity professional (CSDP), with Alliance Of Supplier Diversity Professionals and a certified Six Sigma Green Belt.

Ms. Hogan brings strategic global knowledge and dedication to the organization she supports. Her passion has always been small business so naturally she embraced the opportunity to work with small businesses every day at DynCorp International.

### **MR. CHUCK GRAY, VICE PRESIDENT, CHIEF OPERATING OFFICER, FRONTIER ELECTRONIC SYSTEMS CORP.**



Aerospace and electronics professional with forty five years of business leadership in engineering management, manufacturing, Government contracting, profit center performance and business development. Joined Frontier in July 93 as the Midwest City Operations and B-1B contract program manager. As FES VP/COO, Chuck's innovative, business focused leadership has directly contributed to attainment of ISO 9001 & AS 9100 certifications, technology innovation, and LEAN processes strengthening both Customer and business performance. His leadership has been instrumental in FES earning four Boeing Supplier of the Year awards, three Northrop Grumman World Class Team awards and certification as a Lockheed Martin Star Supplier.

Chuck serves on The Boeing Company's Defense Space and Security Supplier Advisory Council, DOD's Space Systems Supplier Council, Oklahoma Center for the Advancement of Science & Technology Small Business Research Assistance Committee and the Aerospace Industry Association Supplier Management Council Executive Committee. He is a former member of NASA's Minority Business Resource Advisory Committee and the AIA Executive Committee

He earned a Master of Science Degree from the Air Force Institute of Technology and a Bachelor of Science Degree from the University of Washington. He is a Six Sigma Green Belt & has completed Boeing's LEAN Leader training program.

## MR. TRACY SOLOMON, PRESIDENT & CEO, TEVET, LLC



Tracy Solomon is Founder, President and CEO of TEVET LLC, headquartered out of Greeneville, Tennessee. Under his leadership, Mr. Solomon took TEVET from conception, in his basement, to an \$88M dollar company with employees across six states. He has positioned TEVET as a value-add, customer centric reseller providing electronic test and measurement products to the federal government, including all branches of the armed forces and leading prime contractors. Life sciences and chemical analysis products have recently been added to the TEVET product offering portfolio.

Mr. Solomon's concept of providing a resource that was a true value add to the federal government and prime contractors was born from his test equipment experience while employed at Alcatel-Lucent. As Manager of Installation logistics, he implemented strong business practices and metrics, directly resulting in a \$12M dollar cost savings over a three year period. Secondly, as a Commodity Manager, Mr. Solomon was responsible for global contracts and an annual spend of \$64M.

Prior to Alcatel-Lucent, Mr. Solomon was employed at Hewlett Packard in the Test and Measurement Division, known now as Agilent Technologies; and soon to be known as Keysight Technologies. He was responsible for cradle to grave life cycle management of \$84M in customer owned assets.

Having enlisted in the U.S. Navy in 1990 during the first Gulf War, Mr. Solomon was trained as an Aviation Electronics Technician. He soon began working and training with electronic test and measurement equipment, the very products TEVET supplies to its customer base today.

Mr. Solomon holds a Master's Degree in Business Administration from the University of Texas at Dallas. He lives in his historic hometown of Greeneville, Tennessee with his wife, Patty, and two dogs. In his rare spare time, Mr. Solomon enjoys volunteering in his community, boating, flying and is, in fact, working toward a single-engine pilot license.

## MR. ANDY WELLS, PRESIDENT, WELLS TECHNOLOGY



Andy Wells began his life journey in 1943 in a small one-room house on the Red Lake an Indian Reservation of Northern Minnesota. On the reservation, where Andy is an enrolled member, there were many social problems caused by poverty. He dreamt of a time when he could help his community by building a business that would create new jobs for economically disadvantaged people while producing products for customers.

In 1989, Andy founded Wells Technology with \$1,300, an old garage, and a passion to succeed. To create value, he designed and manufactured tools and fasteners that were patented. By 2004, he had become an authorized Tier-1 national distribution channel for the Fastenal Company and drove his average annual sales growth to 18% for the next 9 years. Each year, as revenue expanded, profits were invested into state-of-the-art equipment, a new 52,000 sq. ft. facility, 47 new production jobs, and "giving back" to his poverty community.

There was a great need in his poverty community for employment, but many Native American people were not trained for the industrial work opportunity that business offered. Therefore, in 2006, Andy began Wells Academy. This is an innovative paid apprentice program, supported financially by Wells Technology. By 2014, 57 American Indians have received hands-on training in marketable job skills while encouraging positive-life values.

As a leader in his community, Andy serves on Native American and state economic development boards while also being a mentor to many other entrepreneurs. Andy has received recognition through the "National American Indian Business of the Year" award, the "USA HUB Zone Award", the "Minnesota Small Business Person of the Year" award, and the Minnesota "Martin Luther King" award. For success in helping others, Andy was invited to the White House and personally congratulated by President Obama.

In summary, Andy's character, vision, and productive action have provided innovative products for industry while inspiring hope in Native American communities by providing job training and employment for disadvantaged families.

### **MS. VICKY WESSEL, PRESIDENT, SPIRIT ELECTRONICS**



Vickie Wessel is the founder and President of Spirit Electronics, Inc. She has more than 35 years of experience in the electronics industry, including sales, marketing, procurement, operations, contracts, finance and quality systems management. Since its founding in 1979, Spirit has grown to support broad line electronic component distribution, supply chain services (including vendor managed inventory programs, logistics and warehousing), and component value-added services. Her commitment to continuous improvement is evidenced by Spirit's ISO9002 and AS9000 certifications and her on-going participation in lean manufacturing and process improvement activities.

Vickie's passion for improving the contracting environment for the benefit of small businesses throughout the nation has led to her active affiliation with the National Minority Supplier Development Council, the Grand Canyon Minority Supplier Development Council, the Aerospace Industries Association Supplier Management Council, the Arizona Minority Business Enterprise Center, and the Women's Business Enterprise National Council. In 2005, she received AIA's "Amelia Earhart Award", recognizing women who achieve excellence in the aerospace and defense industry. She continues to work as an advocate to Congress and the administration for small, disadvantaged and woman-owned businesses. Vickie currently serves on the National Advisory Board for the Manufacturing Extension Partnership. Vickie makes her home in Scottsdale, Arizona.

### **MS. GWENDOLYN TILLMAN, CORPORATE MANAGER, SOCIO-ECONOMIC BUSINESS PROGRAMS/GOVERNMENT RELATIONS, NORTHROP GRUMMAN CORPORATION**



Gwendolyn Tillman is the Corporate Manager, Socio-Economic Business Programs/Government Relations for Northrop Grumman Corporation.

In this capacity, Gwen manages the day-to-day responsibilities for the corporation's socio-economic business programs organization and is responsible for the implementation of the corporation's socio-economic business programs strategic plan. Ms. Tillman's role also encompasses government customer relationship development and enrichment.

Gwen has over thirty years experience in the defense industry and has been a part of the Northrop Grumman team for over twenty five years. Her most recent position was Corporate Project Manager, Mentor-Protégé and HBCU/MI programs, where she provided corporate wide strategic guidance and oversight of the Mentor-Protégé and Historically Black Colleges and Universities/Minority Institutions (HBCU/MI) programs. Before that, she held positions of increasing responsibility in such diverse functions as small business programs, supplier relations, price/cost analysis, and estimating.

Northrop Grumman 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.

### **MS. SUSANNAH RAHEB, CORPORATE SUPPLIER DIVERSITY LEADER, LOCKHEED MARTIN CORPORATION**



Susannah (Suzanne) currently serves as Corporate Supplier Diversity Leader of Lockheed Martin. In this position, Ms. Raheb identifies strategic initiatives to help Lockheed Martin achieve its supplier diversity goals and objectives to maximize the corporation's utilization of small businesses through subcontracting and partnering initiatives. Ms. Raheb is also responsible for the operations of the Supplier Diversity function, compliance and reporting activities as well as outreach efforts. In her prior assignment, Ms. Raheb served as the manager and corporate focal point for Government Programs, including Mentor Protégé, Indian Incentive and Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) programs.

Ms. Raheb possesses 20 years of professional experience and is widely recognized for her innovation and leadership. She held a variety of increasingly responsible positions with Lockheed Martin, including Innovation Program Manager, Business Unit Resource Manager, and Communications Specialist.

She holds a Bachelor's Degree in Communications from the University of South Florida and a Master's Degree in Management from Webster University. Her professional memberships include: Alliance of Supplier Diversity Professionals (ASDP) board member and communications chair, National Veteran Owned Business Association board member (NaVOBA), Orlando Regional Chamber of Commerce Leadership Orlando program graduate, Brevard County Business Advisory Council member, NASA/KSC Prime Contractor Board Working Committee member and Space Coast Central & North Florida Minority Supplier Development Council vice president.

### **MS. THOSIE VARGA, SUPPLIER DIVERSITY LIAISON OFFICER, L-3 INTEGRATED SYSTEMS**



Thosie Varga is the Supplier Diversity Liaison Officer for L-3 Integrated Systems and acts as L-3 Corporate Small Business Team Lead.

Mrs. Varga is responsible for development, implementation and maintenance of the Comprehensive Small Business Subcontracting Plan, increasing awareness to all departments within L-3 Integrated Systems, counseling suppliers, establishing initiatives that will enhance subcontracting bidding opportunities for small business concerns and ensuring L-3's compliance and performance to all Small Business goals.

As the Corporate Small Business Team Lead, she facilitates monthly meetings for other L-3 division small business advocates, providing a forum for regulation updates, training and benchmarking. In addition, Mrs. Varga is an Officer for the Alliance of Supplier Diversity Professionals (ASDP) organization.

Prior to her current position, Mrs. Varga served as SBLO and Lead Logistics Supply Specialist for a Bell Helicopter Textron subsidiary, Senior Buyer for Northrop Grumman and Production Control Manager for a Veteran Owned Small Business specializing in Machining and Metal Fabrication.





# Save the Date

## **TRIAD**

**Springfield Waterford, September 8, 2014  
Springfield, VA**

## **11TH NATIONAL SMALL BUSINESS CONFERENCE**

**Springfield Waterford, September 9-10, 2014  
Springfield, VA**

**For further information on NDIA Small Business Division Events:**

[www.ndia.org/Divisions/Divisions/SmallBusiness/](http://www.ndia.org/Divisions/Divisions/SmallBusiness/)