

Munitions Executive Summit's Industry - Government Small Business Panel



**“Overcoming Challenges Small Businesses
Face in Supporting the Ammunition Industrial Base”**

SAVIT



Panel Members

- Moderator:
 - Kevin Knotts – President, Azimuth Consulting Services
- Panel Members:
 - Shannon Jackson – Acting Director, DoD Office of Small Business Programs
 - Joe Fedeler – Vice President, Defense Products, NovaTech
 - Mark Heslop – Chief Operating Officer, Nalas Engineering
 - Shannon Jackson – Acting Director, DoD Office of Small Business Programs
 - Bill Morelli – President, Savit Corporation
 - John Dengler – U.S Army Sustainment Command's Small Business Office

Agenda

Overcoming Challenges Small Businesses Face in Supporting the Ammunition Industrial Base

- Introduction and Background – Kevin Knotts
- DOD's Small Business Policy – Shannon Jackson
- Small Business Perspective of the Challenges
 - NovaTech – Joe Fedeler
 - Nalas Engineering – Mark Heslop
 - Savit Corporation – Bill Morelli
- Addressing the Challenges from Army Contracting
 - AMC Small Business Office – John Dengler
- Questions

Setting The Stage

- How did we get here? – Our Topic
 - Secretary of the Army stated in Dec. 2017 that he is concerned about small businesses leaving the defense industry and impacting his Supply Chains. He wants them on board because they are:
 - Innovative
 - Entrepreneurial
 - Lean
 - Critical to our Future
 - Multiple DOD Studies with the October 2018 Industrial Base Report have raised concerns about small business and the industrial base.
- Our Approach
 - SME's from DOD policy and Army Sustainment Command's Small Business offices will address what they are doing to encourage small businesses' continued interest and success in the Defense Industrial Base.
 - Three small, innovative, and entrepreneurial businesses will discuss how they have overcome some of the Defense Industrial Base challenges they've faced.