



Presents the 7th Annual

Army Small Business Conference

“Army & Small Business: Partnering for Success”

Event #4430

November 4-5, 2003

to be held at the

*Hilton Hotel at Tysons Corner
McLean, Virginia*

Seventh Annual Army Small Business Conference

“Army & Small Business: Partnering for Success”

Objective and Scope

Providing for the Nation’s security requires an effective partnership between the Army and the small business community. Small business is “big business” in the Army. Last year, the Army awarded \$10.4 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms. Despite having the smallest budget of the three military departments, the Army has awarded the highest dollar amount of prime contracts to small businesses for each of the last five years.

This conference is the only yearly event specifically aimed at all of the Army’s small business contractors. It brings together leaders of the industry small business community and the government (Small Business Administration and Army) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Army decision makers from the Pentagon to field commanders who conduct acquisitions. All the Army’s major commands located in the United States will be represented. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

The Business Opportunities Fair is an important part of the conference. Representatives from all of the Army’s major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from the top 50 large business defense contractors will be there to discuss small business opportunities with their firms. Army acquisition and technical personnel, and Small Business Specialists will be available to address individual contractor’s questions and concerns.

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.

The importance of continuing the Army-Small Business partnership will be an underlying theme of the conference.

Seventh Annual Army Small Business Conference

“Army & Small Business: Partnering for Success”

November 4-5, 2003
McLean, Virginia

TUESDAY, NOVEMBER 4, 2003

- 1:00 p.m. Registration**
- 3:00 p.m. Administrative Remarks**
Mr. Lewis J. Ashley, Ombudsman,
U.S. Army Materiel Command (AMC)
- 3:05 p.m. Welcome**
LTG Lawrence P. Farrell, Jr., USAF (Ret.),
President, National Defense Industrial Association
- 3:10 p.m. Opening Remarks**
General Paul J. Kern, USA
Commanding General, AMC
- 3:40 p.m. Continuing Opportunities for Small Businesses**
Honorable Claude M. Bolton, Jr., Assistant Secretary of the Army
(Acquisition, Logistics and Technology)
- 4:15 p.m. Break**
- 4:30 p.m. 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
- 5:00 p.m. The Outlook for Small Business**
The Honorable Hector V. Barreto, Administrator, U.S. Small Business
Administration
- 5:45 p.m. Reception**
7:45 p.m.

WEDNESDAY, NOVEMBER 5, 2003

6:30 a.m. Continental Breakfast

7:25 a.m. Administrative Remarks
Mr. Lewis J. Ashley, Ombudsman,
U.S. Army Materiel Command

7:30 a.m. Panel Presentation and Discussion
“Industry Challenges and Prospects”

Moderator: Ms. Jacqueline W. Sales, President and Chief Executive Officer,
HAZMED, Inc.

Panelists: Ms. Pamela Roberts, President and Chief Executive Officer,
CommerceBasix, LLC

Ms. Cari M. Garrison, Director, FCS Supplier Management
The Boeing Company

Mr. Elmer Doty, Vice President & General Manager, Ground
Systems Division, United Defense, L.P.

9:15 a.m. Break

9:45 a.m. Panel Presentation and Discussion
“Government Assistance and Opportunities”

Moderator: Mrs. Sallie Flavin, Deputy Director, Defense Contract
Management Agency

Panelists: Major General Charles R. Henry, U.S. Army, Retired, President
and Chief Executive Officer, The Veterans Corporation

Mr. Greg Rothwell, Senior Procurement Executive / Chief
Procurement Officer, Department of Homeland Security

Mr. Jose de Olivares, Acting Deputy Director Job Corps,
U.S. Department of Labor

11:30 a.m. Lunch
Concurrent Activities

1:00 p.m.- Business Opportunities Fair:

4:15 p.m. Each of the AMC major subordinate commands, the National Guard, and the following Army organizations: Army Contracting Agency; Corps of Engineers; Medical Command; and the Defense Contracting Command-Washington, will staff and operate a booth throughout the afternoon. Small Business Specialists, procurement and technical personnel from these organizations will be available to discuss future business opportunities, and to address individual contractor concerns.

1:00 p.m.- Breakout Sessions - Special Interest Topics:

4:15 p.m.

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 based on demand. Each session will take about 40 minutes with the time evenly divided for presentation and comments/questions.

-- What You Need to Know Before You Team/Partner

Ms. January Dennison, President, Technology Resource Consultants, Inc.

-- Tips for Small Businesses and Opportunities Available

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

-- SBIR Opportunities

Mr. Jay Boyce, Senior Vice President, Foster-Miller, Inc.

-- How to Become a GSA Federal Supply Schedule (FSS) Contractor

Mr. Gary Cook, Contract Specialist / Customer-Vendor Relations,
General Services Administration

-- Using the Capability Maturity Model Integrated (CMMI) as a Means to Level the Playing Field

Ms. Suzanne Garcia, Member of the Technical Staff, Software Engineering Institute, Carnegie Mellon University