



STATE OF MARYLAND
OFFICE OF THE GOVERNOR



November 29, 2018
SMART Procurement Conference
Strengthening the Mid-Atlantic Region for Tomorrow

A Message from Governor Larry Hogan and Lieutenant Governor Boyd Rutherford

Dear Friends:

Welcome to the Strengthening the Mid-Atlantic Region for Tomorrow Procurement Conference (SMART PROC 2018)! I am delighted to provide this welcoming message to you on such a wonderful occasion.

SMART PROC was founded in 2002 by the SMART Congressional Caucus to analyze the federal procurement process and help Maryland businesses compete in today's procurement arena. For the last sixteen years, the SMART PROC has given Maryland business owners the opportunity to meet and network with government agencies, prime contractors, and state and local representatives, and it is my hope that this year marks a new milestone in participation and funds raised so that you all may continue this important work.

I would like to thank all those individuals whose hard work and dedication has made this conference possible, as well as everyone whose participation has helped Maryland businesses succeed. Best wishes for a memorable evening and continued success in the years to come.

Sincerely,

Larry Hogan
Governor

Boyd K. Rutherford
Lieutenant Governor

Welcome to the 16th Annual

SMART PROC GOVCON

The Strengthening the Mid-Atlantic Region for Tomorrow (SMART) mission is Mid-Atlantic leadership of the integration of tech enterprise governance with innovative tech enterprise execution for national and international requirements. Governance elements are Congress, Federal Executive Branch HQs, our International Allies and States/Counties (DE, MD, NJ & PA); execution elements are R&D academia, businesses, government labs/field agencies and professional associations. We operate via 15 focus groups and 4 special committees. Our products are issue papers, events and collaborative projects. Since 1999, SMART has facilitated over \$625 million in regional projects, conducted 310 major events and conducted multiple, significant case studies for Congress, the Federal Executive Branch, our International Allies, the States/Counties and our tech community leaders.

Today's conference provides you with access to information and connects government, industry and academia to create partnerships between the private and public sector. To keep this conference going in the Region, consider joining SMART and get connected in the 4 states.

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SMART Board & SMART PROC Chair
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Thank you to SMART subcontractors



SMART PROC GOVCON Steering Committee

Frank Blanchard, *Director Public Affairs, Leidos Biomedical Research, Inc.*

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Richard Griffin, *Director, City of Frederick Department of Economic Development*

Tamar Osterman, **Maryland Department of Commerce**

Pete Hunter, *Associate Director, Office Small Business Programs, U.S. Army Medical Command, Joint Base San Antonio*

Amanda Johnston, *Executive Director, Fort Detrick Alliance*

Jerome Maultsby, *U.S. Army Medical Research and Materiel Command, Fort Detrick*

Harold Modrow, Ph.D., *Director of Life Sciences, Leidos, Inc.*

Helen Propheter, *Director, Frederick County Office of Economic Development*

Jasmine Stewart, *Vice President, Goldbelt Frontier, LLC*

Kristin Stevens, *SMART PROC Deputy Chair*

Terrance Taylor, *Office of Congressman Steny Hoyer*

A Special Thank You to SMART PROC GOVCON Staff & Interns

Staff:

Debbie Burrell, *SMART PROC Chair*

Kristin Stevens, *SMART PROC Deputy Chair*

Pam Fillion, *SMART Treasurer*

Corey Johnson, *Co-Director Conference IT*

Jessica Nase, *Co-Director Conference IT*

Shirley Damsteegt, *Registration*

Trish Reilly, *Reilly Consulting*

Brooke Sensenig, *Registration*

Stanley Stopyra, *IT Support*

Sallie Taylor, *Registration*

Interns:

Meghan Edwards, *Mount Saint Mary's University*

Julia Hamrick, *Liberty University*

Kelsie Hamrick, *Frederick Community College*

Michael McNulty

Xena Pagcaliwangan, *University of Maryland, College Park*

Ernie Steinz, *Carroll University*

Austin Stevens, *Towson University*

Joshua Stone, *New Life Christian School, IT Support*

Kelsi Stopyra, *Liberty University*

Notes

Thursday Conference Schedule

Sessions to Sharpen Your Business Development

12PM		Registration Opens		
1-2PM		Keynote Kickoff of SMART PROC GOVCON		
2-4PM		Matchmaking Sessions		
2:15-3:30PM		Breakout Session 1		
3:45-5PM		Breakout Session 2		
5-7PM		Networking Reception w/Silent Auction to Benefit Easterseals Veterans' Programs at Casey's Grill in the Clarion Inn		
	Ballroom A	Ballroom B	Ballroom C/D	Ballroom E/F
Keynote Kickoff of SMART PROC GOVCON 1-2 PM				
Track 1 2:15- 3:30PM	Teaming with Historically Black Colleges and Universities for Federal Opportunities: A Guide to Partnerships	Proposal Writing I: Deploying Best Practices to Avoid Common Pitfalls	Setting the Tables for Success: Legal Perspective to Ensure Your Small Business is Positioned to Succeed as a Prime, Subcon- tractor, or Team Member	SBIR/STTR and Tech Transfer
Track 2 3:45-5PM	Proposal Writing II: Un- derstanding the Government Review Process	Pricing Intelli- gence: Pricing to Win and Pitfalls to Avoid	Other Transaction Authority (OTAs): What is it and Benefits to Government and Industry	SMART Working Groups: Plug- ging into Region- al Economic Development Efforts

11.29.18 1-2PM

Keynote Kickoff of SMART of SMART PROC GOVCON

Strengthening the Mid-Atlantic Region for Tomorrow (SMART) GOV CON Small Business Procurement Conference joins federal, state and local government leaders to discuss economic development and programs to encourage small business development nationally, regionally and locally. SMART PROC started with supporting the Fort Detrick and R&D community and has grown over 16 years to include small business development activities with the military and civilian agencies within the SMART states region.

Moderator	Mr. Robert Carullo, Executive Director, SMART
Welcome	Ms. MC Keegan-Ayer, Vice President, Frederick County Council
Panelist	Ms. Lisa A. Swoboda, Acting Director, Office of Military and Federal Affairs, Maryland Department of Commerce
Panelist	Mr. Terrance Taylor Representing Congressman Steny Hoyer, SMART Caucus Lead Staff
Panelist	Mr. Robb Wong, Associate Administrator, Office of Government Contracting and Business Development, US Small Business Administration
Panelist	Mr. John Tenaglia, Deputy Assistant Director for Acquisition (J-4) Defense Health Agency (DHA)

Sessions

11.29.18 Track 1 2:15-3:30PM

Teaming with Historically Black Colleges & Universities for Federal Opportunities: A Guide to Partnerships

Tap into partnership opportunities between HBCU's, small businesses and federal agencies. Learn about new R&D and mentor protégé agreements from panelists representing HBCU's in the 4-state region.

Moderator Mr. Jerome Maultsby, Assistant Director, Office of Small Business Programs, Headquarters, U.S. Army Medical Command

Panelist Ms. Annette Owens-Scarboro, Program Manager, National Institutes of Health (NIH) Office of Small Business Programs

Panelist Dr. Anika Bissahoyo, Assistant Vice President for Research, Office of Research and Sponsored Programs, Interim Director, Office of Title III Administration, Bowie State University

Panelist Dr. Charles Sutton, Director, Office of Research and Sponsored Programs, Lincoln University

Panelist Dr. Danny T. Barnes, Government & Junior College Liaison, Hampton University

Panelist Mr. Thomas Nixon, Project Coordinator Title III/Grants Administrator, Cheyney University

Panelist Ms. Sandra Long, MBA, Publisher of HBCU Magazine, Former Deputy Secretary of Commerce (MD)

11.29.18 Track 1 2:15-3:30PM (cont.)

Proposal Writing I: Deploying Best Practices to Avoid Common Pitfalls

Government contract officers and small business liaisons, alike, will benefit from this straight discussion on how a diminishing federal budget will affect your small business. Implementation of best practices starts with business development, capture management, shredding proposals, gap identification, compliance, pricing and responding to the requirement. Responses to federal and state RFPs from a small business standpoint face many challenges. Business leaders will identify such challenges, provide information on best practices to expand across your business, and address ways to avoid common pitfalls during your bid/no-bid decision making process.

- Moderator** Ms. Louanne Houck, Director of Business Development, Allied Technology Consultants - Frederick
- Panelist** Mr. Archie Cardwell, Maryland Procurement Technical Assistance Program
- Panelist** Mr. Ken Allen, National Contract Management Association-Frederick and Author, Reuter Law
- Panelist** Mr. Greg McCarthy, CEO, AOC Key Solutions

Sessions

Setting the Tables for Success: Legal Perspective to Ensure Your Small Business is Positioned to Succeed as a Prime, Subcontractor, or Team Member

Federal government contracting presents pitfalls and complexities for small businesses, starting from the decision to go after a target-procurement through to close-out of the project. Even deciding whether to pursue a set-aside contract as a prime contractor, or to act as a subcontractor for a large business prime, involves commercial and compliance considerations that require specialized knowledge. In this session we will discuss teaming agreements (including a discussion of SBA mentor-protégé agreements), subcontracts, and what a small business can do in the event of issues arising during the procurement and performance phases of the work. The session will be split into pre-award and post-award considerations.

In the first part of the session, we will discuss pre-award considerations, focusing primarily on entering into a teaming agreement with a large business as a small business subcontractor. This will include commonly occurring issues such as creating an enforceable agreement, protecting your firm's workshare, and drafting your teaming agreement to ensure that it complies with SBA and other socio-economic program requirements. We will also discuss the SBA's 8a and "All-Small" mentor-protégé programs, address potential issues that can arise if a contractor or agency claims that your teaming agreement or joint venture agreement violates SBA regulations, and briefly explore the SBA size protest process.

In the second part of the session we will move to post-award considerations. We will discuss strategies for negotiating, drafting, and implementing an effective subcontract. This portion will also include a "Top 10 Subcontract Terms and Conditions" discussion.

Upon concluding the second part of the session we will open the floor to Q&A from the audience.

Moderator **Ms. Tamar Osterman, Senior Business Development Representative, Office of Business Development, Maryland Department of Commerce**

Panelist Mr. Jeremy Scholtes, Miles & Stockbridge, LLP

Panelist Mr. Christopher Denny, Miles & Stockbridge, LLP

Panelist Mr. Philip Livingston, Chief Legal Officer, Goldbelt, Inc.

11.29.18 Track 1 2:15-3:30PM (cont.)

SBIR/STTR and Tech Transfer

Can your small business achieve mission goals for the Federal Government through disruptive innovation? Together, the Federal Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) programs fund over \$1B into projects each year, as “America’s Seed Fund.” Health technology and life sciences firms can access non-dilutive funding through several agencies and components. This panel will include experts from the SBIR/STTR Programs of the National Institutes of Health (NIH), and USAMRMC (U.S. Army medical topics and the Defense Health Agency), USAMRMC Tech Transfer Program as well as a representative from the Maryland Technology Development Corporation (TEDCO). Panelists will walk you through key agency mission areas, important differences between the programs, and how to locate the right funding opportunity for your small business.

Moderator Mr. Charles Daitch, CEO, Akonni Biosystems, Inc.

Panelist Ms. Amanda Cecil, SBIR/STTR Program Analyst, US Army Medical Research and Materiel Command (USAMRMC)

Panelist Mr. Paul Michaels, eJD, Director, US Army Medical Research and Materiel Command (USAMRMC) Tech Transfer Office ORTA/MTT

Panelist Mr. Ron Kaese, Director, Federal Programs, Maryland Technology Development Corporation (TEDCO)

Sessions

11.29.18 Track 2 3:45-5PM

Proposal Writing II: Understanding the Government Review Process

Contracting Officers from various government entities explain the complexity of RFPs, and the likelihood of your proposal being derailed by overlooking administrative and/or technical requirements. Panelists will discuss most common mistakes industry makes, and suggestions to ensure compliant proposals.

Moderator Mr. Patrick Mullins, Sabre Systems, Inc., SMART Member

Panelist Mr. Pete Hunter, Associate Director, Office of Small Business Programs, Army Medical Command (MEDCOM)

Panelist Ms. Amy Brown, Contracting Officer, US Army Medical Research Acquisition Activity (USAMRAA)

Panelist Ms. Kelly Green, Contracting Officer, US Army Medical Research Acquisition Activity (USAMRAA)

Panelist Mr. James Chestnut, Director, Acquisitions Division, Office of Inspector General, Health and Human Services

Pricing Intelligence: Pricing to Win and Pitfalls to Avoid

Industry experts discuss market research, pricing intelligence and best practices for pricing strategies to ensure your proposal is competitive, compliant and cost effective to be able to perform the work for the customer.

Moderator Mr. James Bratten, CEO, EZGOVOPPS

Panelist Mr. Michael McNulty, President, McNulty and Associates, Inc.

Panelist Mr. Mike Gallo, Partner and Principal Consultant, Federal Pricing Group, LLC

11.29.18 Track 2 3:45-5PM (cont.)

Other Transaction Authority (OTAs): What is it and Benefits to Government and Industry

OTAs provide opportunities for contractors with greater flexibility than conventional contract, grant or cooperative agreements. This innovative, fast-track contracting method accelerates R&D of prototypes, products and services to combat existing and developing threats to our nation's security. The advancement of IT, cyber, infrastructure, and defense are just some examples where innovative contracting, with limited constraints, produces immediate results. Learn how to make OTAs work for you and open the door to partner with the Government in unique and progressive ways.

Moderator **Mr. Darryl Sampey, President and CEO, BioFactura, Inc.**

Panelist Mr. Mike Stebbins, Medical Technology Enterprise Consortium (MTEC), Medical CBRN Defense Consortium (MCDC) and Chemical Weapons of Mass Destruction Consortium (CWMD) from Advanced Technology International (ATI)

Panelist Mr. John Britton, General Counsel and Compliance Officer, C5 and CEED, Consortium Management Group (CMG)

Panelist Mr. Barry Sayers, Senior Contract Integrator, JPEO-CBRND

Panelist Mr. Jeff Megargel, Program Manager, CWMD OTA

Sessions

SMART Working Groups: Plugging into Regional Economic Development Efforts

SMART is more than just SMART PROC. SMART International Focus Group will discuss ground level international business development opportunities for your small business and other working groups. Join international Embassy leaders discuss a new project for US/Curaçao partnership, India and Italy Partnerships.

Moderator Mr. Robert Carullo, Executive Director, SMART

Panelist Mr. Robert Mazzuca, COO, Arkk Enterprises

Panelist Mr. Phil Jaurigue, CEO and Chairman, Sabre Systems & Chair, SMART Board

Panelist Mr. George Kearns, C-MCC Chairman

Panelist Mr. Robert Hanley, Vice President, Sabre Systems

Panelist Ms. Joan Michel, CEO, Profile Partners

Panelist Ms. Karen Holt, Federal Installation Administrator, Harford County Economic Development Team

11. 29. 18 5-7PM

Networking Reception and Silent Auction to Benefit Easterseals Veterans' Programs at Easterseals MD, DC, VA- Casey's Grill located in the Clarion Inn

Friday Conference Schedule

Sessions on Understanding Government Programs and Requirements

7-8AM	Registration & Pre-Conference Coffee Networking
8-9:15AM	Keynote Session
9:30-10:45AM	Breakout Session 1
11-12:15PM	Breakout Session 2
12-1PM	Lunch
1:15-2:30PM	Breakout Session 3
2-3:30PM	Maryland Beer & Wine Tasting Networking Reception
3:30PM	Closing Remarks & Drawing <i>(Must be present to win)</i>

	Ballroom A	Ballroom B	
Keynote Session 8-9:15AM			
Track 1 9:30-10:45AM	Super Session: U.S. Army Medical Research and Materiel Command (USAMRMC)	Super Session: Team Aberdeen Proving Ground: Technology, Modern Warfare and Small Business	
Track 2 11-12:15PM	Contracting with the Military: Priorities and Budget for FY18/19 for Small Business	Cyber Security: CISO Panel Discussion on Hot Topics in Guarding the Government and Industry Networks NO VIDEO OR PHOTOGRAPHY	

Lunch Sponsored by Leidos & Leidos

Track 3 1:15-2:30	Prime Contractors & Team- ing Agreements: Strategies for Small Business Success	Strategic Sourcing, IDIQ'S and GWAC's: What You Need to Know to be Successful	
2-3:30PM	Maryland Beer & Wine Tasting Networking Reception- Featuring Black Ankle Vineyard, Linganore Winery, Red Shedman Brewing, and Smokehouse Brewing Company		
3:30PM	Closing Remarks & Drawing <i>(Must be Present to Win)</i>		

	Ballroom C/D	Ballroom E/F	Notes
	Contracting with the Intelligence Community: Challenges and Opportunities NO VIDEO OR PHOTOGRAPHY	Mid-Atlantic Federal & Military Construction: Current and Future Opportunities in a \$1Billion Industry	
	Contracting with the Army Medical Command (MEDCOM)	Federal Healthcare Support Services, Healthcare IT and Medical Research and Development: Understanding Forecast Opportunities, Requirements and Agency Contract Vehicles	

Biomedical- Located in the Exhibitor Hall

	Offices of Small Business Programs: Your Resource to Understand the FAR and new Cyber Security Rules, Future Requirements, and Opportunities	State of Maryland Acquisitions: Understanding Future Requirements and MBE Process as Opportunities for Small Business Increase	

11.29.18 8-9:15AM

Keynote Session

SMART brings together experienced leaders, with over 100 years of combined budget and military experience. Leaders and key members of Congress, Office of Management and Budget, Department of Defense, US Army Medical Research and Materiel Command, and US Army Communications and Electronics Command will discuss the budget and priorities for the overall mission.

Moderator	Robert Carullo, Executive Director, SMART
Local Welcome	<i>The Hon. Jan Gardner, Frederick County Executive (tentative)</i>
Welcome	The Honorable Mike Gill, Secretary, Maryland Department of Commerce
Panelist	The Honorable Ben Cardin, US Senator for Maryland
Panelist	Major General Barbara Holcomb, Commanding General, US Army Medical Research and Materiel Command (USAMRMC)
Panelist	Ms. Liz Miranda, SES Integrated Logistics Support Center Aberdeen Proving Ground, US Army Communication-Electronic Command (CECOM)
Panelist	Mr. John Willison, SES, Deputy to the Commanding General, US Army Research, Development and Engineering Command (RDECOM)

Sessions

11.30.18 Track 1 9:30-10:45AM

Super Session: U.S. Army Medical Research and Materiel Command (USAMRMC)

The US Army Medical Research Acquisition Activity will illuminate how small business products and services are procured for the U.S. Army Medical Research and Materiel Command. Program Leads will describe program priorities and requirements to support the warfighter and future needs.

- Moderator** Jerome Maultsby, Assistant Director, Office of Small Business Programs, Headquarters, U.S. Army Medical Command
- Panelist** Ms. Kathleen Berst, Deputy Commander of Acquisition, US Army Medical Materiel Development Activity (USAMMDA)
- Panelist** Colonel Gary A. Wheeler, Commander, US Army Medical Research Institute of Infectious Diseases (USAMRIID)
- Panelist** Colonel Stephen Dalal, Director, Congressionally Directed Medical Research Programs (CDMRP)
- Panelist** Dr. Tyler N. Bennett, Deputy to the Commander for Acquisition, US Army Medical Materiel Agency (USAMMA)
- Panelist** Lieutenant Colonel Jaime Anderson, Director, Strategic Planning Office, US Army Medical Research and Materiel Command
- Panelist** Ms. Thea Maddox Hofgesang, Chief, Business Operations Division, U.S. Army Medical Research Acquisition Activity (USAMRAA)
- Panelist** Mr. Jerome K. Maultsby, Assistant Director, Office of Small Business Programs, Headquarters, U.S. Army Medical Command

11.30.18 Track 1 9:30-10:45AM (cont.)

Super Session: Team Aberdeen Proving Ground: Technology, Modern Warfare and Small Business

The role of technology in today's modern warfare is rapidly expanding. The Army's premier Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) capability providers join CECOM and RDECOM to discuss the future acquisition forecast on Army Streamlining, and how it will affect small business. Senior leaders will provide first-hand insight into the development of break-through technology for the Soldiers, and how changing requirements, current operational needs, rapid acquisition, future acquisitions and Army budgetary constraints will have an impact on the Command.

Moderator & Panelist **Ms. Joan Michel, Profile, LLC**

Panelist Ms. Danielle Moyer, Deputy Director, US Army Communications and Electronics Command, (CECOM) SEC

Panelist Mr. John Willison, SES, Deputy to the Commanding General, US Army Research, Development and Engineering Command (RDECOM)

Panelist Dr. Jason Roos, Deputy Executive, Joint Program Executive Office, CBRND, PEO contract planning Representative

Panelist Ms. Debra Abbruzzese, Deputy Director (Acting), Army Contracting Command – APG

Panelist Mr. Laurence Mixon, SES, Special Assistant to the PEO, Program Executive Office- Intelligence, Electronic Warfare, and Sensors (IEW&S)

Sessions

Contracting with the Intelligence Community: Challenges and Opportunities

Industry experts discuss market research, pricing intelligence and best practices for pricing strategies to ensure your proposal is competitive, compliant and cost effective to be able to perform the work for the customer.

- Moderator** Mr. Jonathan Pernel, VP Federal Solutions, Yakabod
- Panelist** Mr. Benjamin Monastero, Industry Liaison, Office of Selective Acquisitions, Department of Homeland Security, Office of the Chief Procurement Officer (DHS)
- Panelist** Mr. Scott Jackson, Director, Small Business Programs, National Security Agency (NSA)
- Panelist** Ms. Karen Mumford, Director, Small Business Programs, Defense Intelligence Agency (DIA)
- Panelist** Mr. Martin Barrett, Division Director, Analytics & Cyber Solutions, Lockheed Martin

Mid-Atlantic Federal & Military Construction: Current and Future Opportunities in a \$1Billion Industry

With its close proximity to Washington, DC and federal facilities, Maryland is positioned to receive over \$1Billion in Federal and Military construction projects in FY19-20 on installations in the Region. This panel will bring leaders from the USACE, USAF, NAVFAC, MICC-Atlantic and prime contractors to discuss future construction projects, and who has small business goals on current and future opportunities.

- Moderator** Ms. Helen Propheter, Executive Director, Frederick County Office of Economic Development
- Panelist** Mr. Richard Drake, RA, CI5 Construction, NAVFAC Washington
- Panelist** Lt. Colonel Daniel C. Werner, Commander 11th Civil Engineer Squadron, US Air Force
- Panelist** Mr. Scott Drumheller, U.S. Army Corps of Engineers, Baltimore District
- Panelist** Mr. Corey Wright, Small Business Specialist, Office of Small Business Programs, MICC-Atlantic, Fort Belvoir
- Panelist** Ms. Joey Harmon, Corporate Small/Diversity Business Liaison, Whiting-Turner Contracting Company

11.30.18 Track 2 11-12:15PM

Contracting with the Military: Priorities and Budget for FY18/19 for Small Business

The Small Business Offices of key Commands on Installations in Maryland will uncover the Army and Navy small business spend and available opportunities for small business. Learn how to develop your business pipeline, understanding the agency forecast, requirements and how to increase your Pwin. Discussion of DFAR changes and helpful tips in responding to RFP's.

Moderator Mr. Thomas Portlock, Chief Marketing Officer, Odyssey Consulting, Inc.

Panelist Mr. Peter Hunter, Associate Director, Office of Small Business Programs, US Army Medical Command

Panelist Mr. Ken Carkhuff, Deputy Associate Director, NAVAIR Office of Small Business Programs

Panelist Mr. David Christ, Associate Director, Office of Small Business Programs, Army Research Laboratory

Panelist Ms. Christina Young, Director, Office of Small Business Programs, Defense Logistics Agency (tentative)

Panelist Ms. Cassandra Martin, Director, Office of Small Business Programs, Defense Health Agency (DHA)

Panelist Ms. Marianna "Mimi" McReal, Small Business Programs Officer, Naval Medical Logistics Command

Sessions

Cyber Security: CISO Panel Discussion on Hot Topics in Guarding the Government and Industry Networks

Threats against big data, cloud storage, continuous monitoring of wired and wireless systems, supply chain risks and protection from country actors to infrastructure are increasing. Requirements are evolving and will continue to do so. Your small business needs to be familiar with these changes and understand what keeps CISO's up at night. Leading cyber and SCRM SME's, from both government and industry, will provide you with the information you need to help navigate the future of cyber security and how your business will move forward and find success in this ever-changing environment.

Moderator **Ms. Debbie Burrell, President, Burrell International Group, LLC & SMART PROC Chair**

Panelist Mr. Rod Turk, Chief Information Security Officer, Department of Commerce

Panelist Mr. Fred Zajac, System Security Analyst, Sabre Systems, Inc.

Panelist Mr. Tina Kuhn, President & CEO, CyberCore Technologies, Inc.

Panelist Mr. Robert Collins, Chief Information Security Officer, Social Security Administration

11.30.18 Track 2 11-12:15PM (cont.)

Contracting with the Army Medical Command (MEDCOM)

US Army MEDCOM Contracting is a dynamic and influential partner in Army Readiness. This session will provide industry with perspective from Army MEDCOM Contracting senior leaders. The two contracting activities, the US Army Health Contracting Activity (USAHCA), and the US Army Medical Research Acquisition Activity (USAMRAA), will expand on medical specialty areas contracted by each. USAHCA is the lead for medical clinicians and ancillary services, medical support, and environment of care services, while USAMRAA is the spear head of medical R&D, and medical materiel development. Panelists will also discuss how small business is incorporated into MEDCOM Contracting as a whole and can provide needed support to their mission to care for the warfighter and their families.

Moderator **Dr. Lamont "Monte" Kapec - Head of Contracting Activity, US Army Medical Command**

Panelist Colonel Christopher M. Todd - Commander, U.S. Army Health Contracting Activity, and Principal Assistant Responsible for Contracting

Panelist Ms. Thea Maddox Hofgesang, Chief, Business Operations Division, U.S. Army Medical Research Acquisition Activity (USAMRAA)

Panelist Major Carolyn D. Tyson - Chief, Fort Belvoir Health Contracting Cell, Regional Health Contracting Office – Atlantic

Sessions

Federal Healthcare Support Services, Healthcare IT and Medical Research and Development: Understanding Forecast Opportunities, Requirements and Agency Contract Vehicles

If you want to connect with Federal Agencies and Prime Contractors, it is necessary to understand the unique challenges your small business faces in healthcare and medical R&D. Panelists discuss opportunities set-aside for small business and sub-contracting opportunities with prime contractors in this field, as well as future requirements associated with this industry. Discover the difference between various contract vehicles in use, and how and when these vehicles are used to complete the mission of each agency. Learn how your small business can become a federal market player.

- Moderator** **Mr. Michael Bosley, President, Goldbelt C6**
- Panelist** Ms. Annette Owens-Scarboro, Program Manager, National Institutes of Health (NIH) Office of Small Business Programs
- Panelist** Ms. Melissa Starinsky, Director, Office of Acquisition and Grants Management (OAGM), Centers for Medicare and Medicaid Services (CMS)
- Panelist** Ms. Sherry Solodkova, Acting Division Director, Division of IT Acquisitions, U.S. Food and Drug Administration (FDA)
- Panelist** Ms. Crystal Canja, Supplier Diversity Manager, SBLO, Frederick National Laboratory for Cancer Research, Leidos Biomedical Research, Inc.

11.30.18 Track 3 1:15-2:30PM

Prime Contractors & Teaming Agreements: Strategies for Small Business Success

Hear directly from Prime Contractors as they provide information on sub-contracting opportunities, discuss their top subcontracting NAICS codes tips for teaming agreements, and marketing to capture post - award task orders. Discussion of IDIQ contracts awards, task orders and teaming opportunities will provide small business with insight for doing business with Primes and developing past performance reports. Panelists will discuss mentor- protégé agreements, work share with subcontractors, benefits for doing business with primes, and helpful tips for small business subcontracting plans.

Moderator **Mr. Frank Blanchard, Public Affairs, Leidos Biomedical, Inc.**

Panelist Mr. Patrick Mullin, Sr. Executive Director, APG Operations, Sabre Systems

Panelist Ms. Karen Dickman, Senior Program Director Military Health, General Dynamics Information Technology

Panelist Mr. Brian Roberts, MS, PMP, Life Sciences Program Manager, Leidos, Inc

Panelist Mr. Mark Tomassoni, Senior Business Development Manager, KBR-Wyle

Sessions

Strategic Sourcing, IDIQ'S and GWAC's: What You Need to Know to be Successful

Better Buying Power and streamlining of federal acquisition have impacted opportunities available for small business. Professionals from the government and industry will discuss the future of strategic sourcing and how it will affect small business and contract vehicles. Panelists will show you how to identify the key contract vehicles for your services/products, compete for task orders, enforcement of small business plans, and how to market to IDIQ winners for post award task orders.

- Moderator** **MG Patrick Higgins, (Ret.), Vice President of Business Development, Goldbelt, Inc.**
- Panelist** Ms. Joanne Woytek, Program Manager SEWP / National Aeronautics and Space Administration (NASA)
- Panelist** Mr. Christopher Cunningham, Contract Specialist, National Institutes of Health, Category Management, Strategic Sourcing, and Data Analysis Branch
- Panelist** Mr. Peter Ko, Associate Director, Strategic Programming Office, Department of Homeland Security (DHS)
- Panelist** Ms. Alexandra Rouse, Professional Services Program Executive - OASIS and Professional Services Schedule, Director, Professional Services Program Management Division, Office of Professional Services and Human Capital Categories, Federal Acquisition Services, U.S. General Services Administration

11.30.18 Track 3 1:15-2:30PM (cont.)

Offices of Small Business Programs: Your Resource to Understand the FAR and new Cyber Security Rules, Future Requirements, and Opportunities

Leaders from various Offices of Small Business Programs, OSDBUGs and the SBA come together to explain what the Small Business Office can do for you and why it is important to work with them. Get insight into finding forecasts, understanding missions, contacting program offices, and traditional and non-traditional methods for success. Discover how you should position your company to vie for federal procurements.

- Moderator** Mr. Archie Cardwell, Maryland Procurement Technical Assistance Center
- Panelist** Mr Kenneth Carkhuff, Deputy Associate Director, NAVAIR Office of SmallBusiness Programs
- Panelist** Ms. Sharon Phillips, Office of Small Business, Department of Homeland Security
- Panelist** Mr. Jerome Green, Small Business Technical Advisor, U.S. General Services Administration, Office of Small Business Utilization (OSBU),
- Panelist** Mr. Jerome Maultsby, Assistant Director, Office of Small Business Programs, Headquarters, U.S. Army Medical Command
- Panelist** Ms. Christine Kingston, Lead Business Opportunity Specialist, U.S Small Business Administration, Baltimore District Office

Sessions

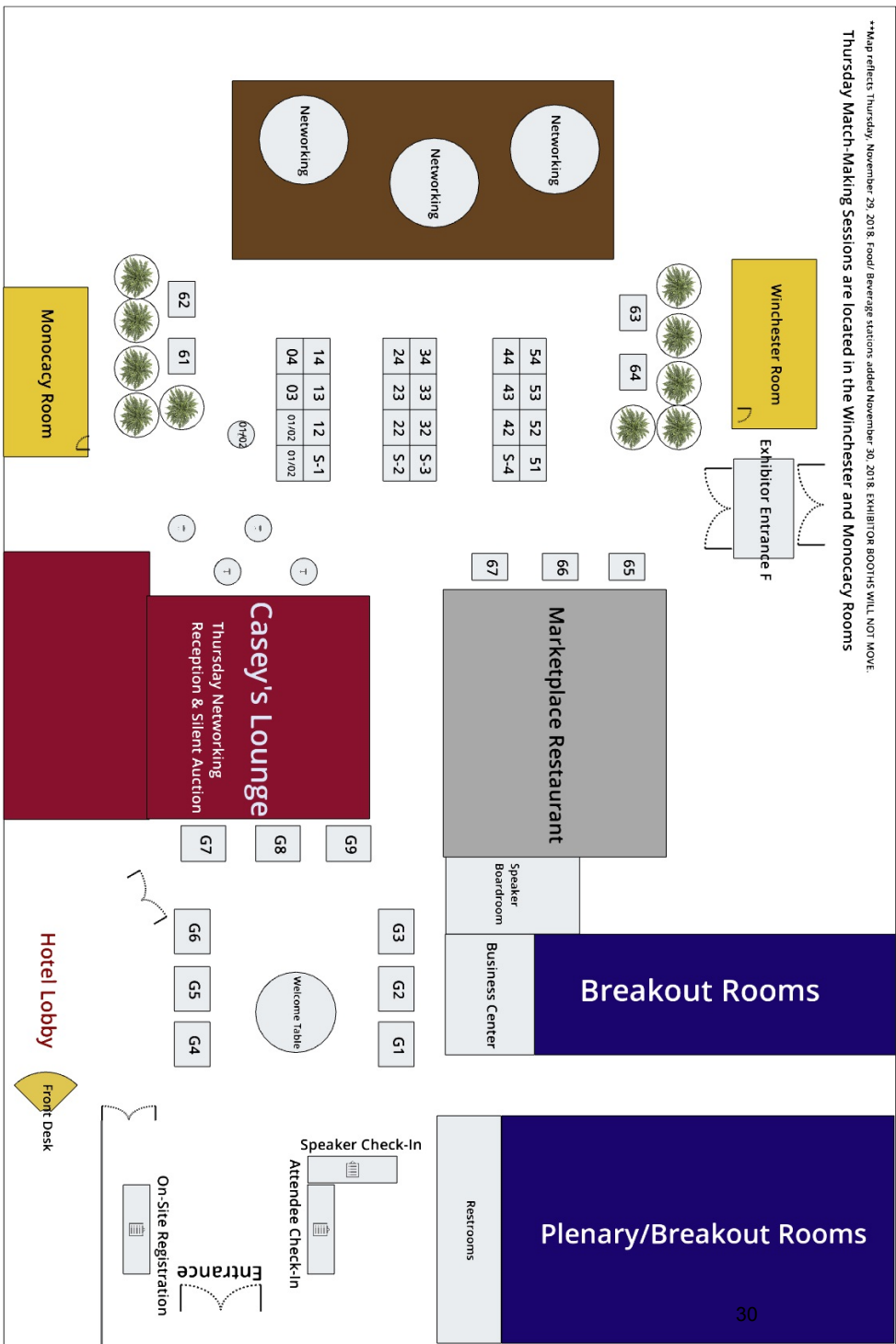
**State of Maryland Acquisitions:
Understanding Future Requirements and MBE Process as
Opportunities for Small Business**

The Department of Budget and Management (DBM), State Treasurer's Office (STO), Department of General Services (DGS) and the Department of Information Technology (DoIT) contract for services, supplies, construction and engineering for the State of Maryland. Learn about Maryland's procurement process and how to effectively do business within the state.

- Moderator** **Mr. Richard Griffin, Director, Frederick City Office of Economic Development**
- Panelist** Mr. Dana Dembrow, Director, Office of Procurement and Support Services (OPASS)
- Panelist** Ms. Christen Ervin, Training & Outreach Coordinator Maryland Department of General Services
- Panelist** Mr. Eduardo D. Hayden, Small Business Outreach Manager, Governor's Office of Small, Minority & Women Business Affairs
- Panelist** *Mr. Secretary Michael Leahy, Maryland Department of Information Technology (DoIT) (Invited)*

Exhibitor Map

**Map reflects Thursday, November 29, 2018. Food/ Beverage stations added November 30, 2018. EXHIBITOR BOOTHS WILL NOT MOVE.
Thursday Match-Making Sessions are located in the Winchester and Monocacy Rooms

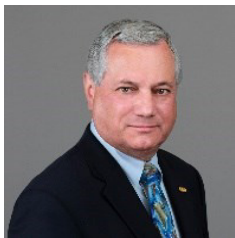


Exhibitor Listing

Booth # Company

G1	US Army Medical Research and Materiel Command (USAMRMC)
G2	Maryland Department of Commerce
G3	Leidos, Inc.
G4	Frederick County Office of Economic Development
G5	Frederick City Department of Economic Development
G6	Sabre Systems
G7	FEDMINE US
G8	Goldbelt C6, LLC
G9	EZGOVOPPS
S-1	Odyssey Systems
S-2	Allied Technology Consultants – Frederick
S-3	Miles and Stockbridge, LLLP
S-4	CyberCore Technologies
33	Antietam Technologies
01 - 02	Asius Technologies
42	BioFactura, Inc.
65	Burrell International Group, LLC
22	Cellphire, Inc.
4	CPA Department
64	e-End
14	Edgewater Federal Solutions
23	Fort Detrick Alliance
3	Hood College Graduate School
12	Leidos Biomedical Research, Inc.
61	Maryland Procurement Technical Assistance Center (MDPTAC)
13	Mount Saint Mary's University, Frederick
53	National Contract Management Association (NCMA), Frederick
63	NationalSecurity Agency (NSA) FRIDAY ONLY
32	North Slope Solutions, LLC
62	O'Rock Technology
43	OST Global Solutions, Inc.
44	Shield Analysis Technologies
67	Strengthening the Mid-Atlantic Region for Tomorrow (SMART)
51	Maryland Technology Development Corporation (TEDCO)
34	Tower Federal Credit Union
66	US Army Office of Small Business Programs – APG
54	US Small Business Administration

11. 29. 18 Keynote Kick-Off Speakers



Mr. Robert Carullo
Executive Director
SMART (Thursday & Friday)



Terrance Taylor
Representing Congressman
Steny Hoyer
SMART Caucus Lead Staff



Ms. MC Keegan-Ayer
Vice President
Frederick County Council



Ms. Lisa A. Swoboda
Acting Director
Office of Military and Federal Affairs
Maryland Department of Commerce



Mr. Robb Wong
Associate Administrator
Office of Government Contracting and
Business Development
US Small Business Administration



Mr. John Tenaglia
Deputy Assistant Director for Acquisition (J-4)
Defense Health Agency (DHA)

**Keynote Speaker biographies are featured on
<https://smartprocconference.com>**

11. 30. 18 Keynote Speakers



The Honorable Mike Gill
Secretary
Maryland Department of Commerce



The Honorable Jan Gardner
Frederick County Executive



The Honorable Ben Cardin
US Senator for Maryland



Major General Barbara Holcomb
Commanding General
US Army Medical Research and Materiel Command (USAMRMC) and Business Development



Ms. Liz Miranda
SES
Integrated Logistics Support Center Aberdeen Proving Ground
US Army Communication-Electronic Command (CECOM)



Mrs. Katherine Crotty Zuback
Senior Acquisition Executive
National Security Agency (NSA)



Mr. John Willison
SES
Deputy to the Commanding General
US Army Research, Development and Engineering Command
(RDECOM)

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To increase the overall economic health of Frederick County through attracting new businesses in our targeted industries and helping existing businesses be more successful.

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Contact Information:

Web: DiscoverFrederickMD.com, Phone: 301-600-1058, Email: info@discoverfrederickmd.com, Twitter @FredCoOED

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Leidos Biomedical Research, Inc.

Leidos Biomedical Research, Inc. operates the Frederick National Laboratory for Cancer Research, sponsored by the National Cancer Institute. The Frederick National Lab conducts investigator-initiated, hypothesis-driven biomedical research and maintain an integrated suite of advanced technologies as shared national resources. Our scientific expertise is broad and deep, covering genetics, genomics, protein science, proteomics, bioinformatics, high-performance biomedical computing, laboratory animal sciences, and clinical operations. We collaborate with public and private partners to address urgent problems in biomedical research -- to discover, to innovate, and to improve human health.

Contact: Cindy Farling 301-846-5415 farlingc@mail.nih.gov

www.leidosbiomed.com

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