



TENTATIVE WORKING AGENDA

April 7, 2010

7:30 – 8:30am	Registration/check in and Continental Breakfast
8:00am	Arrival of Oshkosh M-ATV
8:30 – 8:50am	Welcome and Opening Remarks – LTC Jason T. Craft, Commander DCMA
9:00 – 9:40am	Targeted technical sessions <ul style="list-style-type: none">• Basics of Federal Contracting – Part One – presented by Daryl Zahn, Senior Contract Administrator, DRS - Power & Control Technologies, Inc.• What is a Small Business Plan and Who Has to Comply - presented by Phil Bail, President, Phil Bail & Associates• It Has To Be ON TIME! – presented by the Defense Contract Management Agency - DCMA
9:45 – 10:25am	Targeted technical sessions <ul style="list-style-type: none">• Basics of Federal Contracting – Part Two– presented by presented by Daryl Zahn, Senior Contract Administrator, DRS - Power & Control Technologies, Inc.• Types of Small Business Plans and Determining Vendor Spend Goals - presented by Phil Bail, President, Phil Bail & Associates▪ Vendor Management – It is YOUR Responsibility
10:30 – 10:50am	BREAK
11:00 – 11:30am	Targeted technical sessions <ul style="list-style-type: none">• Change Clauses and Request for Equitable Adjustment presented by Daryl Zahn, Senior Contract Administrator, DRS - Power & Control Technologies, Inc.• Agency Briefings – NAVFAC Midwest and US Army Corps of Engineers – Part One• Defense Contract Management Agency – An Overview presented by Joan Grunberg, Contract Specialist, DCMA
11:30 – noon	Targeted technical sessions <ul style="list-style-type: none">• Contract disputes – William Hughes, Whyte Hirschboeck Dudek SC• Agency Briefings – NAVFAC Midwest and US Army Corps of Engineers – Part Two• WAWF, Packaging and Shipping – presented by Pat Hotton and Jeff Hawthorne, Bentley World Packaging
12:05 – 12:30pm	LUNCH
12:30 – 1:50pm	Introductions by William Hughes, Whyte Hirschboeck Dudek <ul style="list-style-type: none">• Governor’s Federal Contractor Awards, Oshkosh Corporation’s Supplier of the Year Award, DRS Power & Control Technologies Supplier of the Year Award and Federal Mentoring Award• Guest Speaker Eddie I. Garcia, Director, Marketing & Communications, Oshkosh Defense• Guest Speaker Eric Ness, District Director, Wisconsin District Office
1:50 – 2:15pm	BREAK
2:20 – 3:00pm	Contractor update – Negotiations, FOIA, and Payment to Subcontractors (Privity of Contract) presented by William Hughes, Whyte Hirschboeck Dudek, Attorney

- 3:10 – 3:50pm Targeted technical sessions
- **Agency Briefing –General Services Administration (GSA)** presented by Kimberly Hutchinson
 - **Agency Briefing – Rock Island Arsenal – Part One** – presented by William Moscoso, US Army Sustainment Command
 - **Federal Market Research – Past and Future Spending** – presented by Kim Garber, Wisconsin Procurement Institute
- 3:55 – 4:30pm Targeted technical sessions
- **Update on Small Business Programs and Supplier Selection** – presented by US Army Corps of Engineers, St. Paul District
 - **Agency Briefing – Rock Island Arsenal – Part Two** – presented by William Moscoso, US Army Sustainment Command
 - **Doing Business with AAFES (Army and Air Force Exchange Service)** – Gail Roush, Wisconsin Procurement Institute
- 4:45 – 6:00pm **Reception (cash bar)**
- 6:00 – 6:30pm **Dinner**
- 6:30 – 7:30pm **Keynote Speakers**
- A Briefing from Washington presented by Steve Moffitt, Capstone National Partners***
- The current political climate
 - Future of Appropriations
 - Outlook for more ARRA funding
 - Who will have the money
- A Briefing from the Department of Defense presented by LTC Jason T. Craft, Commander DCMA***
- 8:00pm End of Evening

April 8, 2010

- 7:30 – 8:30am Registration/check in and Continental Breakfast
- 8:30am – 9:30am **A MENTORING SESSION WITH AGENCIES, PRIMES AND THOSE THAT HAVE SUCCEEDED - LEARN FROM THE BEST**
- 9:45am – noon **A HANDS ON SESSION with the experts – Led by Phil Bail, Phil Bail & Associates**
Learn how to successfully respond to a Request for Proposal – Manufacturing
- A HANDS ON SESSION with the experts –**
Learn how to successfully respond to a Request for Proposal – Construction
- Noon – 1:00pm **Lunch and networking**
- 1:00 – 4:00pm **A HANDS ON SESSION with the experts – Led by Phil Bail, Phil Bail & Associates**
Continue - Responding to a Request for Proposal – Manufacturing
- A HANDS ON SESSION with the experts –**
Continue - Responding to a Request for Proposal – Construction