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Information and strategies that could help Wisconsin companies start doing business or increase business with the Federal government will be offered at the **April 7-8 B2Gconnect Conference in Brookfield, Wis.**

The **B2Gconnect Conference** was developed four years ago to provide focused training and business development for Wisconsin's Federal contractor community. The conference is hosted by the Wisconsin Procurement Institute.

This year's keynote **speaker will be Eddie I. Garcia, Oshkosh Corporation's Director of Marketing & Communications.** Oshkosh Corporation will be showcasing one of its **M-ATV's (MRAP All Terrain Vehicle)** at the event.

In addition, this year's featured speakers include:

- LTC Jason T. Craft, Commander Defense Contract Management Agency
- Steve Moffitt, Principal, Capstone National Partners
- William Hughes, Attorney, Whyte Hirschboeck Dudek SC
- Eric Ness, District Director, Wisconsin US Small Business Administration
- Representatives from Federal agencies including US Army Corps of Engineers, General Services Administration, Naval Facilities Midwest, Rock Island Arsenal and others.

"Successful contractors understand the government process and requirements and develop relationships with both government and private sector members of the federal community," said Aina Vilumsons, Executive Director of the Wisconsin Procurement Institute.

"With continuing changes in policy and additional scrutiny on the procurement process, it is now more important than ever that Federal suppliers and subcontractors understand the rules, processes and regulations for contracting," she added. "This year's conference includes sessions on topics ranging from preparing proposals, and writing small business plans to negotiating and utilization of the Freedom of Information Act."

The conference is sponsored by the Wisconsin Procurement Institute (WPI), National Contract Management Association – WI Chapter (NCMA) and the National Defense Industry Association (IL-WI Chapter).

The seminar will be held at the Sheraton Hotel and Conference Center in Brookfield, Wis. Current information and online registration is available at www.b2gconnect.org

Wisconsin Procurement Institute (WPI) is a non-profit organization that was established 20 years ago by Wisconsin's Congressman Les Aspin. Its mission is to assist Wisconsin companies with Government contracting - helping firms successfully enter and develop their Government market segment. In the last 5 years, Wisconsin businesses have credited WPI with helping them win several billion dollars in Federal dollars which translates to supporting over 6,000 jobs annually across the State.

Through events, seminars and conferences (including "Wisconsin in Washington" an annual Washington D.C. conference, Bridging the Gap to Washington, and the Governor's Awards for Federal Contracting awarded at the B2Gconnect Conference), WPI helps businesses throughout the State. As the hosts of

national and regional federal conferences WPI brings new opportunities directly to communities across the state. WPI also offers small group and individual training, statewide outreach and individual assistance to companies and organizations. [Current events and conference information is available at <http://b2gconnect.org>]

National Contract Management Association (NCMA) is a non-profit association incorporated 1959. It is an association of individuals from industry, government and academia who are professionals in the fields of acquisition, contracting and procurement. NCMA membership has grown to over 20,000 in 180 chapters located throughout the United States, Europe, Africa, Asia and Australia. The basic purpose of the Association is to foster professional growth and the educational advancement of members primarily, and also of other individuals in the private sector (including industry and professional firms), the public sector (including federal, state and local government) and educational institutions who are engaged in or associated with any aspect of the field of contract management and administration.

National Defense Industry Association (NDIA) is America's leading defense industry association promoting national security. NDIA provides individuals from academia, government, the military services, small businesses, prime contractors, and the international community, the opportunity to network effectively with the government - industry team, keep abreast of the latest in technology developments, and address and influence issues as well as government policies critical to the health of the defense industry and the preservation of our national security. The association's membership base consists of over 1,375 corporate members and more than 47,000 individuals from the entire spectrum of the defense and national industrial base.