



Connecting VETS to USDA Training Conference

Wednesday, November 19, 2008

- 8:00-8:20 a.m. Registration**
- 8:20-8:30 a.m. Welcoming Remarks: Gilbert Smith, Deputy Assistant Secretary for Administration**
- 8:30-9:45 a.m. Panel Discussion 1:**
Doing Business Successfully with USDA
USDA contracting and program officials will discuss best practices for accessing USDA opportunities. Attendees will gain insights into how to develop effective marketing strategies for winning federal contracts.
- Moderator: Joe Ware, Deputy Director, Office of Small and Disadvantaged Business Utilization (OSDBU)
Panelists:
Richard Kahn, Director, Acquisition Management Division, Farm Service Agency
Michael McFarland, Chief, Procurement Operations Division, Office of Procurement and Property Management
Valencia Winstead, Director, Design and Construction, Office of Operations
Ronald Hooper, Director, Acquisition Management, Forest Service
- 9:45-10:00 a.m. Break**
- 10:00-11:15 a.m. Panel Discussion 2:**
Making Connections at USDA and Other Federal Agencies
SDVOSBs providing products and services to USDA will describe the challenges they encountered and discuss the strategies they utilized to become successful players in the federal contracting arena. Attendees will hear about the lessons learned by these successful vendors.
- Moderator: Linda Epstein, SDVOSB Program Manager, OSDBU
Panelists:
Joel Rhoades, CEO, Skyline Ultd, Inc.
Anthony R. Jimenez, President & CEO, MicroTech, LLC
Brian Rezac, Vice-President of Operations, Homeland Security Construction
Mark Powell, CEO, Argo Systems, LLC
Wayne M. Gatewood, Jr., President & CEO Quality Support, Inc.
- 11:15 a.m.-12:00 p.m. Panel Discussion 3:**
Successful Blanket Purchase Agreement (BPA) Strategies – USDA SDVOSB BPA Holders
USDA SDVOSB BPA holders will discuss opportunities and challenges in obtaining BPAs and how to self-market them to USDA agencies.
- Moderators: Richard Jiron, Team Leader, and Kelly Jenkins, Lead Contracting Officer, Information Technology Services, Procurement Operations Division, Office of Procurement and Property Management
Panelists:
Rusty Palmer, Executive Vice President, Four Points Technology
Peter Bianchetta, Vice President of Sales, Video & Telecommunications, Inc.
Pat Williams, President and CEO, Omega Technologies, Inc.
- 12:00-1:00 p.m. Lunch on Your Own**

AFTERNOON SESSION

1:00-1:30 p.m.

Panel Discussion 3, Continued:

Successful BPA Strategies – USDA SDVOSB BPA Holders

Panelists:

Tony Coombs, President and CEO, TCAssociates, LLC
Randy Williams, Director of Business Development, COACT, Inc.
Thomas Dalton, CEO, TDG, Inc.

1:30-2:30 p.m.

Panel Discussion 4:

USDA Information Technology Strategies and Opportunities

USDA information technology executives will discuss their agency's information technology requirements and emerging technology trends.

Moderator: Barbara LaCour, Associate Director, OSDBU

Panelists:

Matt McLean, Deputy Chief Information Officer, Animal and Plant Health Inspection Service
Vaughn Stokes, Chief Information Officer, Forest Service
Ryan Cast, Chief Technology Officer, Food Safety and Inspection Service
Angela Thompson, Deputy Chief Information Officer, Agricultural Marketing Service

2:30-2:45 p.m.

Break

2:45- 3:45 p.m.

Panel Discussion 5:

Teaming

USDA prime contractors will discuss mentoring and teaming opportunities with their firms for SDVOSBs at USDA and other federal agencies.

Moderator: Sherry Cohen, Subcontracting Program Manager, OSDBU

Panelists:

Frank Palmer, Senior Associate, Booz Allen
Gwen Johnson, Small Business Program Manager, EDS
Rick Morris, Director of Business Development, CGI Federal
Todd Snedden, Vice President Business Development Federal, L-3 Communications
Rebecca Miller, Director of Business Development, Federal Civilian, SAIC
Roger Sion, Business Development Executive, Unisys Federal Systems
N. Scott Phillips, Portfolio Executive, IBM

3:45 p.m.

Closing Remarks: James House, Director, OSDBU