



2020 VIRTUAL PATHWAY TO GROWTH **PROCUREMENT CONFERENCE**

PROGRAM GUIDEBOOK

NEW INSIGHTS.
VALUABLE CONNECTIONS.



Welcome!

The **2020 MCCC GovConNet Pathway to Growth Procurement Conference** has gone virtual! With no concurrent sessions this year, you can attend every session. This conference will help accelerate your success in the government contracting marketplace.

The Procurement Conference connects key decision makers from federal, state, and local government with the small businesses that support their mission.

Breakout sessions with subject matter experts, 1:1 matchmaking opportunities with government and prime contractors, a virtual expo hall, and more will be available at this year's virtual conference.

How to Access the Virtual Conference

Prior to the conference, attendees should have received an email referencing conference details and instructions to access Convene, the conference platform. If you did not receive this email, please contact Melissa Leigh Childress at mchildress@mccc.md

How to Engage on Social Media



Make it personal! Enhance your conference experience by engaging with speakers, exhibitors, fellow attendees, and MCCC by using the hashtag **#MCCCGovConNet**. Tag MCCC **@MCCCMD** in your posts so that we can like and share!

Conference Track Key

We encourage you to follow one or all five tracks throughout the conference, as none of the tracks are concurrent. Below, you will find a key to help identify the tracks throughout the conference guide.

Federal Government Procurement Opportunities

Maryland Procurement Opportunities (State & Local)

Trending IT & Acquisition Strategies

GWACS (MACS and BICS)

Pathway to Growth

Need Help?

For technical assistance or general support, please email us at help@visiond.com.



A Message from the CEO

Welcome to the Montgomery County Chamber of Commerce’s 16th Annual GovConNet Pathway to Growth Procurement Conference!

As business leaders, you know that the ability to be agile in responding to marketplace demands is critical for success. At the Montgomery County Chamber of Commerce (MCCC), we knew that we had to pivot this year and host our first-ever Virtual Procurement Conference.

This virtual program will contain the same elements that have enabled business leaders to do six months of business in six hours at past events, with an added benefit—with no concurrent breakout sessions this year, you can attend every session! You will still have the opportunity to connect with thought leaders and key decision-makers in government and industry through one-on-one matchmaking sessions, virtual networking, breakout sessions, and exhibitor roundtable sessions.

While many industry sectors have been hit hard by the COVID-19 pandemic, government contractors have seen new opportunities emerge. The government is investing at record levels in new and even more solutions.

During our procurement conference, you will have access to the most up to date information about new and continuing programs as well as the latest in best practices presented by the most informed experts. The preparation you receive over the next two weeks will prepare you for these exciting opportunities.

Looking ahead, please know that MCCC is here to support and accelerate your success. We hope that you will consider joining as a member to take full advantage of all the resources we have to offer. Please feel free to reach out to our dedicated team to learn more.

We thank you for joining us for our procurement conference and look forward to accelerating your success!

Sincerely,

Georgette Godwin



Georgette “Gigi” Godwin

President & CEO
Montgomery County
Chamber of Commerce



The Honorable
Chris Van Hollen

Honorary Procurement
Conference Chair
U.S. Senate (Maryland)

A Message from the Honorary Procurement Conference Chair

Welcome!

As Honorary Chair of the 2020 GovConNet Pathway to Growth Procurement Conference, I am delighted to join you in this new digital format.

Although it is always wonderful to get together for this important conference in person, I am pleased that the Montgomery County Chamber of Commerce is utilizing an innovative and exciting platform to host this year’s event. I know that, even in this virtual setting, you will have an outstanding opportunity to navigate procurement opportunities with local, state and federal government agencies and to meet with procurement officers seeking talented partners with which to do business. I hope you will take full advantage of this conference to obtain the information and tools you need to grow your business by building partnerships that serve the public good and advance the mission of our government agencies.

Sincerely,

Chris Van Hollen



Pathway to Growth Sponsor

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Plenary Session Sponsor



Event Sponsors



Exhibitor Roundtable
Networking Sponsors



AM and PM Break
Sponsors



*All events occur in Eastern Time (ET)

DAY 4

August 13
8:00 AM - 11:00 AM

8:00 — 10:00 AM

1:1 Matchmaking

Matchmaking Sessions are 10-minute, one-on-one meetings with government contracting officers and prime contractors. This is an opportunity for you to connect with potential customers and accelerate your success in the government contracting marketplace.

All applications have been sent to matchmaking hosts who have selected companies to meet. All applicants will receive an email notification by Friday, Aug 7, 2020. If you were accepted for a matchmaking appointment, it will appear in your profile on August 12 in the Convene platform under the pathway below:

[MY AGENDA](#) → [MEETINGS](#) → [AUGUST 13](#)

10:00 — 10:10 AM

Break

Exclusive Gathering for Conference Sponsors and Stakeholders

10:10 — 11:00 AM

(By invitation only)

