



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@mcccmd.com

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 "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,




Pathway to Growth Sponsor

LOCKHEED MARTIN



Plenary Session Sponsor



Event Sponsors



Exhibitor Roundtable Networking Sponsors



AM and PM Break Sponsors



DAY 3

August 12
8:00 AM - 1:45 PM

8:00 — 8:15 AM

Welcome and Montgomery County (Maryland) Procurement Info



The Honorable Marc Elrich

County Executive
Montgomery County, Maryland



Ash Shetty

Chief Procurement Officer
Montgomery County, Maryland



Benjamin H. Wu

President and CEO
Montgomery County
Economic Development
Corporation (MCEDC)

8:15 — 8:25 AM

Break

8:25 — 9:10 AM

Breakout Session | State and Metro Maryland Purchasing Panel

Track | Maryland Procurement Opportunities (State & Local)



MODERATOR

Grace Denno

*Chief, Division of
Business Relations
and Compliance*
Office of Procurement,
Montgomery County



Pam Jones

*Procurement
Division Chief*
Montgomery County
Office of Procurement



Shawn Brooks

Operations Manager
Prince George's County
Contract Administration
and Procurement Division



Carla Tucker

*Minority and Small
Business Marketing
Manager*
Baltimore County
Purchasing Division



Mahesh Sabnani

*Equal Business Opportunity
Program Coordinator*
Howard County Government
Office of Purchasing

9:10 — 9:20 AM

Break

9:20 — 10:05 AM

Breakout Session | CIO-SP4:
Actions Now, Success Later

Track | GWACS (MACS and BICS)



Donna Dominguez

Partner
Aronson LLC



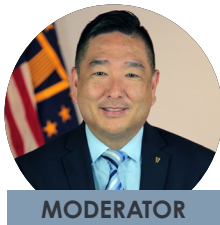
Tom Marcinko

Principal Consultant
Aronson LLC

10:05 — 10:50 AM

Breakout Session | GSA's Innovative
Approach to Acquisitions

Track | Trending IT & Acquisition Strategies



MODERATOR

Keith Nakasone

Deputy Assistant Commissioner
Acquisition Office of Information
Technology Category (ITC) Federal
Acquisition Service (FAS), U.S.
General Services Administration (GSA)



Paul Martin

Director
Office of IT (Non-MAS)
Acquisition Operations
U.S. General Services
Administration (GSA)



Stephanie Shutt

MAS PMO Director
U.S. General
Services Administration
(GSA)

10:50 — 10:55 AM

Break

10:55 — 11:55 AM

Exhibitor Roundtable Networking

11:55 AM — 12:10 PM

Break

Sponsored by:



*All events occur in Eastern Time (ET)

12:10 — 12:55 PM

Breakout Session | The Power of Pivot: What it Takes to Position a Business in the GovCon Space to Quickly and Effectively Adjust to Unexpected Circumstances

Track | Pathway to Growth



MODERATOR

Hope Lane

Partner
Aronson LLC



Antonio Doss

District Director
Washington Metropolitan Area
District Office, U.S. Small
Business Administration (SBA)



Lisa Firestone

President and Owner
Managed Care Advisors



Pamela L. Monroe

Assistant to the Director
Office of Small
Business Programs
U.S. Army



Paul Murphy

Senior Data Analyst
Bloomberg Government



Wayne Pizer

Executive Director of
Small Business
CACI International, Inc.

12:55 — 1:00 PM

Break

Sponsored by:



1:00 — 1:45 PM

Breakout Session | Montgomery County (Maryland) Agencies Panel

Track: Maryland Procurement Opportunities (State & Local)



MODERATOR

Grace Denno

Chief, Division of
Business Relations
and Compliance
Office of Procurement,
Montgomery County



**Angela
McIntosh-Davis**

Team Leader,
Procurement Unit
Montgomery County
Public Schools



Tracey Edwards

Supplier Diversity
Program Manager
WSSC Water



Patrick Johnson

Director of Procurement
Montgomery College



Jessica Lewis

Director of Procurement
City of Rockville