



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

LOCKHEED MARTIN



Plenary Session Sponsor



Event Sponsors



Exhibitor Roundtable
Networking Sponsors



AM and PM Break
Sponsors



*All events occur in Eastern Time (ET)

DAY 1

August 5
8:00 AM - 2:00 PM

8:00 — 8:25 AM

Welcome and Keynote



Georgette "Gigi" Godwin

President & CEO
Montgomery County
Chamber of Commerce



The Honorable Chris Van Hollen

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



KEYNOTE SPEAKER

The Honorable Emily Murphy

Administrator
U.S. General Services
Administration (GSA)

Sponsored by:



8:25 — 9:10 AM

Keynote Panel



MODERATOR

Jon Williams

Partner
PilierioMazza PLLC



Mathew Blum

*Associate Administrator,
Office of Federal
Procurement Policy*
U.S. Office of Management and
Budget (OMB)



Crystal Philcox

*Associate Commissioner,
Enterprise Strategy Management
for Federal Acquisition Service*
U.S. General Services
Administration (GSA)



Francis Spampinato

*Associate Administrator,
Office of Government
Contracting and Business
Development*
U.S. Small Business
Administration (SBA)

Sponsored by:



9:10 — 9:15 AM

Break



9:15 — 10:00 AM

Breakout Session | HHS, DHS, GSA

Track: Federal Government Procurement Opportunities



MODERATOR

Keith Nakasone

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



Christopher Bennethum

Assistant Commissioner for
Assisted Acquisition Services
U.S. General Services
Administration (GSA)



Paul Courtney

Deputy Chief
Procurement Officer
U.S. Department of
Homeland Security (DHS)



James E. Simpson

Deputy Assistant Secretary for
Acquisitions (DAS-A),
Office of the Assistant
Secretary of Administration
U.S. Department of Health and
Human Services (HHS)

10:00 — 10:05 AM

Break

10:05 — 10:50 AM

Breakout Session | Contracting
Opportunities with the State of Maryland

Track: Maryland Procurement Opportunities (State & Local)



MODERATOR

Alison Tavik

Communications Director
Maryland Governor's
Office of Small,
Minority, and Women
Business Affairs



Dana Dembrow

Director of Procurement
Maryland Department
of Health



Tom Hickey

Director of Procurement
University System
of Maryland



Danny Mays

Director of Procurement
Office of State
Procurement, Department
of General Services

10:50 — 11:00 AM

Break

11:00 AM — 12:00 PM

Exhibitor Roundtable Networking

Sponsored by:  AstraZeneca

12:00 — 12:15 PM

Break

Sponsored by:  SysArc
Cybersecurity Services

12:15 — 1:15 PM

Lockheed Martin Reverse Mentoring



GUEST SPEAKER

Pasquale (Pat) DeSanto

Corporate Supplier Diversity Manager and Certified Supplier Diversity Professional
Lockheed Martin Corporation

Sponsored by:  LOCKHEED MARTIN

1:15 — 2:00 PM

Breakout Session | CMMC: What
Contractors Need to Know

Track | Trending IT & Acquisition Strategies



MODERATOR

Jon Williams

Partner
PilieroMazza PLLC



Tim Brennan

CEO
SysArc



Kim Lester

Director
Contracts, Procurement, and IT
X-Energy



Joanna Patterson

Director
CACI International, Inc.

Sponsored by:  SysArc
Cybersecurity Services

DAY 2

August 6
8:00 AM - 2:20 PM

8:00 — 8:45 AM

Breakout Session | Trending IT & Acquisition Services: Center of Excellence

Track | Trending IT & Acquisition Strategies



MODERATOR

David Nguyen

Founder, CEO
United Solutions



Charles Keckler

Associate Deputy Secretary
U.S. Department of Health and
Human Services (HHS)



Oki Mek

Senior Advisor to HHS CIO,
HHS ReImagine
U.S. Department of Health and
Human Services (HHS)



Mike Peckham

CFO,
Program Support Center (PSC)
U.S. Department of Health and
Human Services (HHS)

8:45 — 8:50 AM

Break

Sponsored by:  **FEDMINE.US**
Big Data Simplified. Real Time.

8:50 — 9:35 AM

Breakout Session | DoD Panel

Track: Federal Government Procurement Opportunities



MODERATOR

Pamela L. Monroe

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



Kimberly Buehler

Director,
Office of Small
Business Programs
U.S. Army



Carlen Capenos

Director,
Office of Small
Business Programs
Defense Information
Systems Agency (DISA)



Jimmy Smith

Director,
Office of Small
Business Programs
U.S. Navy



Joseph M. McWilliams

Director,
Office of Small
Business Programs
U.S. Air Force

9:35 — 9:45 AM

Break

9:45 AM — 10:30 AM

Breakout Session | Artificial Intelligence

Track | Trending IT & Acquisition Strategies



Steve Babitch

Head of Artificial Intelligence Portfolio
U.S. Technology Transformation Services (TTS)



Omar Bouaichi

Data Technology Director,
Office of Enterprise Data & Technology Solutions
Ginnie Mae

10:30 — 10:35 AM

Break

10:35 — 11:35 AM

Exhibitor Roundtable Networking

Sponsored by:



11:35 — 11:50 AM

Break

11:50 AM — 12:35 PM

Breakout Session | Costing Strategies in a Low-Ball World: How Can You Beat the Competition at Their Own Game?

Track | Pathway to Growth



Olessia Smotrova

President
OST Global Solutions

GUEST SPEAKER

12:35 — 12:45 PM

Break

Sponsored by:



12:45 — 1:30 PM

Breakout Session | NASA SEWP

Track | **GWACS (MACS and BICS)**



GUEST SPEAKER

Joanne Woytek

NASA SEWP Program Manager
NASA

1:30 — 1:35 PM

Break

1:35 — 2:20 PM

Breakout Session | Using the New Simplified Acquisition Threshold to Your Advantage

Track | **Pathway to Growth**



GUEST SPEAKER

Gloria Larkin

President
TargetGov

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



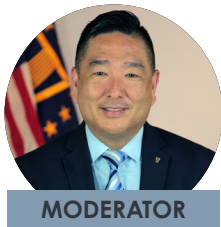
Tom Marcinko

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)

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

12:10 — 12:55 PM

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

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)

