

NDIA 4th Annual MI Chapter Fall Business Event
Understanding Your Customer: “Bring Your ‘A’ Game!”
September 13th - 15th 2010
Marriott – Troy, MI

CONFERENCE FEE \$395.00; Includes BONUS Pre-Conference Forum, Meals, Reception, Networking Café & Pub, Hospitality Suite, Indoor & Outdoor Displays

Day 1 – Monday, September 13, 2010

1:00 pm Exhibitor Setup & Pre-Conference Badge Pick Up

BONUS PRE-CONFERENCE FORUM

3:00 – 3:15 p.m. **Introducing “Discovering Your ‘A’ Game”
Fall Business Event Co-Chairs, Barbara Motala &
Beth Cryderman Moss**

In order to “bring your ‘A’ game” attendees have to know what their ‘A’ game is! In the defense industry, your ‘A’ game best meets the needs of the customer at the best value. Learn WHY good contracting practices are so important to our warfighters (your ultimate customer).

3:15 – 4:00 p.m. **Soldier Panel, Moderated by CSM Clinton G. Hall**

4:00 – 4:45 p.m. **Veteran Owned Business Panel, Moderated by
COL Jeff Carr, Deputy PM MRAP**

4:45 – 5:00 p.m. **Acquisition Perspective**

6:00 – 10:00 p.m. **Social- Hospitality Suite**

Day 2 – Tuesday, September 14, 2010

7:30 a.m. **Registration, Exhibits, and Continental Breakfast**

8:30 – 8:45 a.m. **Welcome, Introductions, and Overview**
- Ms. Beth Cryderman Moss, National Anthem
- Mr. Don Kotchman, President, NDIA, Michigan Chapter
- Ms. Barbara Motala, Event Chair

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- 8:45 – 9:45 a.m.** **Keynote Speaker**
Ms. Tracey L. Pinson
Director, Office of Small Business Programs
Department of the Army
- 9:45 – 10:15 a.m.** **Sponsor Recognition & Awards**
- 10:15 – 10:45 a.m.** **BREAK/DISPLAY REVIEW**
- 10:45 – 11:30 a.m.** **COL James Braden, USMC (ret.)**
Director, Michigan Defense Contracting Coordination
Center (DC3)
- 11:30 – 12:30 pm** **LUNCH**
- 12:30 – 1:45 p.m.** **Panel Discussion, Moderated by Tom Walsh, The**
Freep, *Collaboration in the Supply Chain*
• AM General
• BAE
• General Dynamics Land Systems
• Lockheed Martin
• Oshkosh Defense
- 1:45 – 2:45 p.m.** **BREAK/DISPLAY REVIEW**

Optional Tier 1 Town Hall
Networking Café & Pub (Mediterranean Room)
- 2:45 – 4:00 p.m.** **Panel Discussion, Moderated by COL L. Frank**
Steinbugl, Commander, Defense Contract
Management Agency, Detroit
“You’ve been awarded a contract? We’re from the
government and we’re here to help!”

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- 4:00 – 4:30 p.m.** **Mr. Jonathan G. Cline**
Special Agent, Industrial Security Representative
Defense Security Services
*Learn what you need to know about Department of
Defense industrial and personnel security clearances.*
- 4:30 – 6:00 p.m.** **BREAK/DISPLAY REVIEW**
Reception and Networking Pub
- 6:00 – 10:00 p.m.** Social- Hospitality Suite

Day 3 – Wednesday, September 15, 2010

- 7:30 a.m.** **Registration, Exhibits, and Continental Breakfast**
- 8:30 – 8:45 a.m.** **Welcome, Introductions, and Overview**
- Ms. Barbara Motala, Event Chair
- 8:45 – 9:15 a.m.** **Keynote Speaker**
Mr. Michael Viggato
Deputy to the Commander of TACOM LCMC
- 9:15 – 10:00 a.m.** **Mr. Harry P. Hallock**
Executive Director, TACOM LCMC Contracting Center,
Army Contracting Command
- 10:00 – 10:30 a.m.** **BREAK/DISPLAY REVIEW**
- 10:30 – 11:45 a.m.** **Panel Discussion, Moderated by Louise Lather,**
Chief, TACOM LCMC Office of Small Business
The Small Business Perspective
- 11:45 – 12:30 p.m.** Lunch - Buffet Line

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- 12:30 – 1:30 p.m.** **Luncheon Speaker**
Mr. Kevin Fahey
PEO CS&CSS TACOM LCMC
From Concept to Contract
Understanding Customer Requirements
- 1:30 – 2:15 p.m.** **BREAK/DISPLAY REVIEW**
- 2:15 – 2:45 p.m.** **Ms. LaRuth Shepherd**
TACOM Competition Management Office
- 2:45 – 4:00 p.m.** **Panel Discussion**
Does the Government buy SERVICES? You bet!
- 4:00 – 4:15 p.m.** **Conference Wrap Up/Survey Completion**
- 4:15 – 4:30 p.m.** **Networking Availability**
- 4:30 p.m.** **Closing Social**