

Pre-Registration Required
Register Now: www.govlinkconference.org

GovLINK CONFERENCE 2010

Linking You to Government Opportunities

October 26-27, 2010
Radisson Hotel Sacramento

Don't miss this highly-packed conference and the opportunity for networking with Government Agencies, Prime Contractors, and Small Businesses



HIGHLIGHTED SPEAKERS:



**Assemblyman
Roger Niello**
California, 5th
Assembly District



Ted Glum
Director
Defense Microelectronics
Activity (DMEA)



Jim O'Neal
District Director
U.S. Small Business
Administration (SBA)

Register Now!

Early registration
ends September 10, 2010
www.govlinkconference.org

October 26-27, 2010

Pre-Conference Break-out Sessions:

October 26, 2010 - 1:30 to 4:30 p.m.

- **SESSION 1: *Responding to an Invitation for Bid (IFB)***
- **SESSION 2: *Tour of Defense Microelectronics Activity (DMEA) High-Tech Laboratory***

Kick-off Reception:

October 26, 2010 - 4:30 to 6:30 p.m.

Main Conference Day:

October 27, 2010 - 7:30 a.m. to 4:30 p.m.

Location:

Radisson Hotel Sacramento

500 Leisure Lane
Sacramento, CA 95815

Registration:

- **\$125 per person for early registration**
\$150 after September 10, 2010 (*Includes kick-off reception
hors d'oeuvres, continental breakfast, lunch, and conference materials.*)

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What previous attendees have said about the GovLink Conference:

"The conference helped me renew my enthusiasm for providing services to the government."

"I have gained a greater understanding of the processes and opportunities small businesses can employ to increase their chances of getting government contracts."

"Great networking, good leads for business opportunities, good information on how to get started on federal contracting"

Accommodations:

Radisson Hotel Sacramento

500 Leisure Lane
Sacramento, California 95815

Conference attendees special room rates per night: \$114 Single/\$134 Double.

For room reservations, go to www.radisson.com/govlink2010 and click on the "SNBI" rate type, or call 800-395-7046 toll-free and ask for the special "GOVLINK" room rate.

WHY YOU SHOULD ATTEND:

- Learn about federal, state, and local government and prime contractor business opportunities
- Grow your business through networking with key government and prime contractor decision makers
- Tour Defense Microelectronics Activity (DMEA), a high-tech applied engineering federal laboratory

WHO SHOULD ATTEND:

- **Small and large business owners/managers** that are interested in contracting and subcontracting opportunities representing all industries
- **Representatives from** 8(a), Disadvantaged Business Enterprises (DBE), HUBZone, Service Disabled Veteran Businesses (SDBOBE and DVBE), and Women-Owned Businesses (WOB)
- **Federal, state, and local government and prime contractor representatives** interested in expanding their small business, 8(a), Disadvantaged Business Enterprises (DBE), HUBZone, Service Disabled Veteran Business (SDBOBE and DVBE), and Women-Owned Business (WOB) participation

ABOUT GOVLINK CONFERENCE 2010:

- GovLink Conference 2010 provides networking opportunities between more than 350 representatives from government agencies, prime contractors, and small businesses.
- The speakers from government agencies will discuss business opportunities, vendor selection criteria, and provide valuable insights on what it takes to be successful and how to avoid common mistakes.
- Federal, state, and local government agencies and major prime contractors will be exhibiting at the event to facilitate networking.

SPONSORSHIP AND EXHIBITOR OPPORTUNITIES:

- **Conference sponsorship and exhibiting opportunities are available at several levels** to maximize your organization's networking and marketing exposure to conference attendees. Last year, exhibit spaces sold out! Please call Susan Shrum at 916.334.9388 for more information.

REGISTRATION:

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- Register now at www.govlinkconference.org

PRELIMINARY AGENDA

DAY ONE - October 26, 2010

11:00 - 4:30 p.m. **Conference Registration and Exhibitor Set-up**

1:30 - 4:30 p.m.

SESSION 1: Responding to an Invitation for Bid (IFB)



Bill Teeple, Senior Counselor/Instructor, The FTC

Course Highlights:

- Understand the bid package
- Key elements of bid formats
- Pre-bid conference requirements
- Insurance, bonding, and wage determinations
(Limited to the first 150 registrants)

1:30 - 3:30 p.m.

SESSION 2: Tour of Defense Microelectronics Activity (DMEA) High-Tech Laboratory



Description: Learn first-hand about Defense Microelectronics Activity, a one-of-a-kind national high-tech laboratory that supports Department of Defense weapon systems and other government agencies. *(Limited to the first 40 registrants. U.S. citizenship is required. Transportation is not provided to DMEA.)*

4:30 - 6:30 p.m.

Kick-off Reception with hors d'oeuvres, Exhibits Open, and Conference Registration

DAY TWO - October 27, 2010

7:30 a.m.

Conference Registration Continues, Continental Breakfast, Exhibits, and Networking (Exhibits Open All Day)

8:30 a.m.

Welcome, Administrative Remarks, and The FTC Mission



Tom Gisler
CEO, The Federal Technology Center (The FTC)

8:40 a.m.

Assemblyman Roger Niello
California, 5th Assembly District



9:10

DMEA Overview



Ted Glum
Director, Defense Microelectronics Activity (DMEA)

9:40 a.m. **Keynote Address TBA**

10:10 a.m. **Break, Networking, and Exhibits**

10:40 a.m.



Jim O'Neal

District Director, U.S. Small Business Administration (SBA)

11:10 a.m.

Government Purchasing Panel:

Hear from government agency representatives who will discuss upcoming opportunities and how to do business with their agencies



- **Moderator: Carol Bowyer**, Senior Counselor/Instructor, The FTC
- **Lori Falkenstrom**, Business Specialist, U.S. General Services Administration (GSA)
- **Eric Mandell**, Chief of Outreach and SB/DVBE Services California Department of General Services (DGS)
- **Lora Morrow**, Deputy for Small Business Programs Naval Facilities Engineering Command (NAVFAC) Southwest
- **Kellie Valdez**, Chief of Contracting, Defense Microelectronics Activity (DMEA)
- **Dawneen Williams**, Director of Business Operations and Small Business Specialist, 60th Contracting Squadron Travis Air Force Base (AFB)

12:15 p.m. **Break, Networking, and Exhibits**

12:45 p.m. **Luncheon**

1:15 p.m. **Luncheon Speaker TBA**

1:45 p.m. **Break, Networking, and Exhibits**

2:15 p.m.

Primes and Subcontractors Panel:

Learn what government prime contractors are looking for in subcontractors and how to be considered for subcontracting opportunities



- **Moderator: Carol Bowyer**, Senior Counselor/Instructor, The FTC
- **Cheryl Johnson**, Business Development Manager Swinerton Inc. Government Services
- **Subcontractor for Swinerton Inc.**
- **Prime Contractor Speaker TBA**
- **Subcontractor Speaker TBA**

3:30 p.m. **Networking and Exhibits**

4:30 p.m. **Conference Concludes**

2010 PRESENTERS / EXHIBITORS:



U.S. AIR FORCE

U.S. Small Business Administration



Department of General Services



2009 EXHIBITORS:

- 22 Miles, Inc.
- Advantage Translations
- Aerjet
- All American Rentals
- American Aerospace Technical Castings, Inc.
- American Integrated Services
- Bank of the West
- Beale Air Force Base
- California Dept. of Transportation (Caltrans)
- California Disabled Veteran Business Alliance
- Carter & Zielke, CPAs
- Cartridge World of Modesto
- Contractors Best Insurance Services, Inc.
- DAJA International LLC
- Defense Microelectronics Activity (DMEA)
- enParallel, Inc.
- ExpressJet Corporate Aviation
- General Dynamics
- GovDirections, LLC
- Lake Natoma Inn
- Lenaj Marketing and Promotions
- Los Rios Community College District
- Ma Labs
- M K Technical Services, Inc.
- Monsam Enterprises, Inc.
- Mount Professional Services
- NASA Ames Research Center
- NASA Jet Propulsion Laboratory (JPL)
- Ninyo & Moore
- Pauli Engineering, Inc.
- Pestmasters
- Quentin Steele Communications
- Raytheon
- Red Barn Microwave
- Sacramento Municipal Utility District (SMUD)
- Sacramento Regional Transit District (RT)
- SAFE-Bidco
- SAFE Credit Union
- Siemens Building Technologies
- Swinerton Inc.
- Tax Plus
- The Federal Technology Center (The FTC)
- Travis Air Force Base
- Troholz Technologies, Inc.
- Unique Aeriography
- U.S. Army Corps of Engineers
- U.S. Dept. of Homeland Security
- U.S. Department of Veterans Affairs
- U.S. Environmental Protection Agency
- U.S. General Services Administration (GSA)
- U.S. Geological Survey
- U.S. Small Business Administration (SBA)
- Xangati, Inc.

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GovLink Conference 2010
4600 Roseville Road, Suite 100
North Highlands, CA 95660
916.334.9388

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