

2010 Ohio Business Matchmaker



Where Government and Business
Come Together

Ohio Business Matchmaker Information Session: Preparing for the Matchmaker

Tuesday, March 23, 2010, 1:00 - 4:00pm

Nutter Center, 3rd Floor Berry Rooms

Want to prepare to get the most out of the Ohio Business Matchmaker? Join us for information sessions from several of our largest buyers and a brief workshop on how to prepare to get the most out of the day.

AGENDA:

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| 1 - 1:30pm | How to get the most out of the Ohio Business Matchmaker presented by Meredith Threatt, Director, SWCO PTAC |
| 1:30 - 2pm | Doing Business with Lockheed Martin presented by Michael Harvey, Sr. Contracts Administrator, Lockheed Martin |
| 2 - 2:30pm | Doing Business with Boeing presented by Sharon Bagent, Sr. Manager, Business Development, Boeing |
| 2:30 - 3pm | Doing Business with Northrop Grumman presented by Vicky Harper-Hall, Sector Mgr, Socio-Economic Business Programs and Government Relations |
| 3 - 3:30pm | Doing Business with Defense Supply Center Columbus presented by Cindy Nevin, Small Business Director, DSCC |
| 3:30 - 4pm | Doing Business with Wright Patterson Air Force Base presented by Sue Tormey, ASC Small Business Director, WPAFB |

Matchmaker 2010 Training Schedule ! A UFW & (H

TIME	TRACK I (Begin/Intermediate): Business Dev Resources	TRACK II (Beginners): Getting Started in GOVT	TRACK III (Intermediate): Contracting	Doing Business With...
ROOM=>	Press Room	Berry 1	Berry 2	Berry 3
Session 1 9:30 – 10:20	Access to Capital Speaker: Pat Newcomb, Ohio SBDC/ Scott Caplan, Compound Profit Advisors/ SBA Rep Learn about financial tools are available for companies that have contracts with the govt and need working capital, including SBA's CAP Lines & Contract Finance guaranties.	Selling to Govt Part I: Registrations Moderator: Kent Anderson Speaker: Meredith Threatt, SWCO PTAC Learn how to complete government registrations to get started in government contracting, including: CCR, SBA Profile, ORCA, Procure.ohio.gov	Price/Cost Estimating Moderator: Jill Nagy-Reynolds Speaker: Renee Butler, DAU Learn how the government conducts price/cost market research and how to apply that information to your contracts.	VA Moderator: Brian Wirth Speaker: Tim Foreman, VA Learn the basics of selling to the Veterans Administration. What do they buy? How do they buy?
Session 2 10:30 – 11:50	Small Business Innovative Research Grants (SBIR) Speaker: Jeff Shick & Tom Allen, Ohio MTSBDC How can you use the SBIR program to fund new product development and innovation to your company? Learn who qualifies and details on the 3 phases of SBIR funding.	Selling to Govt Part II: Set-Asides Moderator: Kent Anderson Speakers: Eugene Grant, David Pattee, & Tom Krusemark from SBA Learn about set-asides that can give your small business a competitive edge in govt contracting: 8(a), HUBZone, SDVOSB and others.	FAR: Fed'I Acquisition Regs Moderator: Jill Nagy-Reynolds Speaker: Jean Sims, DAU Learn how to read/understand the FAR. Explore the most important sections of the FAR for contractors and how to apply that information.	DSCC Small Business & Value Engineering Moderator: Brian Wirth Speaker: Cindy Nevin, DSCC/ Harry Shelton, DSCC Learn the basics of selling to DSCC & how to offer hard-to-source items thru the Value Engineering program.
12 – 1:00	LUNCH	LUNCH	LUNCH	LUNCH
Session 3 1:00 – 1:50	Small Business Development Support Speakers: Pat Newcomb, Ohio SBDC/ Tom Lunney, SCORE/Kathy Marshalek, ITAC What technical resources are available to small businesses today? Business planning, sales training, financial analysis & counseling are all available at no cost through SBDC.	Finding Opportunities & Marketing Moderator: Kent Anderson Speaker: Tom Krusemark, SBA/Meredith Threatt, SWCO PTAC Learn the electronic tools available to help you find government opportunities & develop your marketing strategy: FBO, FPDS, WebFLIS and others. Also, learn effective methods for mktg your company to the govt.	Reading Solicitations Moderator: Jill Nagy-Reynolds Speaker: Kurt Chelf, DAU Understand the parts of a standard solicitation, what each section is asking, what to look out for and how to avoid common mistakes in bidding.	State of Ohio Moderator: Brian Wirth Speaker: Tim Riley, SPO/ Tom Pannett, ODOT Learn the basics of selling to the ODOT, State Printing Office and others. What do they buy? How do they buy?
Session 4 2:00 – 2:50	Business Incubation Support Speakers: Jim Hill, TEC/ Eric Van Hoose, Van Hoose & Assoc Learn how business incubation has helped companies build a successful business selling to the government. Come see why three quarters of incubation clients build successful businesses.	State of Ohio Minority Business Programs Moderator: Kent Anderson Speaker: Joe Brooks et al Learn about the programs available from the State of Ohio for bonding, business development and contracting assistance. Find out if you qualify as an MBE or EDGE company.	Writing Effective Proposals Moderator: Jill Nagy-Reynolds Speaker: Meredith Threatt, PTAC Learn how to approach proposal writing with the right attitude and tools for success. Hear "what to do" and "what not to do" to learn from others' experience.	Department of Treasury Moderator: Brian Wirth Speaker: Pamela Wilson, DoT Learn the basics of selling to the Dept of the Treasury. What do they buy? How do they buy?
Session 5 3:00 – 4:00	Doing Business Locally Moderator: Bonnie Baker Speaker: Marlene Johnson, Dayton RTA/Marsha Shaffer, Mont Cty/others Learn the basics of selling to city and county governments in our area. What do they buy? How do they buy?	Bridging the Green Divide Moderator: Onnie Martin Speaker: Icy L. Williams & Joan Carroll-Flowers This session addresses the green divide in the American economy. How will sustainable development become the norm if a majority of the nation's small and diverse businesses are being left behind?	Veterans Programs Moderator: Jill Nagy-Reynolds Speaker: Bill Elmore, SBA et al Learn about the programs available from the SBA, State of Ohio and Counties for veterans and veteran-owned businesses.	WPAFB, DOE & EPA Moderator: Tom Krusemark Speakers: Sue Tormey, WPAFB/ Bill Oden, EPA Learn the basics of selling to the WPAFB, Dept of Energy and the EPA. What do they buy? How do they buy?