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## **C-1: Alliance NW 2014 Programming Material and Curriculum**

### **Break Out Session Summaries:**

(Full presentations available by request):

Doing Business with DLA: Defense Internet Bid Board System

Kevin Scoles, Business Opportunity Specialist, Defense Logistics Agency

*The Defense Logistics agency is a \$36.8 billion global enterprise that manages 4.8 million separate line items via eight supply chains that include subsistence, fuel/energy, land systems, maritime systems, aviation systems, medical, clothing, and textiles, and construction supplies and equipment. 85% of all DLA solicitations are automated via the DLA Internet Bid Board System (DIBBS), a web-based application that provides the capability to search for, view, and submit secure quotes on requests for quotations for DLA items of supply. Join DLA Business Opportunity Specialist Kevin Scoles for an in-depth guide to getting your business registered, locating requests for quotation, and submitting bids, including tips and best practices to set yourself up for success.*

**\*\*SESSION IS APPLICABLE TO MANUFACTURERS AND SUPPLIERS\*\***

**Application to Defense Contractors:** DLA is a significant purchaser of goods for the Department of Defense and 85% of their procurements are automated via DIBBS, a confusing web-based purchasing application underutilized by Washington State defense contractors, representing missed opportunities for the supply chain in our state.

US Air Force Small Business Innovation Research Program

David Sikora, Program manager, Air Force SBIR/STTR Office

*The principal goal of the Air Force Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program is to serve the technology needs of the Air Force warfighter by funding cutting-edge research by high-tech small businesses. Annually, the program funds more than \$300 million for research and development by small businesses, from the early stages of feasibility study and concept development to transition of the technology for military or commercial use. This informative session will include an explanation of the SBIR program and its three phases and an overview of the solicitation and application process.*

**Application to Defense Contractors:** An opportunity for innovative defense contractors to learn about opportunities to pursue R&D funding through the SBIR program. In addition, under the USC and FAR, firms awarded Phase I and Phase II funding qualify for sole source contracts in Phase III, which provides significant competitive advantage.

You Won a Contract, Now What?

Contractor panel facilitated by Mona Carlson, retired NAVFAC NW Contracting Officer

*Learn what to do (and what not to do!) when it comes to post-award contract performance from a panel of retired contracting officers and established prime contractors.*

**Application to Defense Contractors:** Information shared intended to help both new and established defense contractors ensure successful contract performance.

Regulatory Compliance  
James McCanna, McCanna Law, PLLC

*The federal government has continued to raise the threshold for federal contractor compliance with labor laws and other regulatory compliance. New initiatives include enhanced self-disclosure requirements for wage and hour violations and added scrutiny for False Claims allegations and the Truth in Negotiation Act. Session will review new and existing regulations and how they will impact the bidding process. Included will be a discussion as to how best to shape perception of a company's past performance.*

**Application to Defense Contractors:** Labor law compliance is becoming increasingly relevant in all federal contracting and is critical to defense contractors' ability to compete for future contracts.

Strategies & Techniques for Winning Proposals  
Jeanie James, Shorebird Creative

*Learn the keys to successful proposal development, including: understanding Uniform Contract Format and how to review a solicitation; the concepts of responsiveness and responsibility; and the process of making a no go/go decision, researching, planning, prepositioning, and building your proposal.*

**Application to Defense Contractors:** Proposal development is a critical component of a defense contractor's success.

SBA's Gov Contracting Rules: Big Changes are Coming  
Steven Koprince, Partner, Petefish, Immell, Heeb & Hird LLP

*Big changes are coming to the SBA's rules for small government contractors. Join government contracts attorney Steven Koprince, author of *The Small Business Guide to Government Contracting* and the popular *SmallGovCon* blog, as he breaks down—in layman's terms, not legalese—the sweeping changes on the horizon. Steven's session will cover changes adopted by Congress in the recent National Defense Authorization Act, including WOSB sole source contracts and the end of WOSB self-certification. Steven will also break down the SBA's proposed changes to the limitations on subcontracting, joint venture and affiliation rules, non-manufacturer rule, large business subcontracting*

*plans, and more. Steven's session will help small contractors—and their large teammates—be prepared for the changing legal landscape.*

**Application to Defense Contractors:** Session helps defense contractors understand upcoming changes to federal contracting as a result of the National Defense Authorization Act and SBA proposed rule changes.

Tips and Traps: Understanding Subcontract Clauses  
Laurie Pinard, J.D., contracts Manager, Manson Construction

*What does that subcontracting agreement you just signed actually say and does it protect your business? Don't miss this session conducted by a Contracts Manager from a successful prime contractor featuring valuable information and insight into your subcontract that will help you protect your business' contractual rights and obligations. From standard boilerplate clauses and mandatory flow down clauses to schedule of rates and insurance requirements, this valuable workshop will help you understand risk allocation, understand payment provisions, understand change and dispute clauses, and other important topics related to your subcontract.*

**Application to Defense Contractors:** Session helps defense subcontractors understand subcontracts and how to best protect their business when teaming in the federal marketplace.

### **Matchmaking Sessions:**

*These small group sessions are an opportunity for small businesses to meet with representatives from federal and state government agencies and prime contractors to learn about upcoming opportunities, gain insight into doing business with that agency/prime, and network with decision makers.*

Agency and prime contractor match making table hosts for Alliance 2014 included a variety of defense and non-defense buyers, including:

- Mission Installation Contracting Command, Joint Base Lewis McChord
- 92<sup>nd</sup> Contracting Squadron, Fairchild Air Force Base
- Defense Logistics Agency, Land and Maritime
- US Army Corps of Engineers, Walla Walla District
- US Army Corps of Engineers, Seattle District
- Naval Facilities Engineering Command Northwest
- Naval Supply Systems Command
- Naval Undersea Warfare Center, Keyport
- US Air Force SBIR/STTR Program
- US General Services Administration
- Federal Aviation Administration
- National Oceanic and Atmospheric Administration
- US Department of Veterans Affairs

- USDA Forest Service
- Washington State Department of Enterprise Services (state procurement)
- Washington State Department of Transportation
- The Boeing Company – Insitu
- Flir Systems
- Siemens Industry, Inc.
- Howard S. Wright/Balfour Beatty
- Kiewit Infrastructure West Co.
- Manson Construction Co
- Mortenson Construction
- Bechtel National, Inc.
- RQ Construction
- Skanska