

This report was prepared under contract with Washington State Department of Commerce, with financial support from the Office of Economic Adjustment, Department of Defense. The content reflects the views of Washington State Department of Commerce and does not necessarily reflect the views of the Office of Economic Adjustment or the Department of Defense.

Prepared by Stephanie Scott, Dept. of Commerce, State of Washington (DIA), ST1438-14-01

C-1: Supply Chain Summit Programming Material and Curriculum - Support of Alliance NW 2016

About Alliance NW

Alliance NW is the largest business-to-government conference in the Pacific Northwest, featuring keynote speakers, high quality workshops, and match making sessions with government agencies and prime contractors. Alliance NW provides businesses with an opportunity to strengthen as a defense contractor and also diversify into doing business with the many non-DOD agencies and prime contractors who participate in the event. Alliance 2016 attracted 736 people, representing small and diverse businesses, large prime contractors, federal and state procurement representatives, and resource providers.

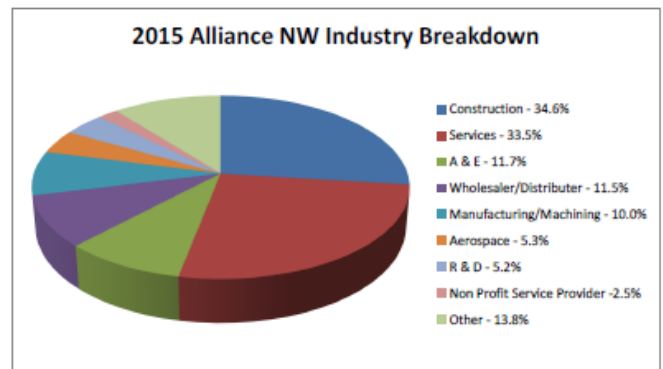


Event Demographics

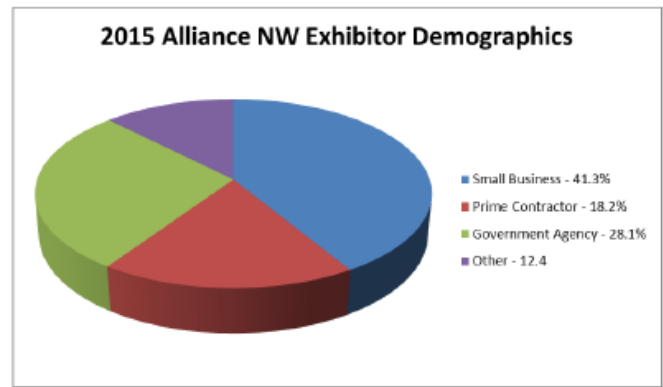
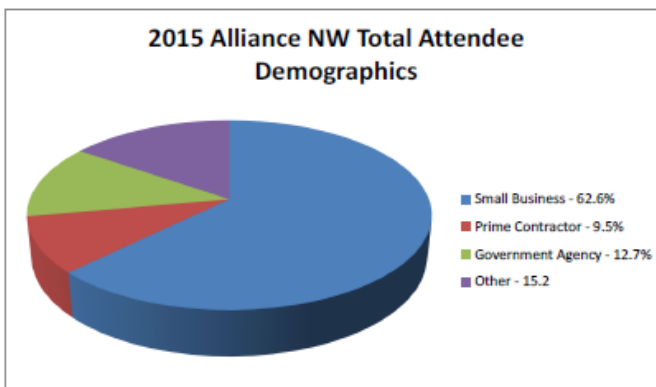
Based on optional information provided at registration. Actual totals may be higher.

Socioeconomic Group	Number	% of Attendees*
Small Business	467	63%
Veteran Owned	124	17%
Service Disabled Veteran Owned	68	9%
Woman Owned	120	16%
Minority Owned	118	16%
8(a) Certified	57	8%
HUBZone Certified	28	4%
State Certified WBE	50	7%
State Certified MBE	64	9%
State Certified DBE	62	8%
Large Business	76	10%
Total Attendees	736	

*Percentages based on attendee selection, please note many attendees selected multiple socioeconomic categories.



*Percentages based on attendee selection, please note many attendees selected multiple industry categories.



Matchmaking Sessions

These one-on-one 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 2015 included a variety of defense and non-defense buyers:

- 92d Contracting Squadron, Fairchild AFB
- Absher Construction Company
- Bio-Rad Laboratories, Inc.
- Dept Veteran Affairs
- DHS - U.S. Coast Guard Facilities Design & Construction Center Det. Seattle
- Federal Aviation Administration
- Foraker Engineering + Construction
- Foss Maritime Company
- Goodfellow Bros. Inc.
- Granite Construction
- GSA Northwest/Arctic Region
- Insitu, Inc, a Boeing Company
- Kiewit Infrastructure West Co.
- Lydig Construction
- Mortensen Construction
- National Oceanic and Atmospheric Administration
- Naval Undersea Warfare Center Division Keyport
- NAVFAC Northwest
- Notkin Mechanical Engineers
- RQ Construction LLC
- Saybr Contractors, Inc.
- Seattle Tunnel Partners
- Siemens Building Technologies
- The Dutra Group
- U.S. General Services Administration
- University of Washington
- US Dept of the Army, JBLM Mission Installation Contracting Command
- Washington River Protection Solutions
- Washington State Department of Enterprise Services

Keynote Speakers

Lunch:

Dr. James Galvin, Deputy Director, Office of Small Business Programs, Department of Defense

Emily Harman, Director, Office of Small Business Programs, Department of the Navy

Dr. Galvin and Ms. Harman provided updates and insights into DOD and Navy procurement strategy.

Morning:

Stephanie Scott, Defense Business Development Manager, Washington Department of Commerce

An overview of the impacts of defense spending on Washington State and introduction of the OEA DIA grant funded Defense Sector Supply Chain Map.

Break Out Session Summaries:

(Presentation slides available by request or at <http://alliancennorthwest.org/presentations/>).

Pioneer Room: Small Business Roundtable with Luncheon Keynote Speaker

Emily Harman, US Navy Small Business Program Small and diverse businesses are invited for a unique opportunity to have a small group roundtable discussion about US Navy procurement. Come prepared to share your experiences (good, bad, ugly) in the Navy marketplace. This session is only open to small businesses.

Make Your Debriefing Count: How to Use the Debriefing Process

Shaun C. Kennedy & Adam Lasky, Oles Morrison Rinker & Baker LLP

This breakout describes best practices and strategies to help decision-makers to utilize during the pre/post-award de-briefing process. The session will also address unique aspects of the debriefing process as it relates to small business set-aside procurements. During this session, experienced bid protest attorneys will discuss how to best utilize the de-briefing process to gain information necessary to pursue a bid protest, and how to use that information to win protests and future contract awards.

Doing Business with the Hanford Primes & the Pacific Northwest National Laboratory

Panel Facilitated by Ashley Coronado, Washington PTAC

Located in Southeastern Washington, the Hanford Site prime contractors and Pacific Northwest National Laboratory, in conjunction with the Department of Energy, are tasked with an environmental cleanup project with annual budget of nearly \$2 billion dollars. At this session, prime contractors Bechtel National Inc., and CH2M Hill Plateau Remediation Company as well as Pacific Northwest National Laboratory will provide clarity on their scope of work, frequent purchases, suggestions for doing businesses with them and more.

Federal Contracting —A Legal Update

Matt Schoonover, Koprince Law LLC

This session will provide an update of a variety of recent issues and important legal updates in federal contracting. The information presented will be applicable to all small business federal contractors but with an emphasis on important developments for SDVOSBs and VOSBs.

Cyber Security & ITAR Panel for Manufacturers

Panel Discussion, Facilitator John Dogero, Puget Sound Regional Defense Coalition

Attend this panel presentation to hear from successful small defense manufacturers and subject matter experts on hot topics relevant to defense manufacturers, including cyber security, ISO, intellectual property, and ITAR compliance.

Diversity in State Contracting

Panel Discussion, Facilitator Tiffany Scroggs, Washington PTAC

Washington State procurement processes have gone through some major changes in the last few years first with procurement reform then most recently with the Governor's Subcabinet on Supplier Diversity. Learn the latest news on state procurement processes and procedures and how small and diverse businesses can connect to opportunities. Also, receive an update on future changes that may impact your likelihood of winning contracts and subcontracts.

You Won a Contract: Now What?

Mona Carlson & Mary Jo Juarez, Washington PTAC

Learn what to do (and what not to do!) when it comes to post-award contract performance from contracting officers.

Leveraging Your Certification

Stephanie Scott, Washington State Department of Commerce

Your small business status matters in the world of federal procurement!

- The federal government has a goal to award 23% of all federal contracts to small businesses
- Federal agencies have the ability to set opportunities aside so that only qualified small business or other socio-economic firms can compete (i.e. Service Disabled Veteran Owned, Woman Owned, HUBZone, 8(a), etc.)
- Large prime contractors are frequently required to utilize small business subcontractors

Attend this workshop to learn five steps to leveraging your small business status, including how to conduct basic market research to identify federal and prime contractor customers, market your business to these agencies and primes, and ask federal agencies for small business set asides.

Construction Law: Top 10 Washington Contract Provisions

Masaki James Yamada, Ahlers & Cressman PLLC

In this workshop, Masaki James Yamada, an attorney that specializes in construction law will inform you on the top 10 subcontract provisions on public works projects, enforcement of your subcontract, and other important issues you should know while working with Washington's government agencies.