

Agenda



Creating the Next:
**Defense
Innovation
Conference**
January 14, 2019

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| 8:00 – 9:00 a.m. | Registration and Check-in, Breakfast, Networking |
| 9:00 – 9:15 a.m. | Pledge of Allegiance Welcome and Overview of the Day Chuck Schadt |
| 9:15 a.m. – 12:30 pm | 9:15 a.m. – Andrew E. Smith, GTPAC – DoD Funding Opportunities for Small Business Innovators (SBIR/STTR, RIF, and OTA 101) 9:40 a.m. – Khai Edouard, The Simple Vue – The Georgia Defense Exchange and The GTPAC Community 10:05 a.m. – Tim Greeff, NSTXL – Overview of the National Security Technology Accelerator 10:35 a.m. – Adele Navarrete, LMI – Tips and Tricks for Winning Business with DoD 11:00 a.m. – Lisa R. Sanders, Director of Science and Technology for U.S. Special Operations Command (USSOCOM) – Priorities, Problems to Solve, and Doing Business with USSOCOM 11:30 a.m. – Industry Panel: What Do Prime Contractors Want in a DoD Subcontractor? • Moderator: Andrew E. Smith – GTPAC • Adele Navarrete – LMI • Raven Smith – Lockheed Martin • John Roman – HII Technical Solutions, a division of Huntington Ingalls Industries |
| 12:30 – 2:00 p.m. | Lunch and Networking |
| 2:00 p.m. – 3:00 p.m. | <u>Four Concurrent Workshops</u> Workshop #1: Complying with DoD Cybersecurity Requirements 101 – Andrew Smith (GTPAC Program Manager) Workshop #2: Introduction to Government Contracting – Tom Larkin (GTPAC Counselor) Workshop #3: Preparing Successful Bids and Proposals – Nancy Cleveland (GTPAC Counselor) Workshop #4: How to Develop a Great Capability Statement – Bridget Bennett & Aileen Zoellner (GTPAC Counselors) |

Copies of all presentations are posted at: <https://gtpac.org/training-video>