Welcome

GEORGIA TECH PROCUREMENT ASSISTANCE CENTER
Why we’re here today

  - “… streamline processes so that new entrants and small-scale vendors can provide cutting-edge technologies.” – NDS, p. 11
  - “Aggressively pursuing technological innovation … [is] critical to overcoming operational challenges and positioning the U.S. military for success.” DoD must “find new ways of enabling more rapid maturation, acquisition, and fielding of leap-ahead technologies” and “broaden its efforts to find and incorporate new capabilities commercially developed by the private sector.” – NDSC, pp. viii, ix, 31

**Bottom line:** Defense Innovation is essential to our national security. And Defense Innovation represents a golden market opportunity for small, nimble companies, technologists, and manufacturers.
We begin with four speakers:

- **Andrew Smith** is setting the stage with a presentation on **Funding Opportunities for Small Business Innovators**.

- **Khai Edouard** is talking about the **Georgia Defense Exchange** and unveiling **The GTPAC Community**.

- **Tim Greeff** is providing an overview of the **National Security Technology Accelerator**.

- **Adele Navarrete** is sharing her insider’s knowledge of **Winning DoD Business**.

- **Lisa Sanders** is revealing **Special Operation’s Priorities, Problems, and Doing Business with SOCOM**.

Then, our Industry Panel:

- **What Do Prime Contractors Want in a DoD Subcontractor?**
Planning your day - continued

- Lunch break:
  - We’re allowing a generous amount of time. Use this time to meet as many people as you can. Don’t sit with people you know! “The business you’re looking for may be in this room.”

- Then, 4 break-out workshops:
  - Complying with DoD Cybersecurity Requirements – Conf. A
  - Introduction to Government Contracting – Conf. B
  - Preparing Successful Bids and Proposals – Salon 1&2
  - How to Develop a Great Capability Statement – Salon 5&6

- Your homework assignment:
  - Read the materials in your folders! – And on the website shown on the bottom of the printed agenda.
Special Thank-You’s

- Enterprise Innovation Institute
  - ATDC (Advanced Technology Development Center)
  - GaMEP (Georgia Manufacturing Extension Partnership)
  - The Contracting Education Academy at Georgia Tech
  - Minority Business Development Agency (MBDA) Business Center

- Georgia Department of Economic Development
- Defense Logistics Agency
- ... and the GTPAC team
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