2019NAVY GOLD COAST
San Diego Convention Center July 24-26, 2019
Presented by: NDIA100

Welcome the future

When you work with a bank that knows you and how businesses like yours are evolving, you have the power to stay ahead of changes. Growing confidently towards a stronger business, community and future.

What would you like the power to do?

To learn more, email Susan Couch at susan.couch@baml.com or Edward Spenceley at edward.spenceley@baml.com

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Dear Gold Coast Participants:

I am pleased to welcome you to the 31st annual Department of the Navy (DON) - National Defense Industrial Association (NDIA) Gold Coast Small Business Procurement Event. We thank NDIA for co-hosting this annual forum enabling key Navy and Marine Corps leaders to connect with and assist businesses, both large and small, in supporting the warfighter’s mission.

The mission of the DON Office of Small Business Programs is to foster acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling and training. The theme of this year’s event, "Engaging with Small Business to Fortify National Defense," reinforces the DON’s commitment to leverage Small Business as a strategic advantage.

I encourage you to take full advantage of the opportunities this forum provides to interact with both government and industry professionals and form new entry-points through the “Government to Business” and “Business to Business” matchmaking sessions. This event will enhance your understanding of the current DON acquisition environment and your ability to determine how your products and services can support the warfighter. Thank you for your participation and we look forward to interacting with you throughout the event.

Sincerely,

Jimmy D. Smith
Director
Dear Gold Coast Participants:

Welcome to the 31st annual Department of the Navy (DON) National Defense Industrial Association (NDIA) Gold Coast Procurement Event. It is my distinct pleasure to welcome you for this meaningful forum designed to educate, guide, and assist businesses in support of the warfighter mission within the DON.

The DON and NDIA Gold Coast Procurement Event provides a platform for senior DON leadership to provide the defense industry with proficient information for proactive short and long-term strategic planning and investments in critical skills, infrastructure, technology, and research and development. The DON aims to streamline processes to reduce burdensome barriers to entry for new entrants and small businesses who have the capabilities to provide trending, innovative technologies and processes.

The theme of the event this year is “Engaging with Small Businesses to Fortify National Defense.” As stated in the 2018 National Defense Strategy, there is a renewed importance for the investment into military technology to extend the technological advantages and grasp the emerging technologies advancing at a rapid pace.

We thank NDIA for co-hosting this event and for their contribution to creating a robust defense industrial base as we strive to sustain advantages in training, modernization, and operational capacity for our Sailors and Marines.

Sincerely,

Richard V. Spencer
Welcome Gold Coast Attendees,

On behalf of the NDIA San Diego Chapter, welcome to the 2019 Department of the Navy Gold Coast Small Business Procurement Conference.

The Conference is sponsored by the NDIA San Diego Chapter and co-sponsored by the Department of the Navy’s Office of Small Business Programs (DON OSBP).

In its 31st year, the Navy Gold Coast Small Business Procurement Conference remains committed to provide value to you and to the Navy, Marine Corps and Department of Defense.

The event theme is “Engaging with Small Business to Fortify National Defense”. To that end, and with close collaboration with the DON OSBP and the Department of Defense (DoD), we have developed a most relevant and engaging agenda to provide you with a forum to learn and showcase your innovative and agile business.

Each of you plays a vital role within our Defense Industrial Base to support our National Defense Strategy and the warfighting men and women that keep our nation, and the world, secure.

I am confident that Gold Coast 2019 will be a professionally rewarding and enjoyable experience. I look forward to your active participation.

By the way, the Chapter’s efforts to make this event a success were supplied by Sponsor companies and the many volunteers that contributed their time and corporate support. Please take a moment to thank them as you go about the Conference.

Thank you for joining us!

GO GOLD COAST!

Michael Parente
Conference Chairman and NDIA Board of Directors
Saalex Solutions, Inc.
Business Development Manager, San Diego
2019 NAVY GOLD COAST

US Navy Systems Commands

**Headquarters, USMC I&L**
The Installations and Logistics Department shapes logistics plans and policies to sustain excellence in warfighting. The focus of effort is to increase Marine Air Ground Task Force lethality by providing superior support through modernizing logistics processes, implementing proven technology and best practices, developing standards of performance, and fully integrating the supporting establishment as the fifth element of the Marine Air Ground Task Force. USMC I&L is a dynamic advocacy that provides training, advice, guidance, and innovative strategies ensuring quality solutions for Navy and Marine Corps acquisition teams and to maximize opportunities for small businesses.

**Marine Corps Systems Command**
Marine Corps Systems Command (MARCORSYSCOM) serves as the DON’s systems command for Marine Corps ground weapon and IT system programs in order to equip and sustain Marine forces with full-spectrum, current and future expeditionary and crisis-response capabilities.

- Command Element Systems
- Program Manager for the Light Armored Vehicle
- Ground Combat Element Systems
- Supporting Establishment Systems
- Logistics Combat Element Systems
- Program Manager Training Systems

**Affiliated PEOs**
- Program Executive Officer Land Systems
- Joint Project Manager for Protection
- Global Combat Support System-Marine Corps

**Military Sealift Command**
Military Sealift Command (MSC) is the leading provider of ocean transportation for the Navy and the rest of the Department of Defense—not operating approximately 120 ships daily around the globe. MSC is represented by five geographic area commands (Atlantic, Pacific, Europe, Middle East and Far East), which exercise tactical control of all assigned USTRANSCOM forces and MSC forces not otherwise assigned to the numbered fleet commanders. The area command staffs are primarily responsible for the execution of strategic sealift missions. The MSC area Commanders are U.S. Navy captains who serve as the primary points of contact for MSC customers and numbered fleet commanders in their respective areas. These area commanders also serve as the MSC commander’s direct link to MSC ships, providing maintenance oversight, logistics coordination and other needed services.

**Naval Air Systems Command**
Established in 1966 as the successor to the Navy’s Bureau of Naval Weapons, the Naval Air Systems Command (NAVAIR) is headquartered in Patuxent River, Md., with military and civilian personnel stationed at eight locations across the continental United States and one site overseas.

NAVAIR is organized into eight “competencies” or communities of practice including: program management, contracts, research and engineering, test and evaluation, logistics and industrial operations, corporate operations, comptroller and counsel. NAVAIR provides support (people, processes, tools, training, mission facilities, and core technologies) to Naval Aviation Program Executive Officers (PEOs) and their assigned program managers, who are responsible for meeting the cost, schedule, and performance requirements of their assigned programs.

NAVAIR’s affiliated PEOs are:
- PEO for Tactical Aircraft Programs, PEO(T)
- PEO for Air ASW, Assault and Special Mission Programs, PEO(A)
- PEO for Unmanned Aviation and Strike Weapons, PEO(U&W), and
- PEO for Joint Strike Fighter, PEO(JSF), (which alternates service lead with the U.S. Air Force)

NAVAIR is the principal provider for the Naval Aviation Enterprise (NAE), while contributing to every Warfare enterprise in the interest of national security. We embrace the privilege of our responsibility to the Sailor and Marine in partnership with industry, all Naval Aviation stakeholders, and our fellow Systems Commands.
Naval Facilities Engineering Command
The Naval Facilities Engineering Command (NAVFAC) is led by Rear Admiral Kate Gregory, Civil Engineer Corps, United States Navy, and Chief of Civil Engineers. NAVFAC consists of 18,000 Civil Engineer Corps officers, civilians and contractors who serve as engineers, architects, contract specialists and professionals. NAVFAC delivers best value facilities engineering and acquisition for the Navy and Marine Corps, Unified Commanders, and Department of Defense agencies through our six business lines:
- Capital Improvements
- Environmental
- Expeditionary
- Public Works
- Asset Management
- Contingency Engineering

Naval Sea Systems Command
NAVSEA is comprised of 60,000 civilian, military and contract support personnel, command staff, headquarters directorates, affiliated Program Executive Offices (PEOs) and numerous field activities. Together, they engineer, build, buy and maintain ships, submarines and combat systems that meet the Fleet’s current and future operational requirements. NAVSEA is the largest of the Navy’s five system commands, accounting for one quarter of the Navy’s entire budget, with a fiscal year budget of nearly $30 billion.

NAVSEA manages 150 acquisition programs and foreign military sales cases that include billions of dollars in annual military sales to partner nations. It has 33 activities in 16 states and strives to be an efficient provider of defense resources for the nation as well as the Navy Enterprise. As a Provider Command, it has the responsibility of directing resource sponsors into the proper mix of manpower and resources to properly equip the fleet.

NAVSEA has the further responsibility of establishing and enforcing technical authority in combat system design and operation. These technical standards use the organization’s technical expertise to ensure systems are engineered effectively, and that they operate safely and reliably.

Naval Supply Systems Command
With headquarters in Mechanicsburg, Pa., and employing a diverse, worldwide workforce of more than 22,500 military and civilian personnel, NAVSUP and Navy Supply Corps team share one mission – to provide supplies, services, and quality-of-life support to the Navy and Joint warfighter.

The NAVSUP/Navy Supply Corps team oversees a diverse portfolio including supply chain management for material support to the Navy, Marine Corps, Joint and coalition partners, supply operations, conventional ordnance, contracting, resale, fuel, transportation, security assistance, and quality of life issues for our naval forces, including food service, postal services, Navy Exchanges, and movement of household goods.

Office of Naval Research
The Department of Defense and Department of Navy (DON) strategic documents provide the basic foundation for the Naval Science and Technology (S&T) Strategic Plan. The priorities of the Secretary of the Navy, Chief of Naval Operations and Commandant of the Marine Corps are reflected in the shape of the investment portfolio and nine S&T focus areas outlined in the plan. This is a broad strategy that articulates a general direction for the future, while retaining sufficient flexibility and freedom of action to meet emerging challenges or alter course as directed by senior naval leadership.

As the DON’s S&T provider, ONR identifies S&T solutions to address Navy and Marine Corps needs. Since its establishment in 1946, ONR continues to be the first place that senior naval leadership turns to for addressing emerging technology issues and challenges. The ONR mission, defined in law, is to plan, foster and encourage scientific research in recognition of its paramount importance as related to the maintenance of future naval power, and the preservation of national security; and to manage the Navy’s basic, applied and advanced research to foster transition from science and technology to higher levels of research, development, test and evaluation.

This strategy ensures that ONR’s investments respond properly to naval needs and support the realization of innovative naval operational concepts. Its principal goals include:
- Ensuring alignment of naval S&T with naval missions and future capability needs
- Balancing and managing the S&T portfolio
- Communicating the S&T vision and approach to senior decision-makers, key stakeholders, S&T partners, customers and performers
Naval Information Warfare Systems Command

Over the last decade, information has emerged as a warfighting domain, joining land, sea and air as a critical, contested battlespace. As the Navy’s information warfare systems command, NAVWAR is the Navy acquisition command that develops, delivers and sustains communications and information warfare capabilities for warfighters, keeping them securely connected anytime, anywhere.

NAVWAR is a large, complex, geographically-dispersed organization with more than 10,000 people that make up its workforce. NAVWAR provides research and development, systems engineering, testing and evaluation, technical, in-service and support services to the program executive offices (PEOs) during all phases of a program’s lifecycle.

The systems NAVWAR develops must meet performance requirements with respect to capacity, security, and reliability, but also be affordable and on schedule for delivery to the fleet.

NAVWAR’s affiliated PEOs are:
- PEO Command, Control, Communications, Computers and Intelligence (PEO C4I)
- PEO Enterprise Information Systems (PEO EIS)
- PEO Space Systems

Strategic Systems Programs

Historically, SSP’s first and only line of business has been the development, production, and life cycle support of the Navy’s Fleet Ballistic Missile (FBM) Strategic Weapons System (SWS). Through six FBM/SWS generations, SSP acquired specific skills and organizational values that support a capability to accomplish related efforts of importance to the Navy and the Nation. During the past several years, SSP has been able to leverage its expertise in program management and systems engineering into five additional lines of business. Collectively, these are referred to as the Six Lines of Business.

- Strategic Weapons System (SWS) - Maintain and extend the life of the TRIDENT II SWS, the Nation’s primary strategic deterrent. View more information.
- SSGN Attack Weapons System (AWS) - Provide and support the AWS on converted Ohio class submarines that deploy Tomahawk missiles and other payloads. View more information.
- Payload Integrator - Provide seamless end-to-end integration of alternate payloads on submarines with large diameter tubes. View more information.
- Emerging Missions - Provide rapid and cost-effective expansion of submarine-based capabilities that fill validated joint warfighting gaps under the new Triad. View more information.
- Navy Treaty Implementation Program (NTIP) - Assure DoN Compliance with all applicable Arms Control Treaties and Agreements. View more information.
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No challenge too big. No problem too complex.

We recognize the role diverse small businesses play in creating new and innovative products and services. At BAE Systems, we develop and deliver innovative electronic systems, advanced combat vehicles and naval weapons, intelligence analysis and cyber operations, and we maintain and modernize ships, aircraft and vehicles. Knowing that our work and yours gives our customers a critical edge inspires us every day.

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## 2019 NAVY GOLD COAST Agenda

### 2019 Department of Navy Gold Coast Small Business Procurement Event
**Engaging With Small Business to Fortify National Defense - "Investing in Technology"**
San Diego Convention Center, San Diego, CA
Conference Agenda
Wednesday, July 24, 2019

**Sessions, Speakers, Times and Dates to Change**

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<td><strong>Registration</strong></td>
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<td><strong>Exhibitor Set-up</strong></td>
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<td>1300 - 1700</td>
<td><strong>Matchmaking Registration</strong></td>
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### Workshops

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<td>1000 - 1100</td>
<td><strong>Propel San Diego Grant Strategies and Partnerships</strong></td>
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<td>1100 - 1200</td>
<td><strong>Account System Requirements</strong></td>
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<td>1200 - 1300</td>
<td><strong>How to do Business with SANDAG, Mid-Coast Corridor Transit Project SANDAG Overview and Opportunities</strong></td>
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<td></td>
<td>Speakers: Ms. Elaine Richardson - Manager of Small Business Development,</td>
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<td></td>
<td>Mr. Eric Meisgeirer, Mid-Coast Transit Construction (MCTC)</td>
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<td>Ms. Jennifer Williams, Principal Transportation Planner</td>
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<tr>
<td>1300 - 1400</td>
<td><strong>GSA Region 9 and How GSA is Supporting the Department of Defense within the Pacific Rim Region</strong></td>
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<td>Speakers: Mr. Tom Scott - Regional Administrator, GSA's Pacific Rim Region,</td>
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<td>Mr. Charles Manger, GSA Associate Administrator, Office of Small Business Utilization (OSBU),</td>
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<td>Ms. Amy Lineberry - Deputy Associate Administrator, Office of Small Business Utilization (OSBU),</td>
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<td>Mr. Casey Kelly, GSA Regional Commissioner, GSA Rim Region,</td>
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<td>Mr. Rob Coen - GSA OASIS Program Director,</td>
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<td></td>
<td>Ms. Kimberly Sant - IT Manager, GSA Integrated Technology Category (ITC).</td>
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<td>1400 - 1500</td>
<td><strong>Doing Business with the Missile Defense Agency (MDA)</strong></td>
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<td>1500 - 1600</td>
<td><strong>Creating a Capabilities Statement for marketing to the Government</strong></td>
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<td>1600 - 1700</td>
<td><strong>DCMA Commercial Item Group Overview, A New DoD Initiative</strong></td>
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<td>1000 - 1100</td>
<td><strong>Overview of PEO EIS</strong></td>
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<td>Speakers: Ms. Atlas Eftekhari, Deputy Program Executive Officer, Contracts Management, PEO EIS,</td>
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<td>Mr. Tracy Shay, Deputy Program Manager, Navy Special Programs (PMW 260), PEO EIS,</td>
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<td>1100 - 1200</td>
<td><strong>Learn to Market Business to State Agencies Find Contracting Opportunities with the State</strong></td>
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<td>Mr. Mike Sabellico - Senior Business Advisor, SoCal Veteran Business Outreach Center (VBOC)</td>
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<td>1200 - 1300</td>
<td><strong>Selling your small businesses, Buying a Small Business and Succession Planning</strong></td>
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<td>Ms. Michelle Kantor, Lead, Federal &amp; Local Government Contracting &amp; Procurement practice group, McDonald Hopkins LLC.</td>
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<td>1300 - 1400</td>
<td><strong>NITAAC Overview</strong></td>
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<td><strong>Contracting Opportunities with the County of San Diego</strong></td>
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<td>Mr. Jack Pellegrino, Director, Department of Purchasing and Contracting - County of San Diego</td>
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<td><strong>SBA’s 8(a) Business Development Program</strong></td>
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<td>Mr. John Engstrom - Business Opportunity Specialist Small Business Administration (SBA)</td>
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<td>1600 - 1700</td>
<td><strong>Small Business and the Federal Marketplace</strong></td>
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### 2019 Navy Gold Coast Agenda

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<td>0835 - 0910</td>
<td>The Honorable Mr. James Geurts, Assistant Secretary of Navy for Research, Development and Acquisition Gold Coast Welcome by Vice Admiral Michael T. Moran, Principal Military Deputy Assistant Secretary of the Navy (Research, Development and Acquisition), Principal Military Deputy to Secretary Geurts to Secretary Geurts</td>
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<td>0910 - 0925</td>
<td>Welcome and Acknowledgements</td>
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<td>0925 - 0955</td>
<td>Command Overview and Conference Location</td>
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<td>0955 - 1025</td>
<td>NAVWAR: Rapidly Delivering IW Capability from Seabed to Space</td>
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<td>Cyber Security</td>
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<td>1100 - 1110</td>
<td>Industry Matchmaking Check-in</td>
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<td>1110 - 1215</td>
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<td>Industry Matchmaking Check-in</td>
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<td>1400 - 1700</td>
<td>Industry Matchmaking</td>
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<td>1530 - 1600</td>
<td>Cybersecurity and the Defense Industrial Base and NIST SP 800-17B.</td>
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<td>Information Warfare Research Project (IWRP), Other Transaction Authority (OTA)</td>
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<td>Solving Human-Centered Navy Challenges through Design Thinking</td>
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## 2019 NAVY GOLD COAST Agenda

**Friday, July 26, 2019**

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<tr>
<td>0800 - 0810</td>
<td>Welcome to 2019 Navy Gold Coast PROGRAM OVERVIEW</td>
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<td>0810 - 0845</td>
<td>NDIA Legislative Updates Mr. Wesley P. Hallman, Senior Vice President for Policy</td>
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<td>0845 - 0915</td>
<td>Digital Transformation Ms. Jane Rathbun, Deputy Assistant Secretary of the Navy, C4I &amp; Space</td>
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<td>0915 - 1000</td>
<td>Cybersecurity Maturity Model Certification (CMMC) Panel Moderator: Ms. Katie Arrington, HQE for Cyber for the Assistant Secretary for Defense Acquisition (ASD(A)), Department of Defense Panelists: Ms. Dawn Greenman, Deputy Program Manager Cybersecurity, Johns Hopkins Applied Physics Laboratory (JHU/APL) Mr. Mark Gordon, Vice President and Chief Information Security Officer, Lockheed Martin Mr. Doug Gardner, Senior Security Engineer, Risk and Resilience Directorate Carnegie Mellon University’s Software Engineering Institute (CMU/SEI) House Armed Services Committee - Principal Staff Member</td>
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<tr>
<td>1000 - 1045</td>
<td>Successful Teaming – Large and Small Business Moderator: Mr. Jimmy Smith, Director (SES), Department of Navy (DON) Office of Small Business Programs(OSBP) Panelists: Mr. Frank Muller, Vice President - American Systems Ms. Janelle Turner - Manager, Supplier Development &amp; Diversity (SD&amp;D) Manufacturing, Boeing Defense Mr. Travis Mack, President/CEO - Saalex Solutions, Inc &amp; Saalex Information Technology, LLC Mr. Doug Gardner, Senior Security Engineer, Risk and Resilience Directorate Carnegie Mellon University’s Software Engineering Institute (CMU/SEI) House Armed Services Committee - Principal Staff Member</td>
<td>Exhibit Hall E</td>
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<td>1045 - 1130</td>
<td>How Small Businesses fit into the National Defense and Department of Defense Small Business Strategies. The Honorable Mr. Dennis Bartow , New Director, Department of Defense, Office of Small Business Programs</td>
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<td>Lunch</td>
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<tr>
<td>1130 - 1140</td>
<td>Industry Matchmaking Check-in</td>
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<tr>
<td>1140 - 1215</td>
<td>Industry Matchmaking</td>
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<td>Lunch</td>
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<td>Twice A Citizens Awards Ceremony Keynote Speaker: RADM Becker, Commander, Naval Information Warfare Systems Command (NAVWAR)</td>
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<td>Industry Workshops</td>
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<td>1345 - 1445</td>
<td>Benefits of NavalX Mr. David Schiff, Deputy Director, NavalX Agility Cell</td>
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<tr>
<td>1345 - 1445</td>
<td>SeaPort Next Generation (NxG) – DoN’s Mandatory Vehicle for the Acquisition of Professional Support Services Ms. Susan W. Tomaiko, Director, Undersea Systems Contracts Division (SEA 026) Naval Sea Systems Command</td>
<td>Exhibit Hall F and G</td>
</tr>
<tr>
<td>1345 - 1445</td>
<td>Engaging Navy Program Managers using CPARS Moderator: Ms. Arveice Washington, Deputy Director, DON OSBP Panelists: Mr. James Lasswell, INDUS Technology Mr. Jeffrey Sanders, Deputy Program Manager (DPM), Ship Integration Program Office (PMW 760) Mr. Doug Jimenez - Executive Vice President - MANDEX Mr. Richard Oliver, Partner - Pillsbury Winthrop Shaw Pittman LLP</td>
<td>Stage C Exhibit Hall F and G</td>
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<tr>
<td>1530</td>
<td>2019 Navy Gold Coast Adjourned</td>
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2. Plan and Manage Projects
After each new project is won your team needs to establish a detailed plan to ensure it is delivered on time and under budget. Well-defined processes must be in place so that project tasks can be executed at the right time and in the right sequence.

If you’re using separate systems to manage your business, you’re increasing the likelihood of missed deadlines, budget overruns and backlog problems. Deltek’s project-based solutions provide all of the resource management, scheduling, and budgeting tools you need to plan and manage profitable projects.

3. Find and Develop Talent
A successful project-based business must have the right mix of skills and the ability to assign them properly to each project. When you can combine these talent details with your project backlog you’ll be better able to predict staffing needs based on business needs.

Deltek project-based solutions with integrated Talent Management will help your firm recruit, develop, and assign staff more efficiently across projects. It will also help you cultivate talent over time by monitoring employee milestones, compensation levels, and benefits to ensure key people stay with the company and strengthen your firm’s core competency.

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Deltek project-based solutions provide real-time visibility into project intelligence, risks, and potential opportunities. Customizable dashboards and alerts help prevent budget overruns and schedule slippages. Quick access to accurate information enables your teams to take proactive steps before problems impact project delivery.

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Northrop Grumman is honored to serve as this year’s gold sponsor of the National Defense Industrial Association 31st Annual Gold Coast Small Business Procurement event. Special thanks to naval leadership and the San Diego Chapter of NDIA for the support of this event.

At the heart of this year’s conference “Engaging with Small Business to Fortify National Defense” is an outstanding opportunity to learn more about the capabilities provided by your companies. Our Global Supplier Diversity team from across our enterprise looks forward to meeting you and the members of your company.

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24 HRC provides General contracting; vertical and civil construction, design/build services, Pre Engineered Metal Buildings, tenant improvements, historic renovations, welding, perimeter security, deconstruction, demolition, disposal, recycling, asbestos/lead abatement, environmental remediation and more. Trusted and established partners for the construction and improvement of your valued facilities and real estate. General Contractor serving all types of construction and properties including government, commercial, HOA, hospitality, office buildings, apartment complexes, residential, university facilities, retail centers, and more.

**39 Degrees**

geoConvergence, LLC d/b/a 39 Degrees North is an award-winning company that specializes in Geographical Information Systems (GIS), Cloud Engineering, Data Analytics and Software Development. We have built, maintain, manage and support cloud-based systems that serves over 100,000 users and delivers more than 800,000 maps daily. Our 15-year track record with local, state and federal government is desirable when it comes to developing world-class systems from a company whose business is all about precision and accuracy.

**4Liberty**

4Liberty is a small business headquartered in San Diego, CA with a nationwide reach specializing in IT, communications infrastructure, utility services, and physical and electronic security consulting and implementation. Core capabilities include complex program/project management, data center infrastructure engineering and operations, including surveys, design-build, infrastructure construction, help desk services, physical security assessments, design, and implementation, and training support. Extensive experience in fiber and wireless design-build. 4Liberty holds a Schedule 70 and has successfully completed multiple projects for the Navy, Marine Corps, and VA. Among multiple commercial accounts, 4Liberty is a major contractor for Sempra Energy; providing project management, NERC/CIP compliance, logistics, fiscal management, IT infrastructure implementation supporting reliability and smart grid initiatives.

**Advanced Automation Corporation (AAC)**

Advanced Automation Corporation (AAC) is a Systems Engineering-focused consultancy with a diverse background in supplying highly experienced analysts and engineers to solve complex design and support problems. AAC is an SBA Registered 8(m), Economically Disadvantaged Woman Owned Small Business (ED WOSB) technology company with competencies in System Engineering, Cyber Modeling and Simulation (M&S) and Security, OCONUS analysis and support, Small Arms and their Accessories (Night Vision, Aiming, etc.).
Communications, Tactical and Operational ISR, Training, Linguistics, and Technology Support. AAC has been in business for over 30 years and has worked for and with agencies throughout DoD, DoE and other government organizations.

**Ardalyst Defense**

Ardalyst Defense is a service-disabled, veteran-owned company providing integrated, mission-tailored, cyber-defendable solutions to support the DoD and world-class managed services to protect and accelerate small businesses. Our partnerships with the DoD and the Defense Industrial Base allow us to marry decades of maritime operational expertise with cutting-edge commercial technologies. We help our customers bring together the right tools, the right processes and the right training to establish the best resilience to cyber threat in an increasingly interconnected and changing world. Our areas of expertise include nation-state threat intelligence, line of business operations, information warfare, model-based systems engineering, mission-oriented development and cyber resiliency.

**Artemis Electronics**

Artemis Electronics is a Small Business that specializes in Overhauling, Redesigning, Reverse Engineering and Manufacturing of Legacy Electronics and Avionics for Military Platforms Worldwide. Our services include Complete Overhaul of any type of Circuit Board/Electronic Assembly from the simplest design to the most Complex Multilayered SMT. We have the ability to Reverse Engineer these Electronic Systems or Sub-systems with minimal to no data. We provide solutions for systems often deemed too expensive to overhaul or no longer supported by the OEM. Our Agility and Forward Thinking allow us to mitigate DMSMS issues that allow the Warfighter to achieve Maximum Readiness.

**Bidspeed**

We make sure you never miss an opportunity, by keeping an eagle eye on the government market for you. Sources Sought responses, RFP templates, outlines, requirement breakdowns, proposal management marketing, and regular one-on-one meetings with an expert. Diamond membership includes a Business Development Expert (BDE) who acts as your advisor, capture manager, and opportunity identification expert. Never waste valuable time completing sources sought responses, requests for information, requests for quotes, and requests for proposal outlines again. We’ll provide the outline, you provide the content, together we’ll win more deals.

**BecTech**

Basic Engineering Concepts & Technologies (BecTech) is a Woman-Owned Small Business (WOSB) incorporated in 1997. We provide expertise in engineering, acquisition and program management, lifecycle planning and technical support to National Security agencies. BecTech has formed strong partnerships with our customers, helping them successfully meet the challenges of an ever-evolving challenging technical landscape. Our broad range of expertise enables us to provide the highest quality independent professional, technical, and engineering support services to US and International security partners.

BecTech – where successful performance and innovation is enabled by a solid understanding of the basic tenets of engineering and management! See www.bectech.com.

**Bryant Solutions, Inc.**

Bryant Solutions, Inc. takes proprietary and dynamic hands-on training to a higher standard compared to traditional canned training. Our core focus is RF, fiber, and network security training. We develop unique and distinct training for our clients. This enables us to be manufacturer neutral and target client-specific course exercises. The company’s specialized hardware and material along with a client’s test equipment and systems are used to recreate real-life scenarios in our courses. It is common to resolve client-specific problems as part of our training. Bryant Solutions, Inc.’s proven and effective methodologies empower clients and enable organizations to exceed targeted goals.

**Burleson Consulting, Inc.**

At Burleson Consulting, Inc. we pride ourselves on being your Environmental Puzzle Master. Our multidisciplinary team of engineers, geologists, biologists, environmental scientists, and GIS specialists efficiently solve environmental challenges and will put the pieces together to meet your goals on every project. Burleson specializes in remediation, habitat restoration, and environmental compliance for agencies throughout California, Oregon, and Nevada. We have worked extensively with many Federal agencies including the US Navy, US Air Force, US Army, US Army Corps of Engineers and have expertise with NEPA, CEQA, CERCLA, RCRA, and water quality permitting and monitoring at defense installations.

**CBI**

CBI is a full service surety management firm. While many insurance brokers can delivera bond, proper management of your bond program goes beyond the bond issuance and delivery. Your CBI manager will implement a joint strategic plan tailored to your growth expectations, risk tolerance, and personal priorities. We see our role as a trusted partner and advisor in your sales team; driving revenue by ensuring that you obtain every bond you need to build the business you are proud to own. We act as a partner focused on your protection to provide your business with the greatest opportunities for sales and resulting profits. More bonds means more success for you!

**CFR & Associates**

CFR & Associates provides relationship building between the government, prime and small/diverse businesses. Our core
competency is in being able to provide the critical introductions to both large and small businesses that move the conversation forward. We also assist in the hiring element for both veterans and local requirements.

**CMTC**

CMTC, a private non-profit corporation, was established in 1992 to provide consulting services to small and medium-sized manufacturers (SMMs) in California. In 2016, The U.S. Commerce Department’s National Institute of Standards and Technology awarded CMTC a five-year agreement to be California’s Manufacturing Extension Partnership (MEP) Center. This agreement makes CMTC the lead organization for delivering services to SMMs in California with support of partners throughout the state. Through its collaboration with these partners, CMTC enhances operational performance, new product development, market expansion and technology adoption for manufacturers. CMTC is part of the MEP National Network™ which is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

**CocoAbsorb™**

CocoAbsorb™ is a 100% Organic, Universal Absorbent, absorbing any spills in military, maritime (It floats), commercial, municipal and industrial applications. Made entirely of the coconut pith material residing in a coconut husk. CocoAbsorb’s™ proprietary processing procedures insure the finest quality material for absorption. CocoAbsorb’s™ superior and rapid absorption of fluids turn any spill into a solid, manageable substance immediately. This result is achieved through CocoAbsorb’s™ porous honeycomb structure providing greater surface area and surface tension. CocoAbsorb’s™ particulate structure can increase up to nine times its own mass, allowing for encapsulation and absorption of a greater volume. Saving time and money!

**Divine Imaging, Inc.**

Divine Imaging, Inc. is a small, woman-owned company holding (7) GSA Contracts. Divine sells an array of products and equipment to the Federal Government. Divine Imaging is also MILSTRIP capable selling on the new FEDMALL platform with over 1.5 million products loaded. Divine is a worldwide leader in the direct supply of electronics, office supplies, hardware, IT products, hospitality products, and heavy equipment, offering quality products at competitive prices. Based in Malibu, CA, the Divine Team can get you same day quotes, fast shipping, and effective & uncompromised customer service. Divine is one of the fastest-growing, government-contracting companies providing quality-tested products, certified to specific standards for optimum performance, TAA compliance and popular products you use and need every day! The Divine Team is here for you at year end and can get you what you need quickly and efficiently.

**EEI**

EEI brings over 25 years of experience in full service engineering with a focus on agile, affordable, and efficient design, development and manufacturing of hardware that meets the demanding environmental standards and flight qualification requirements of our Nation’s Warfighters. We specialize in:

- Design services spanning “Build to Spec” to “Build to Print”;
- Procurement and ruggedization of COTS technology for military applications;
- Procurement, integration, and delivery of flight qualified hardware;
- Integration and qualification of advanced Special Test Equipment (STE);
- Manufacture of complex electronic circuit card assemblies and other electronic components and subsystems.

EEI, a WOSB SDB is AS9100D Certified

**FedVet Construction**


Since its inception, FedVet has successfully delivered over 50 multi-disciplinary projects for federal and military agencies. Via its various divisions, the firm offers competencies in Tenant Improvements (Framing, Drywall, Insulation, Painting, Flooring, and Finishes), ADA Compliance, Demolition, Concrete, Asphalt, Electrical (including High Voltage), Remediation and Janitorial.


**Formalloy**

Formalloy’s award-winning metal additive manufacturing systems enable rapid, high-quality repair, cladding, and 3D printing of metallic components. Formalloy’s Directed Energy Deposition (DED) process is efficient and fast, with the ability to deposit up to 15lbs/hour, and enables rapid manufacturing of fully-dense parts with a single material or multiple materials in a single build. The systems can print with the widest range of materials from steels, magnets and super alloys to Copper alloys and Titanium. With a compact footprint and durable components, the system can be deployed for use in austere environments and is scalable with build volumes up to 1mx1mx1m.

**Ginisys Group, Inc.**

Ginisys Group, Incorporated (GGI) is an 8(a) certified Technology and Acquisition Support firm that empowers government and industry to perform at their utmost capacity. We are the most agile, cost effective technology and consulting firm in the
country. We specialize in utilizing engineering principles and custom software technology while enhancing efficiencies, controlling cost, and maintaining schedule. Agile AX, a GGI proprietary software tool, is an innovative business intelligence system that presents data analytics derived from infographics. Supporting the Department of Defense and industry, GGI conquers challenges impacting the world by utilizing top talent and technology to implement the absolute solution.

ICAT
ICAT Systems delivers DCAA compliance software and training so growing businesses can confidently compete for and manage Government contracts. ICAT integrates with QuickBooks to streamline cost accounting with real-time contract cost reporting, incurred cost proposals, and budgeting. Our on-demand training programs provide practical knowledge and tools to navigate the FAR and DFARS in order to comply with Government contract accounting regulations, qualify for awards, and recover indirect costs.

Intratek
Intratek Computer, Inc. is a small business provider of governance, program management, infrastructure, and end user support services. We are a change advocate that leverages 30 years of expertise to provide solution-based IT support to meet ever-changing business challenges. Our capabilities, standard methodologies, and expansive tools enable us to provide real world solutions to meet our customer’s business challenges. As an IT service provider specializing in supporting government agencies we have defense and civilian agency experience. Intratek, our network of globally recognized systems integrators, and proven socio-economic partners, we provide our federal and local government customers efficient and cost-effective services.

Ironclad Technology Services LLC
Ironclad Technology Services LLC, a Service-Disabled Veteran-Owned Small Business (SDVOSB), is a trusted provider of IT and professional services for the DOD community and civilian agencies. We provide a full scope of technical and professional services to support and strengthen critical day to day applications, process automation, cyber security, information assurance, data architecture, and business intelligence.

JAMIS Software Corporation
JAMIS Software Corporation is the preferred provider of cloud ERP software solutions designed specifically for government contractors and other project-focused organizations. Companies large and small rely on JAMIS Prime ERP to provide detailed visibility into all of their projects. These contractors know that JAMIS was founded by government contractors and has a keen understanding of the complex and demanding contracting environment.

With a seasoned staff of professionals who know the ins-and-outs of the government contracting industry, JAMIS is uniquely positioned to provide powerful solutions that enable compliance with the requirements of the Defense Contract Audit Agency (DCAA), Cost Accounting Standards (CAS) and Federal Acquisition Regulations (FAR). The result: JAMIS’ customers can focus their attention on growth and profitability, not the details of complying with ever-changing regulations.

LCR Embedded Systems
LCR Embedded Systems designs, develops, and manufactures enclosures, backplanes, and fully integrated systems for the aerospace and defense, commercial, rail, and industrial markets. Whether you have a rough back-of-the-envelope design idea and seek collaborative development with our engineering team, or a complete, formalized set of build specifications, LCR Embedded Systems will turn your product into reality.

LevitZacks
Since 1964, LevitZacks has continually provided outstanding financial statement audits and reviews, tax compliance, domestic and international tax consulting, estate and succession planning and business appraisal services. We have extensive experience providing review and attestation, tax and advisory services to government contractors, engineering firms, professional service firms and many other project-based businesses. Levitzacks’ commitment to our clients is to provide service excellence through integrity, objectivity, and creativity.

MFM
MFM’s technical capabilities and highlights include: A safety focused (with no major accidents in almost 10 years) team of professionals providing facilities maintenance/cleaning/preventative maintenance work on the US Navy LCS program and other similar secured area/workforce required projects like the US Navy Seal Coastal Campus construction project. We are very adept at building strong teams of vetted/security cleared/trained/certified cleaners/mechanics responsible for cleaning and light preventative maintenance on minimally manned vessels and building post construction clean-up/make ready cleanings.

Modus Operandi
Modus Operandi is a high-tech software company serving the U.S. defense and intelligence community. Our purpose is to help defend and protect our country, our allies, and our planet by providing innovative software for transforming data into wisdom. At Modus Operandi our passion is harnessing data to empower smarter decisions. We deliver technology that helps organizations discover the hidden patterns of potential threats and opportunities—the genius—locked in their data. Our approach combines our advanced solutions that leverage next generation semantic technologies, with our team’s rare engineering and scientific expertise, and our rigorous implementation methodology.
NCS
NCS delivers innovative products and engineering services for government, software vendors, original equipment manufacturers and systems integrators, from small companies to global enterprises. NCS is a leader in selling servers and rugged servers to the military and government agencies. NCS offers complete hardware platform development, scalable services to implement single rack and multiple systems, and comprehensive order fulfillment logistics. Our capabilities span design and integration services, manufacturing and warehousing, and award-winning lifecycle support services. NCS Technologies is located in Gainesville, VA. Learn more at www.https:/\www.ncst.com/appliance-server-engineering.

North Wind Group
"North Wind Group companies (North Wind) are small business leaders in the environmental, engineering, construction, and technical consulting industries. Our wide-ranging capabilities allow us to self-perform nearly all aspects of any given work scope, providing our customers with significant cost savings. North Wind Group is a government contracting holding entity that includes eleven subsidiary companies: North Wind Inc., North Wind Services, North Wind Resource Consulting, North Wind Construction Services, North Wind Solutions, North Wind Site Services, North Wind Infrastructure and Technology, North Wind – Portage, Inc., Weldin Construction, LLC., Silver Mountain Construction, and ANC Research & Development."

NOVA Power Solutions, Inc.
NOVA Power Solutions, Inc., is a leading supplier of high-quality power solutions to the U.S. Military since 1989. Our mission is to provide unsurpassed power protection to Military-critical electronics throughout the world. NOVA specializes in rack-mount rugged and ruggedized power protection equipment designed to MIL-STD compliance and particularly suited to shipboard, tactical military, and other harsh operating environments. NOVA’s power conditioners, converters, and solutions provide our customers a wide range of power protection and backup alternatives. NOVA Power Solutions, Inc., is a certified woman-owned small business. Visit our booth for an operational demonstration of a NOVA UPS system.

Pacific Engineering, Inc.
Pacific Engineering, Inc. (PEI), located south of Lincoln, Nebraska, specializes in composite design and manufacturing light weight, high strength, complex composite structural parts. PEI’s has 35,000 sq ft facility dedicated to composite fabrication processes include filament winding, resin infusion, hand lay-up, and compression molding.

PROTOCAST Inc.
PROTOCAST Inc is a HubZone certified foundry and machine shop located in Denver, CO that specializes in aluminum, magnesium, zinc and SS cast and machined from billet parts. We are ISO certified, ITAR registered and will be AS9100 certified within the next few weeks. Our foundry can handle parts from ounces to 300 lbs via Precision Sand Cast, RPM Cast, Investment Cast, Permanent Mold and Die Cast processes. Our full service machine shop offers 3, 4 and 5 axis centers, complete with laser cutting and lathe capabilities. Come see us at booth #513!

Regal Technology Partners Inc.
Regal Technology Partners Inc. is a Service Disabled Veteran Owned Small Business established in 1988. The foundation of our business is built on three primary tiers: Program Management, Engineering Solutions, & Manufacturing Services. Our Program Management services range from new business capture to complete program management. Regals Manufacturing business unit is a vertically integrated full-service manufacturer of circuit cards and box level assembly, cable harnesses, test, fulfillment and sustainment. Regals Design Solutions business unit provides electrical, mechanical, layout, software, and test set design services. Our team is comprised of subject matter experts focused on Aerospace and Defense related products and services. Regal maintains a Secret Facility Clearance and is capable of processing both ComSec and Controlled Cryptographic Items.

Rivet Operations
Rivet Operations is a trusted leading provider of Facilities Management, Base Operations, Asset Management, and Logistics services and solutions. We provide best-in-class teams, well trained professionals, and innovative solutions to drive operational availability and success across facility operations, asset management, and maintenance needs. We routinely exceed our customers expectations with a collaborative, supportive, and innovative approach to management. We are an ISO 9001:2008 compliant company, certified by the U.S. Small Business Administration (SBA) as an 8(a) and Total Small Business, and Native Hawaiian Owned (NHO) organization. Rivet is committed to continuous improvement in our offerings and services to ensure our customer’s requirements are well-defined, coordinated, and delivered above expectations.

Space Information Laboratories
SIL has a complete in-house environmental flight unit test capability including thermal cycle, vacuum, random and sine vibration, and shock. SIL accomplishes this work at the highest quality with an independently certified AS9100D Quality Management System (https://www.spaceinformationlabs.com/products/certifications/) by SAI Global for design, manufacturing and test of flight units.

StreetShares
The StreetShares team lives by a core set of values: Integrity, Member Service, Excellence, and Innovation. We offer a suite of specialty finance products to the small business and veteran markets including business loans, lines of credit, and account receivables financing for the government contract community. StreetShares is proudly veteran-run and located outside of Washington, D.C.
 Texmate
Founded in 1976, Texmate, a minority owned business, has a long history of innovation, quality, reliability and cost-effectiveness in digital panel meters, bargraphs and microscale PLCs in a variety of case sizes with panel and DIN rail mounting options. With up to 8 digits of resolution, over 140 input options, digital, relay, and SSR output options, and analog, serial and Ethernet communication options, Texmate’s products will meet your needs. Typical applications include engine, power, bilge and related system monitoring and panel displays. Texmate’s digital meters are Made in the USA and our main product lines are UL Certified. http://www.texmate.com.

Titanium Cobra Solutions
Titanium Cobra Solutions was commissioned in 2010 and has consistently delivered quality project management services, IT systems engineering solutions, and customized training programs. Our team of Military Service Veterans provide leading-edge cyber security, cloud computing management, and data migration engineering services, leveraging industry best practices to develop custom solutions. Our team of C5ISR System Engineers are also industry recognized experts in network hardening solutions, testing and detecting network vulnerabilities, and achieving compliance within Risk Management Frameworks constraints. Our agile philosophy enhances our client’s ability to scale operations, while reducing total ownership costs for the systems necessary to complete their mission.

Unanet
1,000+ project-driven organizations trust Unanet’s “Single Source of Truth” Cloud ERP software to optimize performance through budgeting & planning, resource scheduling, pipeline management, time & expense tracking, billing & revenue recognition, real-time project management reporting & dashboards, and integrated accounting/financials, thus eliminating disparate systems and Excel spreadsheets.

Virtual Computing Technology (VCT)
Virtual Computing Technology (VCT) is an 8(a), Woman Owned Small Business and a solution provider of innovative IT solutions, technology management, staffing and engineering services. We pride ourselves in delivering superior results to both commercial and government entities. We combine deep industry expertise and a partnership with leading manufacturers to deliver our solutions that are customer focused and cost-conscious. Our goals are to help our customers reduce cost, improve performance, and maintain schedule while implementing best-in-breed technologies.