

PRESENTERS

Brian Duddy, Lieutenant Colonel, USAF (Ret.)

Brian Duddy is a senior program manager at the Center for Integrated Manufacturing Studies at Rochester Institute of Technology. He manages Department of Defense and Department of Transportation research and engineering programs. He retired from the US Air Force after 24 years, primarily in the acquisition management career field.

Jean Kase, PTAC Director

Jean Kase is an economic development expert. She devised PTAC's business and marketing plan to help businesses increase revenues and diversify their customer base by selling to the government and military. Her efforts have led to increased access to contracting officers and prime contractors for small businesses.

CIMS Center for Integrated Manufacturing Studies

ROCHESTER INSTITUTE OF TECHNOLOGY

CIMS represents a dynamic collaboration of in-house technical experts, as well as academic, industry and government resources. Located on the campus of Rochester Institute of Technology, our unique, world-class facility houses research centers, industrial programs, and an all-encompassing training program.

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Helping Business
Sell to the
Government &
Military

Workshop

Manufacturers Guide to Doing Business with the Department of Defense

November 17, 2009

8:30 AM—4 PM

The Scandling Center

Hobart and William Smith Colleges

Geneva, New York

Workshop : Manufacturers Guide to Doing Business with the Department of Defense

This workshop is sharply focused on how manufacturers can get a handle on selling to the Department of Defense.

Attendees will leave with information directing them to actionable items.

Date

Tuesday, November 17, 2009

Time

8:30 AM—Registration

9 AM — 4 PM Workshops

Where

The Scandling Center

Hobart and William Smith Colleges

Geneva, NY 14456

Campus Contact: Erica Connor 315-781-3103

Cost:

No fee to attend.

Lunch and refreshments provided..

Free Parking:

Adjacent to Scandling Center

For driving directions & map go to: www.hws.edu

NOTE: Wi-Fi access available.

All registrants are welcome to bring a laptop.

Agenda

Manufacturers Guide to Doing Business with the Department of Defense

8:30 AM

Registration

9 AM to 12 PM

The Basics of DOD Contracting

Who buys what in the DOD.

- Pre-requisites to defense contracting
- Doing basic research on opportunities
- Who buys what in the DOD; services, commands and agencies
- Acquisition process and life cycle
- Where companies can “break into” the business
- How the DOD finds businesses
- Getting your name out there – trade shows, websites, etc.

12 PM to 1 PM - Lunch

1 PM to 4 PM

Deconstructing the DOD Contracting Process

Everything manufacturers need to know.

- Marketing to the DOD
- Points of contact in the DOD acquisition
- Types of contracts
- Contract structure
- The RFP and Source Selection Process
- Acquisition timelines
- Drawings, specs and standards

REGISTRATION

Online Registration

Go to: www.RochesterPTAC.com

A Manufacturer’s Guide Workshop

November 17, 2009

You must register if you plan on attending.

PTAC Contact

Anna Vulaj

Business Development Manager

585-753-2017

avulaj@monroecounty.gov

PTAC

Procurement Technical Assistance Center

50 W. Main Street, Suite 8100

Rochester, NY 14614

Helping Businesses Sell to the Government & Military

www.rochesterptac.com

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