

Opportunities at the 2013 Conference to learn how to grow small businesses!

Conference attendees learned from over **200 training sessions** that were divided in three tracks specifically tailored to all stages of business growth:

Track 1: Becoming Procurement Ready

Gained insight on how to establish, position, and grow your business!

Track 2: How to Do Business with the Federal Government

Learned from government agencies on how to enhance your business capabilities!

Track 3: How to Do Business with Commercial Customers

Learned from the commercial market on how to enhance your business capabilities!

2013 Conference Training Sessions

Track 1: Becoming Procurement Ready

- Accounting System Requirements, Cost Analysis, and Price Analysis
- Benefits of Hiring Vets
- Branding Your Business
- Budgeting
- Business Resiliency Training for Women
- Certifications: Are They Worth It to Your Small Business MBE, DBE
- Contemporary Issues in Human Resource Management: Performance Management
- Energy Business Topic Session
- Engage Your HR Team in Business Development Early to Increase Wins
- Federal Contracting 101
- Finding a Business Mentor
- Five Keys to Having a Successful Pre-Award Accounting System Review
- Food for the Journey
- Free Resources for the New Business
- Get In and Get Out: How to Bring Value to Your Client Meetings
- Healthcare Business Topic
- Homeless Vet Opportunities
- How to Ensure a Team Approach: Large Businesses and Small Businesses
- How to Hire Veterans: Win, Win, BIG Win
- How to Make Your Website Prospect (or Government) Friendly

- How to Navigate the Request for Proposal Process
- Introduction to PTAC
- Is The Federal Market Right for My Business?
- IT Cloud Application/Computing
- Joint Venturing 101
- Keys to an Effective Debriefing
- Mining and Marketing (or Business Development) – The Perfect Couple
- Money, Money where is the Money for Veteran Owned Businesses?
- Networking For Your Small Business
- New Business Owner Resource Panel: Building Your Team
- SBA Resources
- Staffing Your Business
- Staffing Your Company or Project with Qualified Veterans
- Starting Your Small Business
- Steps to Improving Your Federal Revenue Capture Program
- Strategic Sourcing
- Taking Charge of your Freight: Tips for Managing Freight/Shipping Costs for the Small Business
- Tax Preparation for Small Business
- Technology Needs of Small Business
- The Basics of Government Contracting
- The Top 11 FAR Provisions You Need to Know
- U.S. Small Business Administration Surety Bond Guarantee Program for Small Businesses
- What's in a Name – Marketing 101
- WOSB Training
- You Can Add New Markets and Clients to Your Business: EXPORT!

Track 2: How to Do Business with the Federal Government

- A Strategic Approach to Government Contracting
- An Open Dialogue with GSA's Administrators Veterans Small Business Advisory Council
- Business Development, Proposals, Capture and Support: Succeeding in the Federal Market
- Completing and Leveraging the Federal Contractor Certification (FCC) Program
- Comprehensive Joint Venture Agreements
- Doing Business with Defense Logistics Agency
- Doing Business with Department of Energy 101
- Doing Business with the Department of Labor
- Doing Business with the State of Missouri

- Doing Business with the U.S. Transportation Command
- Doing Business with the U.S. Agency for International Development
- Doing Business with VA
- Getting the Most out of your Mentor-Protégé Relationship: A Mentor’s Perspective
- Government Push to Export: Opportunities and Concerns for Small Business
- Growing Your Business in The Federal Space: Challenges, Opportunities, and Success
- GSA Schedules – The “Mind-Set” (Why, How, and When)
- How to Do Business with Loan Guaranty Service
- How to Do Business with Fannie Mae
- How to Do Business with the Department of Health and Human Services
- How to Do Business with the Army
- How to Locate Contracting Opportunities with the GSA FAS National Capital Region
- Introduction to Strategic Acquisition Center and Strategic Acquisition within the VA
- Judges Panel
- Legal Perspective: Veterans, HUBZone and 8(a)
- Mentor-Protégé Agreements Aren’t All the Same and Are They For Me?
- National Aeronautics and Space Administration
- Partnering with 8(a) Tribal Entities to Capture More Federal Business
- Partnering with Tribes, Alaska Native Corporations and Native Hawaiian Organizations
- SBA Teaming Pilot Program – Small Business Teams Going After Large Federal Contracts
- Small Business Administration Office of Veterans Business Development
- State Programs to Support Veteran-Owned Small Business (New Mexico)
- State Programs to Support Veteran-Owned Small Business (Texas)
- The Veteran Owned and Controlled Small Business: How to Avoid Verification Pitfalls
- U.S. Army Contracting Command
- U.S. Army Corps of Engineers
- U.S. Agency for International Development Mentor Protégé Program
- VA Verification
- Want Money – Write to Win Money – Winning Government Proposals

Track 3: How to Do Business with Commercial Customers

- 7 Delta
- Adams Communication and Engineering Technology
- Bid Protests: Seven Things Every Contractor Should Know
- Building Strong Corporate Relationships: Winning Relationships and Influencing Business Contracts
- By Light Professional IT Services

- CSSS.NET
- Doing business with Drug Wholesalers
- Doing Your Homework – Publically Available Resources for Intel Gathering Beyond FedBiz Opp
- Environmental Consulting
- General Dynamics Information Technology
- Getting the Most out of your Mentor-Protégé Relationship: A Protégé’s Perspective
- Global Supply Chain Management
- GMG Management
- IBM US Federal and Public Sector
- Information Innovators, Inc.
- Knight Solutions Construction
- Lockheed Martin Opens New Doors and Opportunities to Veteran Businesses
- Navigating the Regulatory Waters in a Hostile Environment
- Nestle
- Opportunities for Veterans in Healthcare Technology
- Panel: How to Do Business with Big Pharma
- Science Applications International Corporation
- Small Business Legislative and Regulatory Update
- Small Business Tax Puzzle – You Pay More When Pieces Don’t Fit
- Standard Communications
- Supplier Diversity in Corporate and Government Settings: How to Team
- Systems Research and Applications Corporations
- Technical and Project Engineering, LLC
- Unisys
- Using Prime Contractors to Enhance Your SBIR Proposals
- Veterans Getting in Front of Big Pharma: Secrets to a Winning First Impression
- Veterans Opportunities in Franchising