

USD E'11

12th Annual Small Business Conference & Expo
Kansas City Convention Center

Kansas City, Missouri

May 10-12, 2011

POWERGENERATION FOR SMALL BUSINESS



With the U.S. Environmental Protection Agency, as a special partner, in support of the White House Small Business Procurement Group Initiative

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WELCOME FROM THE SECRETARY OF ENERGY



The Secretary of Energy
Washington, DC 20585

May 10, 2011



Greetings:

I am pleased to welcome you to the 12th Annual U.S. Department of Energy (DOE) Small Business Conference and Expo. As members of the small business community, no one knows better than you that small businesses are driving research, innovation, and job growth for our Nation. DOE is committed to investing in small businesses, just as small businesses have invested into our economy.

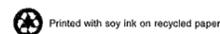
DOE is the largest civilian contracting agency within the Federal Government. Over the past nine years we have nearly doubled prime and subcontract achievement at the Department. Since I became Secretary of Energy, I have directed offices to look for small business opportunities in all of their acquisitions to make sure we are maximizing opportunities for small businesses to work with DOE.

Our 12th Annual DOE Small Business Conference and Expo presents valuable information to help small businesses across the country capitalize on contracting and subcontracting opportunities within the Department. While you are in Kansas City, you will have the opportunity to meet with numerous DOE officials, prime contractors, and small business program managers who want to identify small businesses for future opportunities.

I hope that this conference will leave you with a greater understanding of the importance DOE places on small businesses and provide you with opportunities to showcase your businesses to the Department. Thank you again for your participation.

Sincerely,

Steven Chu



WELCOME FROM THE ADMINISTRATOR OF EPA



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

APR 5 2011

Greetings:

In the spirit of strengthening partnerships with small businesses and expanding our networks, the U.S. Environmental Protection Agency welcomes you to the 12th annual U.S. Department of Energy Small Business Conference and Expo.

Small businesses improve the lives of countless Americans across our nation, make up more than 99 percent of all U.S. firms and employ half of all private-sector workers. Contributing significantly to our nation's economy, small businesses generated nearly two-thirds of America's new jobs during the past 17 years and brought exciting, innovative products and services to the marketplace.

The EPA has demonstrated a strong commitment to using small businesses' innovations to fulfill our agency's mission to protect human health and the environment. Indeed, small businesses play a critical role in enabling us to meet and exceed important public-health-protection standards. We are honored to have been recognized by the U.S. Small Business Administration as one of the premier federal agencies for small-business contracting.

The EPA is proud to partner with the Department of Energy and pleased that you have chosen to participate in what promises to be an exciting and informative event. It is my hope that you will take full advantage of this unique opportunity to network and to explore partnership opportunities.

Enjoy your visit to Kansas City, and please accept my very best wishes for a meaningful and productive conference.

Sincerely,

Lisa P. Jackson

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WELCOME FROM THE DIRECTOR, OFFICE OF ECONOMIC IMPACT AND DIVERSITY



Department of Energy

Washington, DC 20585



May 10, 2011

Dear Conference Participants:

As Acting Director of the U.S. Department of Energy's (DOE) Office of Economic Impact and Diversity, I am proud to welcome you to The 12th Annual DOE Small Business Conference & Expo. We had a busy year in the Office of Small and Disadvantaged Business Utilization (OSDBU) and we are excited to connect with you in person over the next three days to continue to enhance opportunities for small businesses.

From small beginnings twelve years ago, our conference has grown to include over 1,500 registrants, including small business owners, small business program managers, government officials, and large businesses. Here in Kansas City, you'll have the opportunity to interact face-to-face with a diverse group of people invested in opening doors to small businesses. If you're a buyer, put a face to a name of the small business you've heard so much about. As supplier, interact directly with buyers to learn about current and upcoming opportunities.

We work hard to plan this conference every year to present information to help small businesses across the country capitalize on contracting and subcontracting opportunities with the Department. While you are here, we encourage you to network with other conference participants, attend informational and business matchmaking sessions, and visit the Exhibit Hall to take advantage of the opportunities this conference will give you and your business.

We invite you to visit our website, <http://smallbusiness.energy.gov>, where you can find information on all of our programs, and gain a greater understanding of how to do business with the Department. My staff and I hope you will take full advantage of this opportunity to showcase your competencies and network with DOE representatives, other federal officials, large businesses, and small business owners. Working together, collaborating, and creating partnerships are critical to maximizing small business opportunities. On behalf of the OSDBU and the Office of Economic Impact and Diversity, thank you for your participation and best wishes for your success at the conference.

Sincerely,

William J. Valdez
Acting Director
Office of Economic Impact and Diversity

WELCOME FROM THE GOVERNOR OF MISSOURI



GOVERNOR OF MISSOURI

JEFFERSON CITY
65102

P.O. Box 790
65703-7901-6222

JEREMIAH W. (JAY) NIXON
GOVERNOR

March 2, 2011

Greetings:

It is my honor to welcome you to the U.S. Department of Energy's 12th Annual Small Business Conference and Expo. I extend my sincere congratulations on another successful year.

I appreciate your dedicated efforts to provide the information needed to navigate the federal acquisition process, from both the government perspective and the private sector side. Your leadership and commitment are commendable.

Again, congratulations and best wishes for an enjoyable conference.

Sincerely,

Jeremiah W. (Jay) Nixon
Governor

www.governor.mo.gov

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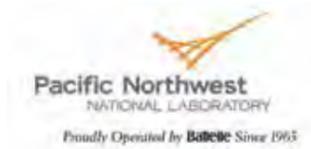
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MAKING THE MOST OUT OF THE CONFERENCE AND EXPO

HOW TO ATTEND

The next few days provide an opportunity for you as representatives from small businesses, government agencies, prime contractors, research/educational institutions, and large companies to obtain information, network, and start dialogues regarding upcoming procurement opportunities. Here are some ideas to help you make the most of your attendance at this conference:

1. **Make a plan.** What do you want to learn? Who do you want to meet? What do you want to happen after the conference? Review the conference agenda and establish your conference objectives, such as:
 - Learn where to look for contracting opportunities, how to register in Federal databases, and where to go for assistance.
 - Meet with specific government agencies, prime contractors, and/or others listed in the program.
2. **Establish goals.**
 - Review the conference agenda and attendee list and identify people/organizations with whom you want to make contact.
 - Visit the exhibits and learn about upcoming opportunities.
 - Attend specific informational briefings, panels, and workshops of interest.
3. **Use face time effectively.** Prepare your thirty second elevator pitch. When you meet with prospective partners, present your unique selling proposition, describe your specific product or service, and communicate what you offer for your target customer(s) to meet their needs. Exchange business cards and follow up with them post-conference.
4. **Listen.** Are you speaking with people at the decision making level? Who else in the organization influences buying decisions? What could you provide to them that would help you get an audience? Keep in mind that many Federal attendees are high-level executives and are probably not the decision maker for your first sale.
5. **Commit to the conference.** Focus 100% on making contact with prospective customers. Obtain information, learn how you can be of help to any potential buyers, and arrange for follow up in the months post-conference.
6. **Network, network, network.** Be present, be seen, be available. Let it happen, do not force the interaction. Use the matchmaking sessions on the last day of the conference to make essential connections. If you cannot get a matchmaking appointment, get contact information and follow up after the event.
7. **Follow up.** Build momentum post-conference by following up with people you met and/or wanted to meet at the conference.

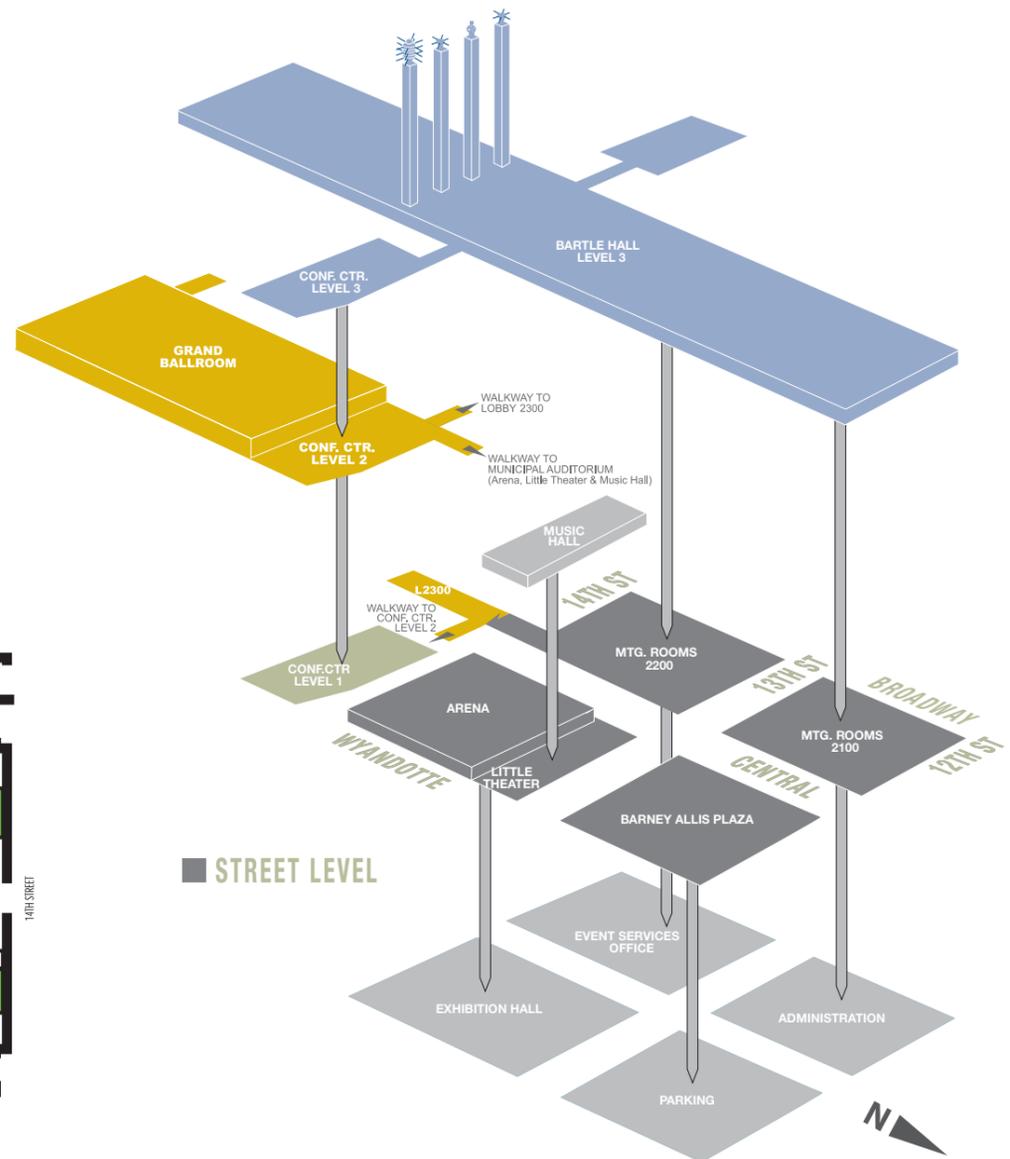
HOW TO EXHIBIT

Exhibiting at a trade show can be an effective way of meeting prospective customers on their terms and familiarizing them with your offerings. An effective exhibit can yield business leads for a significant length of time following the conference. Consider these tips to help you make the most of contacts made during a trade show:

1. **Present yourself and your business in the best possible way.** Be prepared. Come early. Plan in advance. Your business will be judged by the appearance and the attitude of your exhibit staff. Dress appropriately. Do not eat or drink at your booth. Be prepared with a rehearsed, practiced, and polished sales presentation. Say or do something that will stay in the prospective buyers' mind in a positive way.
2. **Be active.** Don't wait for an attendee to walk up to you. Stand next to or in front of your display, take the initiative, say hello. Smile. Introduce yourself. Talk about your company. Always appear interested and ready to assist your potential customer. Be gregarious and outgoing. Talk to everyone: the vendor next to you might be a partnering opportunity or the soft-spoken attendee at the back of the crowd might be a CEO.
3. **Follow the speed-dating concept.** Make as many contacts as possible, and do not spend too much time with any one person unless you sense a major opportunity. If necessary, get a prospect's contact information and call after the show with complete details about your product or service.
4. **Let your display work for you.** The prospect will only take seconds to get an impression of your booth and expects to know what your product or service is. Keep your booth neat and clean. Do not push any brochures, they might end up in the trash. Do not stack your brochures: if there are fewer, the perceived value is higher.
5. **Have an effective promotion piece.** Giveaways are a great icebreaker. Bring something the prospective partner can take home, and offer them to attendees. Your promotion piece will go into a bag with many others, so it is important that it stands out.
6. **Qualify the prospect.** Do some pre-marketing. Take a moment to find out if a prospect has a need for your product or service. If not, you have saved yourself time and money. If so, the prospect will appreciate the attention and you will know that you have a potential sale. Ask open questions like "What do you do for the agency?" Be polite, even if the prospect is not the CEO.
7. **Be patient.** Do not expect to walk out of the show with a handful of orders. Many attendees are gathering information to review later. You need at least six months to accurately gauge the success of a show.
8. **Follow-up.** Plan ahead to follow up with valuable leads post-conference. Do not wait months to call/email the visitors to your booth; you risk losing those prospects to competitors.
9. **Don't pack up early.** The last hour of the show, when the crowds have dissipated, can be your best opportunity to close leads. Do not begin packing up until the last attendee has left the show or the expo is officially closed. Preset appointments before, during or after the show with old customers and/or new prospects.

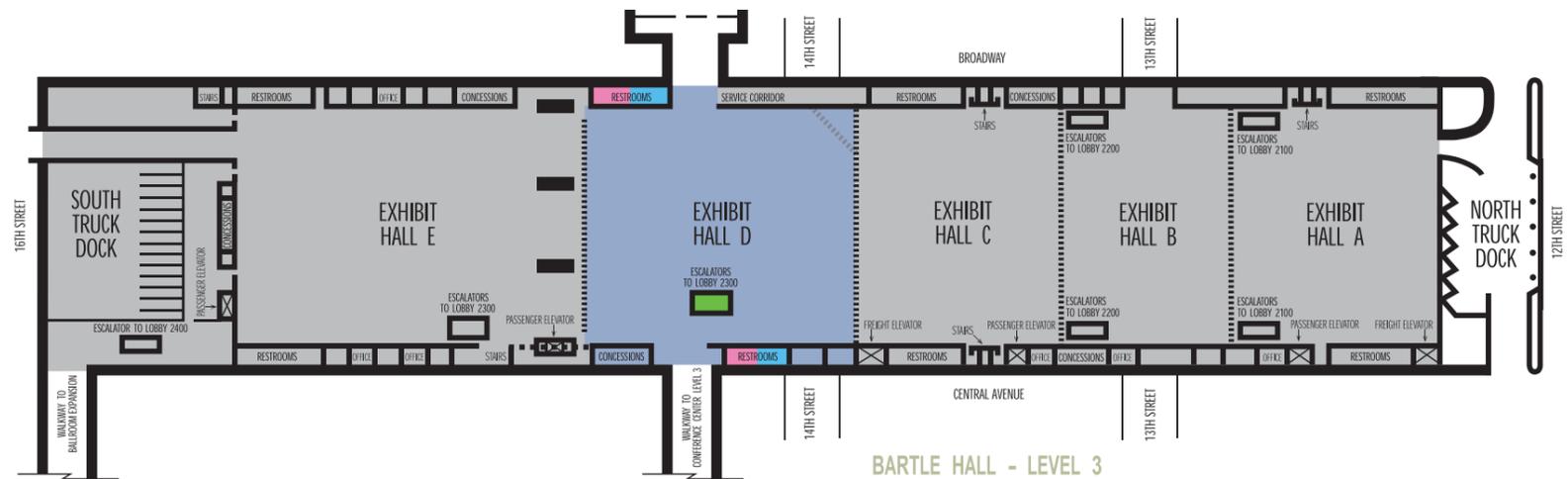
CONFERENCE PROGRAM

CONVENTION CENTER MAP



Building Legend

- Women's Restroom
- Men's Restroom
- Escalator
- Elevator
- Stairs



AGENDA AT A GLANCE

Monday, May 9

12:00pm - 6:00pm	Registration Open	Lobby 2300
12:00pm - 6:00pm	Exhibitor Move-In	Exhibit Hall D

Tuesday, May 10

7:30am - 6:00pm	Registration Open	Lobby 2300
7:30am - 8:30am	Continental Breakfast	Lobby 2500 B
7:30am - 1:00pm	Exhibitor Move-In	Exhibit Hall D
8:30am - 9:30am	Welcome Remarks	Grand Ballroom
9:30am - 10:00am	Break	
10:00am - 11:45am	Keynote: Devora Zack	Grand Ballroom
12:00pm - 1:30pm	FY 2010 Secretarial Small Business Awards Luncheon	Great Hall
2:00pm - 7:00pm	Exhibit Hall Open	Exhibit Hall D
2:00pm - 3:15pm	Breakouts A1: How to Do Business with DOE 101 A2: Green Initiatives and Contracting A3: Teaming/Subcontracting: Essential to Small Business Success	Room 2505 Room 2502 Room 2504
3:15pm - 3:30pm	Break	
3:30pm - 4:45pm	Breakouts B1: Startup America: A White House Small Business Initiative to Promote Entrepreneurship and Innovation B2: Navigating the FMC Contracting Waters B3: Powering Up the Women's Procurement Program B4: Strategic Sourcing: New Challenges, New Opportunities	Room 2502 Room 2504 Room 2505 Room 2503
5:00pm - 7:00pm	Welcome Reception	Exhibit Hall D

Wednesday, May 11

7:30am - 5:00pm	Registration Open	Lobby 2300
7:30am - 8:30am	Continental Breakfast	Lobby 2500 B
8:30am - 10:15am	Welcome Remarks/Keynote: John Moore	Grand Ballroom

10:15am - 10:30am	Break	
10:30am - 5:00pm	Exhibit Hall Open	Exhibit Hall D
10:30am - 11:45am	Breakouts C1: Navigating the FMC Contracting Waters: How to Find and Capitalize on Procurement Opportunities C2: Legal Landmines for Small Contractors C3: Successful Marketing Tactics For Government Contracts	Room 2504 Room 2505 Room 2502
12:00pm - 1:30pm	Lunch on Own	
1:30pm - 2:45pm	Breakouts D1: Teaming/Subcontracting: Essential to Small Business Success D2: Proposal Writing: The Dos and Don'ts D3: How to Do Business with DOE 101 D4: Getting the Green \$: Doing Business with EPA and Greening Your Small Business	Room 2504 Room 2502 Room 2505 Room 2503
2:45pm - 3:00pm	Break	Exhibit Hall D
3:00pm - 4:15pm	Breakouts E1: Small Business Resources in Your Community E2: Generating Success: DOE's Mentor-Protégé Program	Room 2502 Room 2505
3:00pm - 5:00pm	E3: Minority Serving Institutions (MSIs): Bridging the Gap Between Federal Agencies and MSIs	Room 2504
5:00pm - 8:00pm	Expo Move-Out	Exhibit Hall D

Thursday, May 12

8:00am - 2:00pm	Registration Open	Lobby 2300
8:00am - 9:00am	Continental Breakfast	Lobby 2500 B
9:00am - 12:00pm	Matchmaking Sessions	Grand Ballroom
12:00pm - 1:30pm	Lunch on Own	
1:30pm - 4:30pm	Matchmaking Sessions	Grand Ballroom

Friday, May 13

All Day	SBPM Meeting Internal DOE Event - for Small Business Program Managers only	
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CONFERENCE AGENDA

Monday, May 9

12:00pm – 6:00pm

Registration Open - Lobby 2300

12:00pm – 6:00pm

Exhibitor Move-In - Exhibit Hall D

Tuesday, May 10

7:30am – 6:00pm

Registration Open - Lobby 2300

7:30am – 8:30am

Continental Breakfast - Lobby 2500 B

7:30am – 1:00pm

Exhibitor Move-In - Exhibit Hall D

8:30am – 9:30am

Welcome Remarks/Opening Ceremonies - Grand Ballroom

Color Guard:

Lincoln College Preparatory Academy, JROTC, Tiger Battalion

National Anthem Vocalist:

Bryan Pinkall, Tenor

The University of Missouri – Kansas City, Conservatory of Music and Dance

Welcome Remarks:

Bill Valdez, Acting Director, Office of Economic Impact & Diversity and Acting Director of Office of Small & Disadvantaged Business Utilization, U.S. Department of Energy

Thomas D’Agostino, Under Secretary for Nuclear Security and Administrator, National Nuclear Security Administration, U.S. Department of Energy

Mark Holecek, Site Manager, NNSA/Kansas City Site Office, Field Host for 12th Annual Small Business Conference

9:30am – 10:00am

Break

10:00am – 11:45am

Keynote - Grand Ballroom

Devora Zack is author of the award-winning Networking for People Who Hate Networking and president of Only Connect Consulting, Inc.

12:00pm – 1:30pm

FY 2010 Secretarial Small Business Awards Luncheon - Great Hall

2:00pm – 3:15pm

Breakouts

A1. How to Do Business with DOE 101 - Room 2505

Speakers: **Nick Demer**, Senior Procurement Analyst, Office of Small and Disadvantaged Business Utilization, U.S. Department of Energy

Gary Lyttek, Business Source Manager, Office of Acquisition and Supply Management, National Nuclear Security Administration, U.S. Department of Energy

Description: This two-phase concurrent session is to help small businesses market their services more effectively with the Department of Energy (DOE). Nick Demer will discuss the evolution of DOE, describe its missions, organizational structure, M&O business model, what commodities are purchased, rules of engagement, how to get a contract, tools available to help small businesses find opportunities, and obstacles that could be encountered along the way, in particular “Q” Clearances. During the second phase, Gary Lyttek will discuss how to participate in business opportunities specific from the NNSA, and Offices of

Environmental Management, and other mission-oriented program elements.

A2. Green Initiatives and Contracting - Room 2502

Speakers: **Bill Stuby**, Center Director of University of Missouri-Columbia Procurement Technical Assistance Center

Marie Steinwachs, Director, Missouri Environmental Assistance Center, University of Missouri Extension

Gary Walker, Co-Owner, Magic Touch Cleaning, Inc.

Description: New opportunities exist for “green” business growth under Executive Order 13514 that requires all Federal agencies to purchase more recycled content, energy efficient, renewable, bio-based and environmentally preferable products and services. Among these, the GSA’s new “Go Green Initiatives” gives preference to green products and services. Contractors that can demonstrate low greenhouse gas emissions may get set-aside contracts in the same way that small and disadvantaged businesses are today. Find out what agencies are buying green, who is benefiting, how a small business measures their carbon footprint, and where to go for help on greening business operations and selling green.

A3. Teaming/Subcontracting: Essential to Small Business Success - Room 2504

Speakers: **Brent Clark**, Vice President, Performance Results Corporation

Tiki Dixon, Vice President, Tetra Tech, Inc., Oak Ridge Operations

Misty Mayes, President, Management Solutions, LLC

Cassandra Stuart, Socioeconomic Programs Officer, Oak Ridge National Laboratory, University of Tennessee-Battelle

Description: Looking for the competitive advantage? Learn first-hand how to engage in successful teaming agreements in subcontracting with the Federal government and prime contractors. Move beyond the horror stories, where promises never fulfilled resulted in animosity and loss of anticipated income. Get definitive, useful information on successful teaming from companies that have teamed together on projects, as well as how negative teaming experiences were turned into valuable lessons learned. Participants will come away armed with relevant, real-world advice and guidance you can use to propel your business to further success in the Federal subcontracting arena.

2:00pm – 7:00pm

Exhibit Hall Open - Exhibit Hall D

3:15pm – 3:30pm

Break

3:30pm – 4:45pm

Breakouts

B1. Startup America: A White House Small Business Initiative to Promote Entrepreneurship and Innovation - Room 2502

Speaker: **Lesa Mitchell**, Vice President, Kauffman Foundation

Description: Ever wondered about opportunities or barriers to scaling your energy company in the United States? This breakout will help you understand barriers you need to overcome, as well as resources you can utilize to scale your firm. Lesa Mitchell will describe the Obama Administration’s Startup America Initiative and the Startup America

Partnership and explain how these important new programs are designed to marshal public sector resources and reduce regulatory barriers for high growth firms (companies with 50% growth over 2 years).

B2. Navigating the FMC Contracting Waters: How to Find and Capitalize on Procurement Opportunities - Room 2504

Speakers: **Don Devoti**, Small Business Program Manager, Sandia National Laboratories, U.S. Department of Energy

Stacey Francis, Small Business Program Manager, Idaho National Laboratory, U.S. Department of Energy

Dennis Roybal, Small Business Program Manager, Los Alamos National Laboratory, U.S. Department of Energy

Description: The contracting waters of Facility Management Contractors (FMC) may seem murky at best and downright muddy at times. During this session, small business program managers from three Department of Energy laboratories will highlight their labs' missions and how each lab works with small business to partner for mission success.

B3. Powering Up the Women's Procurement Program - Room 2505

Speakers: **Denise Farris**, Managing Member, Farris Law Firm, LLC

Ann Sullivan, President, Madison Services Group, Inc.

Description: February 4, 2011 marked the beginning of the long-awaited Women-Owned Small Business (WOSB) Federal Contract Program, allowing Federal contract set-asides for women owned small businesses. The first of these set-asides are being released now – find out how to position your company to take advantage of these opportunities.

B4. Strategic Sourcing: New Challenges, New Opportunities - Room 2503

Speakers: **Bill Marks**, Commodity Manager, National Nuclear Security Administration's Kansas City Plant, operated by Honeywell Federal Manufacturing and Technologies, LLC

Gary Lyttek, Business Source Manager, Office of Acquisition and Supply Management, National Nuclear Security Administration, U.S. Department of Energy

Description: Strategic sourcing is an institutional procurement process that strives to continuously improve and re-evaluate the purchasing activities of an organization. Federal organizations are tasked to (1) enact government-wide acquisition policies and regulations to promote "economy, efficiency, and effectiveness" in their procurement activities and (2) promote achievement of goals for participation by small businesses. Can the two goals work together? This workshop will highlight the Department's efforts through subcontracting to promote strategic sourcing while opening new opportunities for small businesses. In addition, small businesses will be challenged to explore partnerships to provide regional or national solutions for Departmental requirements.

5:00pm – 7:00pm

Welcome Reception in the Exhibit Hall - Exhibit Hall D

Wednesday, May 11

7:30am – 5:00pm

Registration Open - Lobby 2300

7:30am – 8:30am

8:30am – 10:15am

10:15am – 10:30am

10:30am – 5:00pm

10:30am – 11:45am

Continental Breakfast - Lobby 2500 B

Welcome Remarks/Keynote - Grand Ballroom

Welcome Remarks: **Lisa P. Jackson**, Administrator, U.S. Environmental Protection Agency (*Invited*)

Robin Stubenhofer, Vice President, Honeywell Federal Manufacturing & Technologies, Field Host for 12th Annual Small Business Conference

Keynote: **John Moore** is a true marketing expert. Intimately involved with Starbucks' epic growth to a global iconic brand, Moore has helped transform the way businesses look at marketing and branding.

Break

Exhibit Hall Open - Exhibit Hall D

Breakouts

C1. Navigating the FMC Contracting Waters: How to Find and Capitalize on Procurement Opportunities - Room 2504

Speakers: **Don Devoti**, Small Business Program Manager, Sandia National Laboratories, U.S. Department of Energy

Stacey Francis, Small Business Program Manager, Idaho National Laboratory, U.S. Department of Energy

Dennis Roybal, Small Business Program Manager, Los Alamos National Laboratory, U.S. Department of Energy

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C2. Legal Landmines for Small Contractors - Room 2505

Speakers: **Mark Thomas, Esq.**, Managing Counsel, Reid Law PC

Description: Using anecdotal case studies, keen insight, and candid humor, Federal contracts lawyer and retired USAF officer "Hawk" Thomas will address legal issues that frequently keep small businesses from becoming exemplary Federal contractors. Topics include ownership and control rules; teaming and affiliation; bonding assistance; labor standards; limits on subcontracting; cost accounting and audits; ethics compliance; fraud and false claims; dispute resolution, and recent SBA/VA rule changes. This no-nonsense, high-energy short course on doing things right and avoiding self-inflicted wounds will arm attendees with the information needed to recognize key boundaries and distinguish themselves in the competitive Federal marketplace.

C3. Successful Marketing Tactics For Government Contracts - Room 2502

Speakers: **Beth Goldstein**, President, Marketing Edge Consulting Group

Gloria Berthold Larkin, President, TargetGov at Marketing Outsource Associates, Inc.

Description: Need help with critical sales and marketing tactics that capture the attention of government agencies? This session will teach small business owners how to create a powerful message and brand identity that is carried through all sales and marketing materials from the web to direct mail to one-on-one communication. Discover how to

12:00pm – 1:30pm

1:30pm – 2:45pm

effectively target government agencies by avoiding the most common mistakes and learn how marketing to government entities differs from private sector companies. Plus, this session will discuss how to proactively take advantage of sales opportunities without waiting for an RFP to be issued.

Lunch on Own

Breakouts

D1. Teaming/Subcontracting: Essential to Small Business Success - Room 2504

Speakers: **Brent Clark**, Vice President, Performance Results Corporation
Tiki Dixon, Vice President, Tetra Tech, Inc., Oak Ridge Operations

Misty Mayes, President, Management Solutions, LLC

Cassandra Stuart, Socioeconomic Programs Officer, Oak Ridge National Laboratory, University of Tennessee-Battelle

Description: Looking for the competitive advantage? Learn first-hand how to engage in successful teaming agreements in subcontracting with the Federal government and prime contractors. Move beyond the horror stories, where promises never fulfilled resulted in animosity and loss of anticipated income. Get definitive, useful information on successful teaming from companies that have teamed together on projects, as well as how negative teaming experiences were turned into valuable lessons learned. Participants will come away armed with relevant, real-world advice and guidance you can use to propel your business to further success in the federal subcontracting arena.

D2. Proposal Writing: The Dos and Don'ts - Room 2502

Speaker: **Charles Sills**, Principal & Executive Vice-President, Government Affairs/Operations, Trillacorpe Construction

Description: This session will cover a broad range of effective, winning proposal preparation strategies that Small Businesses/Diversity Suppliers can follow, utilize and employ in response to Federal RFP's, including: Accurate interpretation of Government solicitations, market surveys, notices and RFI's; presentation of bid team partnerships and Prime Contractor-Tier 1 Subcontractor organization with respect to Scope-of-Work and project delivery schedule; utilization of Federal Agency Mentor-Protégé Agreements as pre-qualification for Small Business-big business bid team partnerships; project history and past performance documentation; technical narrative evaluation; competitive pricing; bonding requirements; Contract Officer contact protocols; pre-proposal conferences and site visits/walk-thrus; and Sources Sought strategies.

D3. How to Do Business with DOE 101 - Room 2505

Speakers: **Nick Demer**, Senior Procurement Analyst, Office of Small and Disadvantaged Business Utilization, U.S. Department of Energy

Gary Lyttek, Business Source Manager, Office of Acquisition and Supply Management, National Nuclear Security Administration

Description: This two-phase concurrent session is to help small businesses market their services more effectively with the Department of Energy (DOE). Nick Demer will discuss the evolution of DOE, describe its missions, organizational structure, M&O business model, what

2:45pm – 3:00pm

3:00pm – 4:15pm

commodities are purchased, rules of engagement, how to get a contract, tools available to help small businesses find opportunities, and obstacles that could be encountered along the way, in particular "Q" Clearances. During the second phase, Gary Lyttek will discuss how to participate in business opportunities specific from the NNSA, and Offices of Environmental Management, and other mission oriented program elements.

D4. Getting the Green \$: Doing Business with EPA and Greening Your Small Business - Room 2503

Speaker: **Dr. Jeanette L. Brown**, Director, EPA Office of Small Business Programs, U.S. Environmental Protection Agency

Description: The Environmental Protection Agency's Office of Small Business Programs has one of the strongest small and disadvantaged business programs, recently receiving the highest SBA Scorecard rating in the Federal Government for FY 2009. Learn about how to "follow the money" and do business with EPA and about EPA procurement opportunities. Also, greening your small business can not only save money, time and resources, but greening can also increase productivity and marketability with consumers, especially the Federal government. During this session EPA's Small Business Office will also share valuable resources and advice for small businesses about new Federal green regulations and Executive Orders that are trickling down to small business, green purchasing and contracting requirements in the Federal government (and beyond), small business greening in relation to environmental compliance, and how to "green" your small business.

Break

Breakouts

E1. Small Business Resources in Your Community - Room 2502

Speakers: **Mark Allen**, Business Development Specialist, Missouri Small Business and Technology Development Center, Office of Research & Economic Development, University of Missouri-Kansas City

Kathy Devoe, Assistant District Director, Minority Enterprise Development, U.S. Small Business Administration

Donna Leonard, Procurement Director, Western Region PTAC, University of Missouri-Kansas City

Description: Do you know the small business resources in your community? Many small business owners are not aware that they have local Procurement Technical Assistance Centers (PTACs), Small Business Development Centers (SBDC), and Small Business Administration (SBA) offices in their backyard to assist them with their business needs. Join local PTAC, SBDC, and SBA representatives who will share tips and advice on where a small business can turn to for specific information. While this session details the range of services and trainings offered at these organizations, also expect information on the certification process, capability statements, NAICS Codes, CCR, and services such as FedConnect, FedBizOpps, and Sub-Net.

E2. Generating Success: DOE's Mentor-Protégé Program - Room 2505

Speakers: **Sharon Campbell**, Small Business Program Manager,

Savannah River Operations Office, U.S. Department of Energy

Nick Demer, Senior Procurement Analyst, Office of Small and Disadvantaged Business Utilization, U.S. Department of Energy

Michael Evans, President and CEO, GEM Technologies

Description: Discover the Ins and Outs of the DOE's Mentor-Protégé program. After a program overview from the Headquarters Department of Energy, Savannah River Solutions will provide an overview of its successful Mentor role. Small disadvantaged business owners will learn tips and tricks from a thriving protégé how to enter the program and manage the program. Prime contractors will discover how a successful program is managed and how to take their small business program to another level. A breakout session you do not want to miss – increase your capabilities and prepare for growth.

3:00pm – 5:00pm

Breakouts

E3. Minority Serving Institutions (MSIs): Bridging the Gap Between Federal Agencies and MSIs - Room 2504

Speakers: **Ron Blakely**, White House Initiative on HBCUs, U.S. Department of Education

Senora Coggs, Senior Policy Advisor, Office of Civil Rights/Office of the Secretary, U.S. Department of Commerce

Thomas Johnson, Jr., Acting Director, EM Recovery Act Program, Office of Environmental Management, U.S. Department of Energy

Dr. Anthony Junior, Director, Naval HBCU/MI Program Office, Office of Naval Research Education Program Manager

Tuwanda Smith, Esq., Program Manager, Office of Small Business and Civil Rights, U.S. Nuclear Regulatory Commission (NRC)

Description: This session will provide helpful information on how Federal Agencies and MSIs can work closely together to build successful partnerships through grant and contracting opportunities. In addition, face-to-face interactions with Federal Agencies and small businesses will provide MSIs with valuable tools and information to give their institutions a competitive edge.

5:00pm – 8:00pm

Expo Move-Out - Exhibit Hall D

Thursday, May 12

8:00am – 2:00pm

Registration Open - Lobby 2300

8:00am – 9:00am

Continental Breakfast - Lobby 2500 B

9:00am – 12:00pm

Matchmaking Sessions - Grand Ballroom

12:00pm – 1:30pm

Lunch on Own

1:30pm – 4:30pm

Matchmaking Sessions - Grand Ballroom

Friday, May 13

All day

SBPM Meeting

Internal DOE Event—for Small Business Program Managers only

THE UNITED STATES ENVIRONMENTAL PROTECTION AGENCY



SMALL BUSINESS – MAKING A DIFFERENCE



EPA administers about \$1.3 billion in contracts and more than \$4.5 billion in grants annually. Administrator Lisa P. Jackson and the U.S. Environmental Protection Agency (EPA) are committed to supporting the protection of human health and the environment by advocating and advancing the business, regulatory, and environmental compliance concerns of small and socio-economically disadvantaged businesses, and minority academic institutions. EPA has contracting opportunities for small businesses. The types of commodities and services generally acquired by EPA are: facilities support services, environmental consulting services, testing laboratories, engineering services, hazardous waste treatment and disposal, and other professional, scientific, and technical services. The Office of Small Business Programs serves as an advocate, counselor, trainer and liaison to the small business community. The services are administered through participation in outreach activities, including interagency-sponsored conferences, one-on-one counseling, and group training seminars. Our services are offered to all small and socioeconomic businesses. If you are interested in doing business with EPA, call us toll free at (866) 618-7870, or see our website at www.epa.gov/osbp.

SPEAKER BIOGRAPHIES



MARK ALLEN

Business Development Specialist

Missouri Small Business and Technology Development Center
Office of Research & Economic Development
University of Missouri-Kansas City

With nearly 30 years in the business world, Mark comes equipped to handle many different aspects related to our clients' business start-up and development needs. With a degree in finance and trained as a commodities trader, Mark began his career working in the futures business specializing in lumber and plywood. Ultimately, he built a single entity lumber trading operation into a multi-company, multi-faceted integrated building materials

supply organization with operations and employees in 11 states. After selling those businesses in the late 1990's, Mark went on to organize two non-profit youth mentoring organizations. Since early 2008, he has been one of Missouri's leading business counselors and has been assisting in building the UMKC-SBTDC organization into one of the nation's top SBA small business counseling centers.

RON BLAKELY

Associate Director

White House Initiative on Historically Black Colleges and Universities
U.S. Department of Education

Mr. Blakely currently serves as an Associate Director, White House Initiative on Historically Black Colleges and Universities. Mr. Blakely joined the White House Initiative staff in 2007. He worked primarily with Federal Agencies, HBCU Presidents and Sponsored Program Officials on procurement, contracting and program policy issues.

Prior to joining the WHI-HBCU, he served as the Army's Minority Institutions Program Manager for 10 years. Mr. Blakely developed HBCU/MI policy and program directives to increase Federal funds allocated to Historically Black Colleges and Universities, Hispanic Serving Institutions and Tribal Colleges and Universities.

Mr. Blakely previously served as a senior EEO Manager with the US Environmental Protection Agency's Office of Civil Rights. He has held EEO positions with the US Army Materiel Command, Alexandria, Virginia and the Headquarters, Ft. Monroe, Virginia. Mr. Blakely holds degrees from Tuskegee and Pepperdine Universities, along with a certificate in Contracting and Procurement from the University of Virginia. Mr. Blakely resides in Prince George's County, Maryland.



DR. JEANETTE L. BROWN

Director

Office of Small Business Programs (OSBP)
U.S. Environmental Protection Agency

Dr. Jeanette L. Brown serves as the Director of the Environmental Protection Agency's Office of Small Business Programs (OSBP). As Director, Dr. Brown carries out OSBP's mission to protect human health and the environment by advocating and advancing the business, regulatory and environmental compliance concerns of small and socio-economically disadvantaged businesses, and minority academic institutions.

Prior to her current position, Dr. Brown served as the Deputy Director of EPA's OSDBU, and Deputy Director of EPA's Office of Acquisition Management. Prior to her EPA experience, Dr. Brown served as the Director of the Office of Procurement and Grants Management, and the Director of the Division of Program Development for the Minority Small Business Capital Ownership Development Program (now the 8(a) Program) at the Small Business Administration.

Dr. Brown has more than 30 years of Federal experience including positions with the Navy Regional Contracting Center, the Navy Automatic Data Processing Selection Office, and the Joint Cruise Missile Project/NAV AIR. Dr. Brown holds a Doctorate of Public Service from the University of Maryland Eastern Shore, a Master of Divinity from the School of Theology, Virginia Union University, and a Bachelors of Science degree in Business Administration from Morgan State University.



SHARON M. CAMPBELL

Manager, Supplier Diversity

Savannah River Nuclear Solutions, LLC

Sharon Campbell is the Manager of the office of Supplier Diversity for Savannah River Nuclear Solutions, LLC (SRNS) in the Supply Chain Management Department. She is responsible for managing, planning, directing and monitoring the activities of the Supplier Diversity Program. Ms. Campbell also manages SRNS' Mentor/Protégé Program; a DOE/HQ initiative to assist energy related small businesses enhance their business and technical capabilities.

Her specific duties include managing an aggressive outreach program that includes participation with various local and state chambers of commerce, local, regional and national minority trade associations. Ms. Campbell identifies and implements strategies that assist SRNS in developing partnerships with small and small disadvantaged suppliers.

Ms. Campbell possesses 25 plus years of purchasing, supplier diversity, and supply chain management experience. She was recognized for her contributions to the industry with a Fellow designation in 2001. Ms. Campbell is a very active leader in her community and has served as a Loaned Executive with the United Way, and participated in Leadership Aiken County.



BRENT CLARK

Vice President

Performance Results Corporation

Mr. Brent Clark, Vice President of Performance Results Corporation (PRC), is a certified Project Management Professional (PMP), and holds a B.S. in Business Administration from West Virginia University (WVU). He possesses over 18 years experience in Earned Value analysis of program technical, financial, cost, and schedule performance and over 16 years experience in contract planning, budgeting, and execution.

From 1993 to 1998, Mr. Clark held a senior accounting position at WVU's National Research Center for Coal and Energy. In 1998, Mr. Clark served as Financial Analyst and member of the DOE Office of Environmental Management (EM) Business Team with EG&G.

In April 2000, Mr. Clark joined PRC as its first employee supporting the owners and played a vital role in company growth and contract awards. In 2006, he accepted a position as Project Controls Manager at the S.M. Stoller Corporation (Stoller), supporting the Department of Energy (DOE) Legacy Management Support Services Contract and was later promoted to Business Services Manager. In 2010, Mr. Clark accepted an offer to rejoin PRC as Vice President where he serves in an executive management capacity and is the officer charged with business development, corporate advancement, and continual growth.

SENORA COGGS

Senior Policy Advisor

Office of Civil Rights/Office of the Secretary
U.S. Department of Commerce

Ms. Senora Coggs is a Senior Policy Advisor, in the Policy and Evaluation Division, Office of Civil Rights, U.S. Department of Commerce, Washington, DC. Her portfolio includes the following program areas—American Indian Employment Program, Black Employment Program, Women's Employment Program, and Minority Serving Institutions Program.

Ms. Coggs has worked for several Federal agencies in the areas of Human Resources Management, Civil Rights and Equal Employment Opportunity.

She is Co-founder and Chair of the Minority Serving Institutions-Community of Partners Council (MSI-COPC (interagency council)), founder and coordinator of the Annual Minority Serving Institutions Technical Assistance/Capacity Building National Conference cosponsored by the U.S. Department of Commerce and other federal agencies. Ms. Coggs is a trail blazer and is recognized as a "first" achiever and originator for projects and programs she has been involved in or led. The expanse of her career includes public speaking, internet website development, and published articles in several periodicals.

Ms. Coggs has a Master's of Science in Administration from Trinity University, Washington, DC. Ms. Coggs' parents, grandparents, and great grandparent are graduates of Historically Black Colleges and Universities.



NICKOLAS (NICK) DEMER

Senior Procurement Analyst

Office of Small and Disadvantaged Business Utilization
U.S. Department of Energy

Nickolas (Nick) Demer, a native Washingtonian, has been a Senior Procurement Analyst with the Department of Energy's Office of Small and Disadvantaged Business Utilization (OSDBU) since November 1999. During this time, Nick has been the advocate for service-disabled veteran-owned, Native American tribally-owned, Alaskan Native Corporations, and other small business concerns. Moreover, Nick has been responsible for tracking small business goals and achievements, the

annual Secretarial Small Business Awards program, the annual competitive demonstration report, preparing parts of the strategic plan, preparing departmental policy letters and Congressional correspondences, serving as an advisor to program offices and contracting organizations, and counseling small businesses on how to partner with the DOE. Nick brought with him to the OSDBU 20 years of procurement experience with the Navy and DOE, a baccalaureate in Zoology from the University of Maryland in 1971, and a Masters in Management and Supervision from Central Michigan in 1978.



KATHY DEVOE

Assistant District Director

Minority Enterprise Development
U.S. Small Business Administration
Kansas City District

Kathy DeVoe has served in the Minority Enterprise Development and Procurement Assistance Divisions of the Small Business Administration (SBA) for over 36 years.

Ms. DeVoe has performed as a Business Opportunity Specialist responsible for a portfolio of small disadvantaged firms and as a Contract Specialist assisting small entrepreneurs in accessing Federal government procurements, negotiation and contract administration. She currently leads the team responsible for delivery of all non-credit programs in the Kansas City Area including the 8(a) Program, HUBZone, Womens Business Centers (WBCs), the Business Resource Center, and Public Information Dissemination.



DON DEVOTI

Small Business Program Manager

Sandia National Laboratories
U.S. Department of Energy

Don Devoti is the manager of the Small Business Utilization Department at Sandia National Laboratories.

Mr. Devoti earned his Bachelor of Science degree in Accounting from Marquette University in Milwaukee, Wisconsin and earned his Executive Masters of Business Administration from the Anderson School of Business at the University of New Mexico.

Mr. Devoti has been at Sandia since April 1984. In addition to his current assignment, Don has also managed Sandia's Corporate Policy, Treasury & Travel Services, and Payroll Services Departments.

In 2009, Mr. Devoti was awarded the U.S. Department of Commerce's Minority Enterprise Development Week Regional Director's Award for his contributions to the Minority Business Community. Additionally, Don was selected by the "New Mexico Business Weekly" as one of New Mexico's 25 new Power Brokers whose vision, tenacity and achievements have brought innovation and progress to the State of New Mexico. Don was selected as a returning Power Broker Alum by the "New Mexico Business Weekly" for 2010-2011.

Prior to joining Sandia, Mr. Devoti served on U.S. Senator Pete V. Domenici's staff from 1979 to 1984 both in Washington, DC and in the Albuquerque District Office as his personal Field Representative.



TIKI DIXON

Vice President

Tetra Tech, Inc.
Oak Ridge Operations

Tiki Dixon is operations manager for the Tetra Tech Oak Ridge office, Tennessee, managing a staff of 150 technical, management, and engineering professionals. His office provides services and support to Federal, state, local, and commercial clients, including DOE- Oak Ridge Operations. Currently, he oversees site remediation work at the Iowa Army Ammunition Plant and Sunflower Army Ammunition Plant, support to LATA-Sharp Remediation Services for demolition of the K-33 Building at the East Tennessee Technology Park in Oak Ridge and remediation of the Bethel Valley Burial Grounds at the Oak Ridge National Laboratory.

Mr. Dixon works with program and project managers to ensure quality of all contract deliverables, works with contract personnel, provides subcontract management support, and ensures adequate resources are available to complete assignments safely, on schedule, within budget, and to client satisfaction.

Prior to joining Tetra Tech, Mr. Dixon served as regional office director for Parallax, Inc. in Oak Ridge. In this role, he was responsible for strategic, managerial, and technical leadership of more than 40 professionals.

Mr. Dixon earned a bachelor's degree in biology from the University of Arkansas - Pine Bluff. He is also a Lt. Colonel (retired) of the U.S. Army.



MICHAEL EVANS

President

GEM Technologies

Michael Evans, President/CEO and founder of GEM Technologies, Inc. (GEM), has over 35 years of engineering and management experience for the Department of Energy (DOE), their Prime Contractors, and Commercial Nuclear Power Industry. Mr. Evans holds an M.S in Nuclear Engineering from the University of Maryland.

Mr. Evans served as a Nuclear Engineer to the Commercial Nuclear Power Industry. In September 1994, Mr. Evans founded GEM Technologies, located in Knoxville, TN, to support various DOE facilities in Oak Ridge, TN.

Since 1994, GEM provided engineering services for DOE projects. These included radioactive waste processing, quality assurance and assessments of low enriched uranium materials held at Universities and Technical Institutes.

Under the leadership of Mr. Evans, GEM's capabilities and experience have grown from providing technical and engineering support to include the performance of construction, demolition and waste management projects. GEM's growth has been enhanced by the mentoring of UT-Battelle at the Oak Ridge National Laboratory, and most recently, GEM was selected as a Protégé for Savannah River Nuclear Solutions (Mentor), at the DOE Savannah River Site, largely due to the efforts of Mr. Evans and the excellent reputation that his company, GEM Technologies, has established.



DENISE FARRIS

Managing Member

Farris Law Firm, LLC

Attorney Denise Farris practices business, commercial construction and equine law. She is "AV" rated and named among Martindale Hubbell Preeminent Women Lawyers in Construction 2010, "Best of the Bar Construction Law" by the Kansas City Business Journal, "Most Influential Business Women", SBA Regional Woman Business Champion and Kansas Woman Business Advocate of the Year. She's worked with the governments of Kansas City, MO; Unified Government Wyandotte County, States of Missouri and Kansas and at the federal level on small, minority and women business

programs, with her testimony for Women Impacting Public Policy on the federal 8m program. In 2010 she authored a chapter on "Socio-Economic Programs in Government Contracting" for the American Bar Association, and is a featured speaker for the Forum on the Construction Industry, the Association of General Contractors/Builders Associations, National Association of Women Business Owners; and WIPP.



STACEY FRANCIS

Small Business Program Manager

Idaho National Laboratory
U.S. Department of Energy

Ms. Francis has nearly 20 years of experience in building relationships with stakeholders and partners. She spent the majority of that time working at the Department of Energy's Idaho site in the environmental management arena. Ms. Francis has experience in marketing for a local small business and communications with a variety of internal and external audiences.

Ms. Francis has a B.S. in Journalism, Mass Communications from the Kansas State University.



BETH GOLDSTEIN

President

Marketing Edge Consulting Group

Beth Goldstein is the founder and president of Marketing Edge Consulting Group, where she helps companies understand how their customers think, and what influences their purchasing decisions through a range of market research approaches, including surveys as well as one-on-one conversations with customers, prospects and business partners. Beth is the author of *The Ultimate Small Business Marketing Toolkit* (McGraw-Hill), and has empowered hundreds of entrepreneurs and companies to create profitable marketing and sales programs.

Beth Goldstein serves as Faculty Director for Boston University's Online Graduate Certificate in Entrepreneurship (recognized by Fortune Small Business Magazine as one of the top e-learning entrepreneurship programs in the U.S.) and teaches entrepreneurial sales and marketing at the BU School of Management.

In addition to consulting and teaching at Boston University, Beth has run business growth workshops around the U.S. and in Asia and served as the Lead Instructor for the InnerCity Entrepreneurs' nationwide training program, run in conjunction with the SBA. This program helps urban entrepreneurs strengthen and grow their existing businesses. Beth was instrumental in developing the 9-month curriculum and taught the program for several years in Massachusetts.

Beth received her M.B.A. from Boston University and her B.A. in Economics and Sociology from Brandeis University.



THOMAS JOHNSON, JR.

Acting Director, EM Recovery Act Program

Office of Environmental Management

U.S. Department of Energy

Thomas Johnson is the Acting Director for the U.S. Department of Energy's Office of Environmental Management (DOE-EM) Recovery Act Program. The EM Recovery Act Program is a \$6 billion initiative to accelerate environmental restoration, facility decommissioning and demolition, and radioactive waste disposal at the various DOE facilities across the country while saving and creating thousands of jobs. Funding for the program is from the American Recovery and Reinvestment Act of 2009. Mr. Johnson has nearly 30 years of experience in Federal service with multiple agencies.



DR. ANTHONY JUNIOR

Director, Naval HBCU/MI Program Office

Office of Naval Research Education Program Manager

Dr. Junior serves as the Director, Department of the Navy's (DON) Historically Black Colleges and Universities/Minority Institutions (HBCU/MI) Program Office. He has the responsibility to encourage, develop, implement, manage, evaluate and report on activities and programs that strengthen and support the capabilities of HBCU/MIs to participate in Naval S&T research, education, and contracting programs.

Additionally, Dr. Junior manages the education, outreach, and workforce development program portfolio for ONR. In this capacity, Dr. Junior develops, implements, and manages programs to enhance the quality and quantity of US scientists and engineers trained to pursue DoD technical requirements.

Dr. Junior served as Deputy Director, ONR Small and Disadvantaged Business Utilization and Deputy Director, Systems Engineering Division at the Office of Naval Research. He has also served as Director of Computer Security, as a systems engineer, and as a systems programmer at the ONR.

Dr. Junior earned his Ph.D in higher education administration from Jackson State University, Jackson, MS. Dr. Junior also has a B.S. in Business Administration and a Masters in Business Administration. He earned a professional certificate in finance for managers from the Harvard University Business School. Dr. Junior is a DoD certified Acquisition Professional and an industry certified systems engineer/systems programmer.



GLORIA LARKIN

President

TargetGov at Marketing Outsource Associates, Inc.

Gloria Larkin, President of TargetGov, is a nationally-recognized government contracting marketing and business development expert. She is the author of the new book: *The Basic Guide to Government Contracting* and *The Veterans Business Guide: How to Build a Successful Government Contracting Business* now in its third printing. She has spoken at international, national, regional and local conferences including the Middle East North Africa (MENA) Business Women's Summit, the Annual OSDBU Procurement Conference and the Annual National Veteran's Conference regarding practical, bottom-line focused business development best practices. She also has delivered motivational speeches to the Johns Hopkins University Carey School of Business and the University Of Maryland Robert H Smith School Of Business and was adjunct professor at the George Washington University School of Continuing Education.

She has been quoted in USA Today, Inc. Magazine, Entrepreneur Start-ups Magazine, and Government Executive Magazine. She currently serves on the Board of Directors and is the past National Procurement Committee Co-Chair for Women Impacting Public Policy, a non-partisan organization representing over 500,000 members.

Among other honors, she was named the 2010 Maryland Women in Business Champion of the Year by the U.S. Small Business Administration and the 2010 Enterprising Women of the Year Awardee.



DONNA LEONARD

Procurement Director
Western Region PTAC
University of Missouri-Kansas City

Donna Leonard is the Missouri Procurement Technical Assistance Center (MO PTAC) Director located at the Mizzou Center in Blue Springs, Missouri.

MO PTAC is a not for profit organization funded by the Department of Defense to assist Missouri small businesses in becoming government contractors. This will expand the industrial base and increase competition of government goods which will reduce the cost of maintaining a strong national security and also enhance Missouri's economy.

Donna Leonard has been the Director of the Missouri Procurement Technical Assistance Center in the Kansas City metro area since 1995. In this position she has assisted Missouri businesses win more than 4,980 government contracts totaling over \$902 million. The Department of Defense equates this to have created or retained at least 18,051 jobs.

Donna has achieved the highest level of procurement certification as a Certified Contracting Assistance Specialist offered by the Association of Procurement Technical Assistance Centers (APTAC), the national organization providing training and professional enhancement for members of Procurement Technical Assistance Centers.



GARY LYTTEK

Business Source Manager
Office of Acquisition and Supply Management
National Nuclear Security Administration
U.S. Department of Energy

Mr. Gary Lyttek is the National Nuclear Security Administration's Headquarters' Business Source Manager, U.S. Department of Energy. He is responsible for all small business program efforts nationwide for this nuclear defense-oriented organization with obligations worth over \$9 billion dollars annually. Through his leadership, he has expanded the use of small businesses three-fold over the past five years with FY2010 small business

obligations of over \$396 million. In FY2007 & FY2008 alone, he guided over \$1.4 billion in new contract awards to small businesses emphasizing work in some of the most demanding and technically sensitive functional areas of the agency. He has been recognized for his innovation and achievements twice as the Department of Energy's Headquarters' Small Business Program Manager of the Year as well as receiving the DOE's FY2008 Federal Small Business Achievement Award.

His education includes: Annenberg Leadership Institute Fellowship graduate; Masters of Public Administration - Budget and Public Finance concentration, George Washington University, Washington, D.C., 1994, U.S. Department of Energy Management Intern Development Program - 1991, and a Bachelor of Arts in Business Management, Northeastern Illinois University, Chicago, Illinois, 1989.



WILLIAM MARKS

Supply Chain Management Center Commodity Manager
Honeywell Federal Manufacturing & Technologies

William (Bill) Marks is a Supply Chain Management Center (SCMC) Commodity Manager at Honeywell Federal Manufacturing & Technologies (FM&T), prime contractor to NNSA, based in Kansas City, MO.

The SCMC is responsible for strategic sourcing, eSourcing and eProcurement systems deployment, and contract and system utilization across seven sites within the NNSA's Nuclear Security Enterprise.

Since SCMC's inception in 2007, Marks has been responsible for commodity agreements ranging from IT Anti-virus Software to Laboratory Supplies and Equipment. Using the SCMC Strategic Sourcing process, his commodity agreements have saved the NNSA several millions of dollars over the past three years. Marks is also a subject matter expert for the Ariba Spend Analysis Software.

Marks possesses 30+ years of procurement experience which includes participation in the implementation of the first P-Card Program, the first eProcurement System and the first ERP system at Honeywell FM&T. Additionally, he managed Production Purchasing and was instrumental in developing a Long Term Agreement (LTA) process for production product.

Marks earned a master's degree in Business Administration, with an emphasis in Finance from Rockhurst University and a bachelor's degree in Science from the University of Missouri. He is also Six Sigma Green Belt certified and a Total Quality Facilitator and Instructor.



MISTY MAYES

President
Management Solutions, LLC

Misty Mayes, PMP, is president/founder of Management Solutions, LLC (MSLLC), an award-winning, comprehensive project management services company based in Knoxville, Tenn. Ms. Mayes started MSLLC in 2002 after eight years with Science Applications International Corporation (SAIC), and has established MSLLC's reputation as a provider of "best value services" in the areas of project controls/project management, forensic schedule analysis and project management training.

Ms. Mayes has more than 20 years of executive leadership experience and has managed programs/projects to provide project management and controls services to a variety of clients, including the U.S. Army Corp of Engineers (USACE). She also has worked extensively with the U.S. Department of Energy's (DOE's) Oak Ridge National Laboratory (ORNL) providing project management/control services, including EVMS certification, project controls, cost estimating, and risk management services.

Ms. Mayes has won numerous awards, including being named to Inc 5000's 2010 list of fastest growing companies, 2009 Entrepreneur of the Year by the Innovation Valley Technology Council, 2006 Woman-Owned Small Business Contractor of the Year by the U.S. Department of Energy and 2006 Small Business Service Firm of the Year by the U.S. Department of Energy.

Ms. Mayes earned a Bachelor of Science in Engineering from the University of Tennessee in 1988.



LESA MITCHELL

Vice President
Kauffman Foundation

Lesla Mitchell is a vice president with the Kauffman Foundation. She has been responsible for the Foundation's frontier work in understanding the policy levers that influence the advancement of innovation from universities into the commercial market and the new relationships between philanthropy and for profit companies. Under Ms. Mitchell's leadership, the Foundation is defining and codifying alternative commercialization pathways, and identifying new models to foster innovation. Ms. Mitchell was instrumental in the founding of the Kauffman Innovation Network/iBridge Network, the Translational Medicine

Alliance, the National Academies-based University-Industry Partnership and leader in the replication of innovator-based mentor programs across the U.S. In addition, Ms. Mitchell serves on the boards of the Regenerative Medicine Foundation and the University of Kansas Institute for Commercialization. Prior to joining Kauffman, Ms. Mitchell spent twenty years of her career in global executive roles at Aventis, Quintiles, and Marion Laboratories and ran an electronic clinical trials consulting business in support of global pharmaceutical clients.



JOHN MOORE

President
Brand Autopsy Marketing Practice

John Moore is a true marketing expert. Intimately involved with Starbucks' epic growth to a global iconic brand, Mr. Moore has helped transform the way businesses look at marketing and branding. His book, *Tribal Knowledge*, shares actionable insights into how a business can follow the Starbucks blueprint to building an endearing and enduring business. He continued his out-of-the-box marketing mastery as the director of national marketing for Whole Foods Market.

Today, Mr. Moore leads Brand Autopsy, a marketing firm that consults with businesses aspiring to become a beloved brand. USA Today, Best Buy, Kraft, Little Caesars, Procter & Gamble, Oakley and the Word of Mouth Marketing Association have all benefitted from John's marketing expertise.

His latest book, *Tough Love*, is a "business book screenplay," sharing business lessons and thought-provoking marketing advice in an entertaining, innovative format.

A believer that passion and an authentic sense of purpose fuel successful brand messages, John Moore brings excitement to audiences, creating new ideas and spurring on business and brand innovation.



DENNIS ROYBAL

Small Business Program Manager
Los Alamos National Laboratory
U.S. Department of Energy

Dennis Roybal is currently the Small Business Program Manager at Los Alamos National Laboratory. Dennis has been at the Laboratory for thirty-two years in increasingly responsible business administrative positions. He has twenty years of leadership and line management experience at the Laboratory, including twenty-five years in government contracting. He was awarded the DOE Small Business Program Manager Award in 2006 and the Minority Business Development Agency's Regional Minority Business Advocate of the

Year also in 2006. Dennis has been nominated four times for the LANL Distinguished Performance Award, having served on numerous Laboratory committees addressing major Laboratory issues.

Mr. Roybal holds a master's degree in Public Administration and a bachelor's in Political Science, both from New Mexico State University, and a master's certificate in Project Management from George Washington University/ESI. He has also successfully completed LANL's Leadership Institute as well as the University of California Leadership Institute.



CHARLES SILLS

Principal & Executive Vice-President
Government Affairs/Operations
Trillacorpe Construction

Charles Sills is responsible for managing Federal and Military contracting for Trillacorpe Construction, a Service-Disabled Veteran-Owned Small Business. He oversees Trillacorpe's Mentor-Protégé Programs with the Dept. of Defense, Dept. of Energy, and General Services Administration, and developed the documentation supporting Trillacorpe's 2010 Defense Dept. Nunn-Perry Award, the only Award made that year to a Small Business general contracting/construction firm. He is a former Naval Intelligence Officer

who served in National Security positions in the Pentagon and the Middle East/Indian Ocean theater; was a principal in Martin Marietta Aerospace's International Division; and has wide experience directing international industrial, infrastructure, and energy initiatives, having served as a member of the World Bank's Danube Basin Reconstruction Task Force, the Japan-U.S. Central European Fund, the Helsinki Baltic Sea Commission and other programs. He is a member of the Government Contracting Subcommittee of the White House Inter-Agency Task Force on Veterans Business Development, and the Small Business Council of the U.S. Chamber of Commerce. Mr. Sills has an A.B. from Princeton University, and an M.A. from the Fletcher School of Law & Diplomacy (Tufts & Harvard Universities).



TUWANDA SMITH, ESQ.

Program Manager

Office of Small Business and Civil Rights
U.S. Nuclear Regulatory Commission

Tuwanda Smith, Esq., manages eight compliance programs and two outreach programs at NRC. (i.e., Title VI program, Title IX program, Limited English Proficiency (LEP) program, Environmental Justice program, Age program, Disability program, Monitoring program related to NRC conducted activities, Pre and Post Award Compliance Review programs, Minority Serving Institutions Program (MSIP), and a Small Grants program).

Ms. Smith is deeply committed to the pursuit of civil/human rights, as evidenced by numerous citations and accommodations she has received during her career, e.g. the Meritorious Service Award from the Prince George's County Government Human Relations Commission (HRC) for providing 13 years of outstanding services to the citizens of Prince George's County in the field of civil rights.

Ms. Smith worked for County Government for over 20 years, of which 15 years was as HRC Deputy Director, almost 5 years with the Minority Business Commission, and 1½ years with Environmental Resources. Ms. Smith graduated from the University of Baltimore, School of Law in 1994, and is licensed to practice law in the State of Maryland and District of Columbia. Ms. Smith graduated from the University of Maryland with a Bachelor's degree in Business Management and Technology.



MARIE STEINWACHS

Director

Missouri Environmental Assistance Center
University of Missouri Extension

Marie Steinwachs is director of the Missouri Environmental Assistance Center (EAC), a statewide program supported by the Environmental Protection Agency's pollution prevention program. The EAC works through the SBTDC statewide system to improve energy efficiency and environmental performance for small businesses. The EAC also coordinates a program that recruits engineering students, provides training in energy and environmental assessments, and matches students with business and industry for paid

summer internships. Over the past three summers, interns uncovered nearly \$1 million in cost savings for Missouri businesses, while saving almost 5 million gallons of water, reducing 5 million kWh of energy, 127,600 lbs. of hazardous waste, and 8900 MMBTU of natural gas.

Marie has worked on developing national solutions for problem wastes, including batteries, fluorescent lamps, dental amalgam, waste electronics, mercury thermostats, paint, and propane tanks. Her nationally acclaimed Household Hazardous Waste Project received awards from the White House and the Friends of the United Nations Environmental Program.

She has a M.S. in Administrative Studies and Environmental Management, and a B.S. in Sociology from Missouri State University. She is a 1999 Truman Scholar.



ANN SULLIVAN

President

Madison Services Group, Inc.

Ms. Sullivan is the President of Madison Services Group, Inc., a woman-owned company which provides government relations services to corporate and non-profit clients. She brings many years of government relations experience in the United States Senate and the House of Representatives, serving in key advisory roles. Ms. Sullivan works with the United States Congress as well as United States government agencies to bring her clients' issues national attention. Her expertise includes government procurement, health care and tax issues affecting small businesses. She currently

represents the largest national association of women business owners and women in business, Women Impacting Public Policy. MSGI specializes in outreach to the small business community with an emphasis on women owned and minority businesses.

She also serves on the James Madison University College of Integrated Science and Technology Executive Advisory Council.

In March 2010, Ms. Sullivan received the Enterprising Women of the Year Award.



CASSANDRA MCGEE STUART

Socioeconomic Programs Officer

Oak Ridge National Laboratory
University of Tennessee-Battelle

Cassandra McGee Stuart is Socioeconomic Program Officer in the Small Business Programs Office (SBPO) at Oak Ridge National Laboratory. ORNL is the Department of Energy's largest science and energy research laboratory, located in Oak Ridge, Tennessee. Ms. Stuart provides small business counseling, is a frequent presenter at small business outreach events and manages the ORNL Mentor-Protégé Program, as well as small business events at the laboratory, such as the Women-Owned Small Business Day and

the Small Business Subcontractor Awards. The ORNL SBPO has received several national awards for its work in small business advocacy.

Ms. Stuart is a former small business owner, and has worked successfully in marketing, government relations and business development for more than 20 years, with much of that time spent working for and in support of small businesses. As a consultant, she managed the Minority Educational Institution Program for ORNL, and continues to support the laboratory's endeavors in this area today. She is a former television news anchor/reporter, and is active in several community organizations. Ms. Stuart holds a B.S. in Communications, with honors, from the University of Tennessee, Knoxville.



MARK THOMAS

Managing Counsel
Reid Law PC

Mark “Hawk” Thomas is Managing Partner at Reid Law PC, where he represents small businesses seeking to establish, protect, or enhance their presence in Federal markets. Colonel Thomas is an attorney, engineer, aviator, author, and distinguished military officer with more than twenty-five years combined experience in Federal technology development, government contracting, and legal advocacy. His practice is exclusively tailored to guiding clients through the legal complexities, bureaucratic barriers, technical challenges, and business decisions inherent to transactions and disputes

involving commercial enterprises and federal agencies. Colonel Thomas provides clients with specialized legal counsel arising from a unique confluence of senior acquisition credentials, broad technology expertise, seasoned business acumen, and focused legal skills, together with the intrinsic synergy and superior value arising from these qualifications in a single advisor. He earned his Juris Doctor degree at the University of Denver Sturm College of Law, where he was a Ben S. Wendelken scholar and served as Business Editor of the Denver University Law Review. Colonel Thomas holds graduate degrees in business and military operations, along with postgraduate credentials in defense systems management, national security strategy, and federal procurement policy. A critically acclaimed national speaker on small business Federal contract law, he has authored and presented numerous papers across a diverse spectrum of engineering, military, and legal topics.



GARY WALKER

Co-Owner
Magic Touch Cleaning, Inc.

Gary Walker is a Kansas City area businessman, husband, father, soldier, writer, radio talk show host, and pioneer with a passion for all things green. Walker has devoted himself to the science of green cleaning with a passion for spreading the word and educating consumers. As an ambassador for the message of environment responsibility, he is known to many as “The King of Green.”

Magic Touch Cleaning, Inc. is the first completely “green” cleaning company in Kansas City. They use products, equipment and processes that are

eco-friendly, safe for associates and clients, and reduce the carbon footprint and waste.

Magic Touch Cleaning’s customers range from small to very large businesses, and include banking, performing arts, scientific research and development, health care, government agencies, manufacturing, sports venues, automotive, exhibition/trade shows, as well as post-construction, renovation, and rehab cleaning service for the housing and construction industry.

Walker’s business is one of the fifty-eight in the nation to participate in the General Services Administration’s “GreenGov Supply Chain Partnership and Small Business Pilot Program.” The partnership is to work together to find better ways to assist small business government suppliers with the new greenhouse gas reporting requirements and emissions reduction efforts.



DEVORA ZACK

President
Only Connect Consulting, Inc.

Devora Zack is author of the award-winning *Networking for People Who Hate Networking* and president of Only Connect Consulting, Inc. She provides dynamic, high-impact keynotes, presentations, and seminars to clients such as Smithsonian, John Deere, Federal Aviation Administration, Deloitte, America Online, U.S. Department of Education, London Business School, TSA, and Mensa International. She is also an executive coach and strategy consultant. Her company has grown annually for 15 years as a 100% referral based business with 75+ private and public sector clients.

Ms. Zack has served as visiting faculty for Cornell University’s business school for 13 years, teaching leadership to M.B.A. students from all over the world.

She holds an M.B.A. from Cornell, a B.A. from University of Pennsylvania (magna cum laude), certifications in MBTI and Neuro-Linguistic Programming, and memberships in Phi Beta Kappa and Mensa. OCC won USDA’s Woman-Owned Business of the Year.

Devora and her book have been featured in dozens of major publications such as the Wall Street Journal, USA Today, Fox News, Forbes, and globally in Africa, (Human Capital Resources South Africa) Asia (Emerald Management First), and Europe (British Airways).

Networking for People Who Hate Networking is translated in ten languages.

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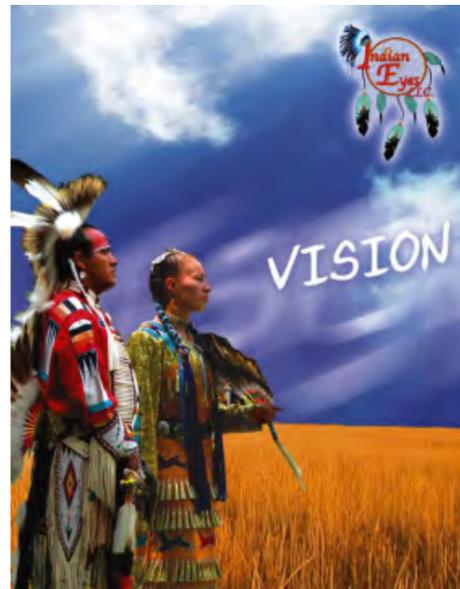


Indian Eyes, LLC

Indian Eyes, LLC is a National/International Award Winning SBA Certified; 8(a) expiration 2017, Small Disadvantaged Business, Native American, 100% Woman Owned Small Business. Qualified and experienced technical and professional subcontract support is vital in today's competitive business world. In particular, government projects require responsive, flexible, safety-conscious and comprehensive support services combined within an efficient and cost-conscious subcontract effort. Indian Eyes, LLC is such a subcontractor. Indian Eyes, LLC is headquartered in Pasco Washington.

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At Indian Eyes, LLC. We understand our assignments and the reflection it has on all our communities, through wisdom and perseverance together we will make a difference.

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- Veteran-Owned Businesses
- Service Disabled Veteran-Owned Businesses
- HUBzone Businesses
- HBCU and Minority Institutions
- Large Businesses

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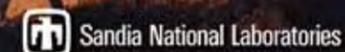
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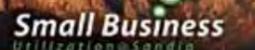
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FISCAL 2010 SECRETARIAL SMALL BUSINESS AWARDS

AWARD CATEGORIES

Federal Small Business Program Manager of the Year

Recognizes an individual who embodies the many facets of an energetic, forward-thinking, DOE small business program manager. Their efforts far exceed expectations in working with, advocating for, and assisting in the increased utilization of small businesses.

Federal Small Business Achievement of the Year

Recognizes the tangible, annual, organizational results of a Federal DOE element. These results are measured in terms of dollars and percentage increases to small business procurement activity as well as policies, programs and procedures that promote small business use.

Federal Procurement Director of the Year

Holds the position of managing the operations of a Federal procurement organization for an operations office or program office (title such as Procurement Director, Purchasing Director, Head of Contracting Activity, etc.). The successful candidate has displayed leadership and commitment to maximizing small business utilization through policies, procedures, outreach, and creating an atmosphere of "small business first" throughout their organization. Candidate selection criteria will be based on a balance of objective, results-oriented measures and creating/implementing policies, programs and practices promoting small business.

M&O Small Business Program Manager of the Year

Recognizes an individual within a DOE facility who embodies the many facets of an energetic, forward-thinking small business program manager. Their efforts far exceed expectations in working with, advocating for, and assisting in the increased utilization of small businesses.

M&O Small Business Achievement of the Year

Recognizes the tangible, annual, organizational results of a DOE facilities management contractor.

These results are measured in terms of dollars and percentage increases in small business procurement activity as well as policies, programs and procedures that promote small business use.

M&O Procurement Director of the Year

Holds the position of managing the operations of a procurement organization for a management and operating contractor. The successful candidate has displayed leadership and commitment to maximizing small business utilization through policies, procedures, outreach, and creating an atmosphere of "small business first" throughout their organization. Candidate selection criteria will be based on a balance of objective, results-oriented measures and creating/implementing policies, programs and practices promoting small business.

M&O Small Business Special Recognition Award

Recognizes the facility management contractor for its long-term, outstanding support in small business procurement outreach, as well as policies, programs and procedures that promote small business use.

DOE Mentor of the Year

Recognizes the efforts of a DOE Mentor that has exceeded the requirements of their Mentor-Protégé agreement. These results have enhanced the protégé's ability to successfully compete for Federal contracts.

DOE Protégé of the Year

Recognizes the significant development of a DOE Protégé that has enhanced their ability to successfully compete for Federal contracts through their participation in the DOE Mentor/Protégé program.

8(a)/Small Disadvantaged Business of the Year

Recognizes the outstanding performance of a small business, certified by the U.S. Small Business Administration's 8(a) and/or Small Disadvantaged Business programs, for their exceptional performance in activities contributing to core DOE mission accomplishments.

Woman-Owned Small Business of the Year

Recognizes the exceptional performance of a Woman-Owned small business directly contributing to the accomplishments of core DOE mission objectives and requirements.

HUBZone Small Business of the Year

Recognizes the excellence of a small business, certified by the U.S. Small Business Administration as located and operating within a Historically Underutilized Business Zone (HUBZone), directly contributing to core DOE mission accomplishments.

Service-Disabled Veteran-Owned Small Business of the Year

Recognizes the exceptional performance of a Service-Disabled, Veteran-Owned small business

directly facilitating the advancement of core DOE mission objectives and requirements.

SBIR/STTR Small Business of the Year

Recognizes a U.S. small business that exemplifies the spirit of DOE's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs by strengthening and expanding its high-technology research and development competitiveness at the Department and/or in the marketplace.

Small Business of the Year

Recognizes the creative, unique, and extraordinary performance of a small business which has significantly and directly impacted core DOE mission objectives and requirements.

AWARD WINNERS



Federal Small Business Program Manager of the Year Larry Sullivan, National Energy Technology Laboratory (NETL)

Nominated by: Patricia Reger, Deputy Director, National Energy Technology Laboratory (NETL)

During his tenure as small business program manager, Mr. Sullivan has implemented innovative strategies to increase the value of competitively awarded contracts to small businesses.

During 2010, NETL completed a change in acquisition strategies to increase the overall percentage of small business site support contract dollars to 49.12% of all site support contract dollars or \$56.5 million obligated annually. This is the result of some restructuring within the make-up of the site support contracts from five contracts to nine. Seven of the contracts were awarded to small businesses and two to large businesses. NETL's small business goal is 35% of our procurement base and has increased from 33.68%, \$47 million in FY2005 to 39.80%, \$145 million in FY 2010.

He is actively involved in several outreach events and serves as a committee chairperson on one of the teams that hold the largest small business event in West Virginia "Teaming To Win". NETL has also hosted several small business events since he became the small business program manager in 2005. The events are held in conjunction with the Procurement Technical Assistance Centers (PTAC) and the Small Business Administration (SBA).



Federal Small Business Achievement of the Year Office of Fossil Energy

The Department of Energy's Fossil Energy Program employs approximately 1,000 scientists, engineers, technicians and administrative personnel. Fossil Energy headquarter offices are located in downtown Washington, DC,

and in Germantown, Maryland. The organization also includes the National Energy Technology Laboratory with offices in Morgantown, WV, Pittsburgh, PA, Sugar Land, TX, Albany, OR, and Fairbanks, AK; the Strategic Petroleum Reserve which is based in New Orleans, LA; and the Rocky Mountain Oilfield Testing Center in Casper, Wyoming. The program's primary mission is to ensure that we can continue to rely on clean, affordable energy from our traditional fuel resources. Fossil fuels supply 85% of the nation's energy, and we are working on such priority projects as pollution-free coal plants, more productive oil and gas fields, and the continuing readiness of Federal emergency oil stockpiles.



Federal Small Business Achievement of the Year
Office of Health, Safety and Security (HSS)

HSS is DOE's central organization responsible for health, safety, and security, providing corporate-level leadership and strategic vision to coordinate and integrate these programs. HSS assists the Department in achieving its mission in a safe, secure, environmentally responsible manner by providing sound and consistent policy, technical assistance, safety analysis, corporate safety and security programs, safety and security training, DOE-wide independent oversight, and enforcement. The Chief Health, Safety and Security Officer advises the Secretary and Deputy Secretary on all matters related to health, safety, and security across the complex.

HSS integrates worker health, safety, and security functions to address crosscutting Departmental issues; increase collaboration and sharing of technical expertise; and increase accountability for worker health, safety, and security responsibilities. The integrated approach and functional alignment of responsibilities within HSS prevent redundancy in reporting requirements, provide consistency in policy and guidance development and technical assistance, and increase the effectiveness of communication and accountability for worker health, safety, and security.

HSS has a strong culture and history of employing small business expertise in accomplishing the Department's mission in protecting the public, the worker, and the environment.

Federal Procurement Director of the Year
J.E. "Jack" Surash, P.E., Office of Environmental Management

Nominated by: Kay Rash, Procurement Strategy Specialist, Office of Environmental Management

Mr. J. E. "Jack" Surash has been Deputy Assistant Secretary for Acquisition and Contract Management at DOE's Office of Environmental Management (EM) since 2009. He leads efforts for the EM procurement portfolio, serves as the Head of Contracting Activity, and oversees procurement planning and contract management. During a 27 year distinguished Navy career, Mr. Surash served in a broad range of increasingly responsible facilities management, design, construction, contracting, and "Seabee" (Construction Battalion) assignments literally around the world. Mr. Surash received the California Eureka Award for Performance Excellence, VP Gore's Hammer Award, and the President's Quality Award for Quality Improvement (Malcolm



Baldrige criteria). Jack retired at the rank of Captain from the US Navy's Civil Engineer Corps in 2003.

Mr. Surash holds a Bachelor of Science degree in Mechanical Engineering from the University of Rochester, a Master of Engineering degree in Mechanical Engineering from Texas A&M University, completed the Advanced Management Program at Duke University, and the Executive Certificate in Management and Leadership from MIT Sloan School of Management. He is the recipient of the 2011 Federal Executive Small Business Advocate Award from the Greater Los Angeles African American Chamber of Commerce and the DOE Federal Procurement Director of the Year Award.

M&O Small Business Program Manager of the Year
Gloria Mencer, B&W Y-12, LLC

Nominated by: Gary Lyttek, Business Source Manager, National Nuclear Security Administration

During her tenure as small business program manager, Ms. Mencer has applied innovative strategies and developed new programs to increase the value of competitively awarded contracts to small businesses.

During 2010, some of her accomplishments include: increasing small business subcontracting by 32% – from \$173 million in 2009 to \$255 million in 2010, improving overall annual small business subcontracting to 62.5%, developing new contracting procedures that increased small business obligations by an additional \$82 million, ensuring that 67.7% of all American Recovery and Reinvestment Act subcontracting funds were awarded to small business.

Through her leadership, Y-12 has more active DOE Mentor-Protégé agreements than any other site. Ms. Mencer embodies the facets of an energetic, forward-thinking, DOE small business program manager. She provides leadership, passion, and excellence in every challenge and in every opportunity.



M&O Small Business Achievement of the Year
SLAC National Accelerator Laboratory

SLAC National Accelerator Laboratory is home to a two-mile linear accelerator—the longest in the world. Originally a particle physics research center, SLAC is now a multi-program laboratory for photon science, astrophysics, and accelerator and particle physics research.

SLAC's research programs explore the structure and dynamics of matter and the properties of energy, space, and time—at the smallest and largest scales, in the fastest processes and at the highest energies. Through investigations into how matter behaves on multiple time, length and energy scales, SLAC scientists address major scientific and technological challenges affecting society at large. Six scientists have been awarded the Nobel Prize for work carried out at SLAC.

SLAC's 430-acre campus is located in Silicon Valley, 30 miles southeast of San Francisco, California, on the Stanford University campus. The success

of the lab's research program is a reflection of SLAC's role as a U.S. Department of Energy national laboratory and its increasingly close collaboration with its operating institution, Stanford University. Institutes jointly located at SLAC and Stanford enable the exceptional scientific vision that characterizes both institutions.



M&O Procurement Director of the Year

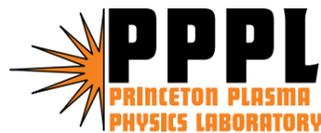
John M. Robinson, Washington River Protection Solutions, LLC

Nominated by: Melissa Garrard, Small Business Program Manager, Washington River Protection Solutions, LLC

John Robinson is the Procurement Services Manager of Washington River Protection Solutions, LLC (WRPS) located in Richland, Washington. His responsibilities include overseeing and directing over \$250M annually in acquisitions performed by WRPS as part of their U.S. Department of Energy Hanford Tank Operations Contract.

He has shown both skill and dedication in the tireless promotion of small business utilization. Mr. Robinson has implemented several noteworthy practices that ensured successful small business partnering opportunities. In FY2010 alone, he successfully led the organizational effort to increase subcontracting opportunities that resulted in greater than \$100M in additional small business awards. With a goal of 58.2%, WRPS small business subcontracting performance in FY2010 was 65.7%.

Mr. Robinson earned his M.B.A. degree from Nova Southeastern University and a Bachelors of Science degree in Business Administration from California State Polytechnic University, Pomona. He holds a number of professional certifications including National Contract Management Association's, Certified Professional Contracts Manager.

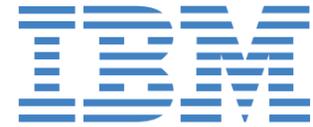


M&O Small Business Special Recognition Award Princeton Plasma Physics Laboratory

The U.S. Department of Energy's Princeton Plasma Physics Laboratory (PPPL) is a collaborative national center for plasma and fusion science. Its primary mission is to develop the scientific understanding and the key innovations which will lead to an attractive fusion energy source. Associated missions include conducting world-class research along the broad frontier of plasma science and technology, and providing the highest quality of scientific education.

The lab is devoted both to creating new knowledge about the physics of plasmas – ultrahot, charged gases – and to developing practical solutions for the creation of fusion energy. In a series of experiments at the lab, PPPL researchers are expanding our understanding of how plasmas behave and how they can be mined for energy. The largest of these experiments, the National Spherical Torus Experiment (NSTX), began in 1999.

Princeton University manages PPPL under contract with the U.S. Department of Energy. The Laboratory is located on 88 acres of Princeton University's James Forrestal Campus, about four miles northeast of the main campus.



DOE Mentor of the Year

IBM

Nominated by: Karen Tappert, Business Management Specialist, Office of Nuclear Energy

IBM Global Business Services is a major contributor of management consulting services to the U.S. Department of Energy (DOE) and its Office of Nuclear Energy (NE). With more than 400,000 scientists, consultants, researchers, engineers, technologists, and support personnel, IBM stands as one of the world's largest multi-national technology and consulting firms supporting the Federal government.

IBM works to enhance NE's positive position in key areas, including research, development and demonstration; safety; technical services; environmental management; and operations. In support of NE, IBM employs five key competencies: business transformation—applying innovative methodologies and systems to help plan and evaluate complex NE Federal programs; applications management—using protocols, processes, and analytics to accelerate business outcomes while optimizing results; strategic management systems—establishing a performance management framework for planning, managing, and evaluating program performance; business value drivers—formulating roadmaps and paths forward that define organizational performance measures and metrics; and communications and outreach—application of communication solutions designed to deliver NE's key messages to strategically targeted audiences.

IBM is a resource of exceptional depth and breadth that supports NE's vision of increasing demand for clean, efficient, and economical energy generation technologies for today, tomorrow, and the future, while contributing to global climate change abatement.



DOE Protégé of the Year

Ingenium Professional Services, Inc.

Nominated by: Cassandra McGee Stuart, Socio Economic Programs Officer, Oak Ridge National Laboratory, University of Tennessee– Battelle

Established in 2007, Ingenium Professional Services, Inc. is a Service Disabled Veteran Owned small business based in Oak Ridge, Tennessee. Ingenium provides highly qualified, experienced professionals in the key areas of engineering, environmental, technical and facility management support services.

Experienced in project management, process improvement, facility operations and environmental engineering, Ingenium offers "results...not just suggestions." Licensed in construction management, Ingenium has a proven record of performance in providing technical services to Federal Government organizations, government contractors and private industry. Our customer site locations include the Y-12 National Security Complex, the Oak Ridge National Laboratory, the Los Alamos National Laboratory, the Nevada Test Site, and the Portsmouth Gaseous Diffusion Plant.

Ingenium's professional and academic achievements complement a diversified background of hands-on management experience. Our goal is to provide the best qualified people who exceed the customers' expectations while focusing on partnership and process improvement.

Ingenium Professional Services, Inc. actively promotes community involvement and provides financial support to improve the quality of life for veterans and private citizens in the communities we serve.



8(a)/Small Disadvantaged Business of the Year Bearskin Services

Nominated by: Cheryl Drake, Small Business Program Manager, Western Area Power Administration

Bearskin Services, headquartered in Wyandotte, OK is a 100% Tribally-Owned, SBA Certified 8(a) company with more than seven (7) years of experience providing support in non-personnel, networking, and communications services.

Bearskin Services has an extensive background in supporting clients with state of the art information technology and telecommunications requirements. Bearskin functions as a provider of services and products from computer hardware, network engineering, help desk, systems administration, and project management to telecommunications operations and maintenance, installation, and voice communications.

The ability to proactively plan and manage projects, monitor and assess work performance, and coordinate work assignments is the foundation for our successful performance. Bearskin provides our customers first class assistance with the establishment of procedures, guidelines, and operating plans for maximum efficiency, security, and cost effectiveness.

The mission of Bearskin Services is to advance the standard of living of the tribe and to promote in any way the general welfare of the Indians of the Wyandotte Nation. Profits from Bearskin Services are used for job creation, housing, environmental and health services, scholarships and education programs for the Wyandotte tribal members.



Woman-Owned Small Business of the Year Stanek Tool Corporation

Nominated by: Brad Brack, Small Business Programs Manager, National Nuclear Security Administration Service Center

Stanek Tool Corporation is a woman-owned, small business specializing in precision machined parts and assemblies to vendor supplied specifications; specifically prototype and small lot. We also specialize in the design and build of complex, hydraulic work holding fixtures and plastic molds. Customer service is the cornerstone of our company. Our sales force brings hands-on technical experience when identifying our client's needs and offers knowledgeable input. Our goal is to be the first vendor called to provide effective solutions. We do not shy away from complex problems. If we do not have the answer or it has never been done, we will accept the challenge.



We adapt non-traditional, creative solutions to the toughest technical problems. Stanek Tool engineering and manufacturing expertise, along with our extensive vendor base, allows us access to nearly every conceivable manufacturing process. We value each customer request and work to ensure that a successful outcome is achieved, on-time and within budget. Our respect and passion for manufacturing excellence drives our commitment to customer satisfaction.

HUBZone Small Business of the Year Ideal System Solutions, Inc.

Nominated by: Moe Zamora, Small Business Liaison, Los Alamos National Laboratory

Founded in 1997, Ideal System Solutions, Inc. (ISSI) has become a trusted technology advisor to government, education and commercial organizations nationwide by providing "best-in-class" technology products, professional services and enterprise solutions to meet our customer's dynamic business needs.

Ideal's professional sales and technical teams provide our clients with a broad range of innovative solutions and services to improve the overall performance and efficiency of the computing and data center while optimizing technology investments.

As a strategic enterprise partner with the world's "leading-edge" technology manufacturers, ISSI helps your business succeed by leveraging the best technology available and matching IT to your specific needs.



Service-Disabled Veteran-Owned Small Business of the Year Excalibur Associates, Inc.

Nominated by: Diana Samuelson, Small Business Program Manager, Office of Health, Safety, and Security

Excalibur Associates, Inc. partners with all levels of government, private sector clients, and educational institutions to solve problems of vital importance in National Security, Safety and Health, and Emergency Management. We deliver professional technical and analytical services and business solutions to secure the safety of every client's organization.

Excalibur's vision to be the recognized leader in providing Essential Security Management Services, is embraced by its core values: Integrity, Responsibility and Accountability; Respect for Its Partners and One Another; Diversity; and Community.

The company launched ESSENTIAL Security Management in 2005 as an intellect and methodology for uncovering risks and applying proven expertise to help each client safeguard against risks. Today, Excalibur is nationally recognized for providing a broad range of professional services and business solutions that integrate best practices in the areas of national security, safety and health, contingency and emergency planning, emergency operations, continuity of operations, instructional systems development, and training, testing, and exercise programs.

Excalibur employs more than 100 associates at operating locations in California, Colorado, the District of Columbia, Maryland, Mississippi, New Mexico, South Dakota, and Virginia who are committed to our core values, teamwork, continuous improvement, and cost-effective, innovative approaches.



SBIR/STTR Small Business of the Year
Niowave, Inc.

Nominated by: Manouchehr Farkhondeh, Program Manager, Office of Science

Niowave is a leader in research, development, and manufacturing of superconducting particle accelerators. We are the only company worldwide capable of building and testing a superconducting linear accelerator in our own facility, as well as delivering and commissioning complete accelerator systems for our customers. Our state of the art facilities produce:

- Superconducting electron linear accelerators
- Superconducting electron guns & injectors
- Niobium cavities & components
- Niobium & niobium alloys

Superconducting cavities accelerate charged particles (electrons, protons & heavy ions) to nearly the speed of light using extremely high electromagnetic fields. Recent advances in superconducting technology have expanded the capabilities of large accelerator research labs, while new applications for military, industrial and medical use are being developed each year. These applications include detection of nuclear materials, free electron lasers, new sterilization techniques, advanced x-ray sources, radioisotope production, and novel cancer therapies.

Niowave's highly skilled workforce was built by combining the scientific and technical expertise from nearby world-class universities and the advanced manufacturing skills from the local auto industry and community college. Established to commercialize the emerging applications of superconducting technology, Niowave expects to continue expanding to meet the growing demand for 21st Century superconducting accelerators.

Small Business of the Year
Edgewater Technical Associates, LLC

Nominated by: Moe Zamora, Small Business Liaison, Los Alamos National Laboratory

Edgewater Technical Associates, LLC is a Northern New Mexico-based Small Business formed in 2003 to provide services to the DOE complex. We provide operations, engineering, environmental, and D&D support, staff augmentation, and expert assistance to improve human performance when quality, safety, and regulatory compliance are essential.

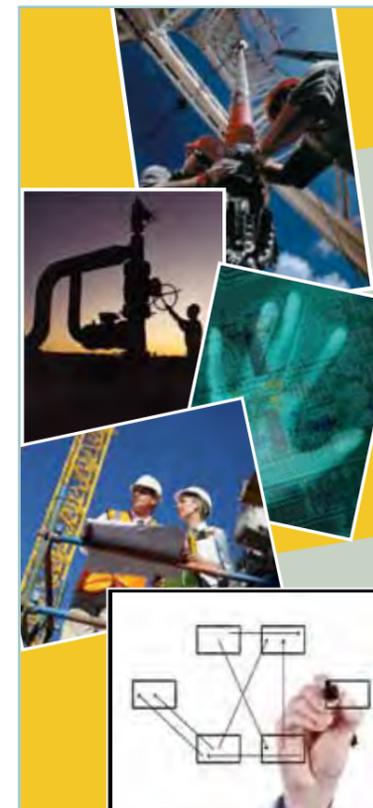
From the beginning, our goal has been to provide the highest quality customer service possible, to every customer, every time. Our core belief



is that existing clients must always come first, that growth must never be achieved at the expense of quality, and that our reputation with customers and employees must always be exemplary.

We understand that we have two equally important customers: our clients, and our team of professionals who serve them. In order to provide the customer service our clients deserve, we recruit only the highest quality personnel, and empower them to excel at their disciplines. We support our employees with honesty, respect, an expectation of excellence, and a sincere regard for their quality of life and job satisfaction.

Edgewater is extremely honored to receive the 2010 DOE Small Business of the Year Award, and we wish to dedicate it to our 140 employees whose professionalism and dedication made it possible.



U.S. Department of Energy's Office of Fossil Energy has a key role in helping America meet its continually growing need for secure, reasonably priced, and environmentally sound fossil energy supplies. Fossil fuels currently account for a combined 86 percent of domestic energy consumption.

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Proposal Warehouse is operated by a team of expert proposal writers, managers, subject matter experts, and graphic artists who have years of experience bidding, and more importantly winning, service contracts with the Federal Government. Recognizing the tremendous amount of effort that companies and consultants spend developing proposals, often with repetitive requirements, we designed an online proposal library to enhance the efficiency and effectiveness of your proposal process. Our products are designed to be easily customized to incorporate your unique strategy and differentiators.

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Women Construction Owners & Executives, USA is dedicated to helping our members succeed. We offer hands-on assistance to break through GovCon bureaucracy, an advocacy group to help elected representatives make the right decisions for your business, and a chance to share tips and techniques with like-minded women in the construction industry. We deliver what we promise!

Join today at www.wcoeusa.org and become an integral part of an evolution – our members are generating business news headlines and creating a dynamic new archetype for women in non-traditional industries.

We welcome you!

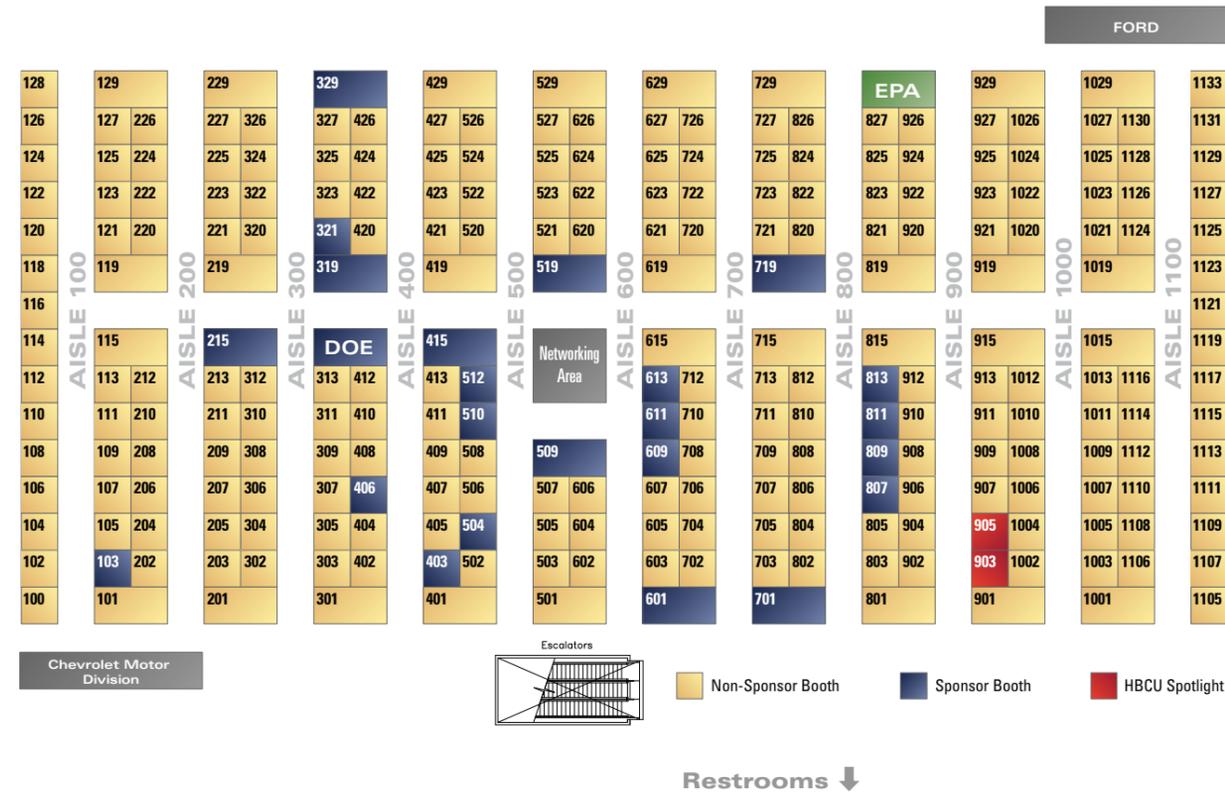
Penny Pompei
WCOE National Executive Director
penny@wcoeusa.org
800.788.3548



Uniting women across the nation to create contracting opportunities and influence legislation
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EXHIBIT HALL GUIDE

FLOOR PLAN - EXHIBIT HALL



U.S. DEPARTMENT OF
ENERGY

Office of Environmental
Management



Office of Environmental Management



EXHIBIT HALL HOURS*

The Exhibit Hall will be open to the public on Tuesday, May 10, 2011, and Wednesday, May 11, 2011.

Monday, May 9

12:00 pm – 6:00 pm **Exhibitor Move-In**

Tuesday, May 10

7:30 am – 1:00 pm **Exhibitor Move-In**

2:00 pm – 7:00 pm **Exhibit Hall Open**

5:00 pm – 7:00 pm **Welcome Reception**

Wednesday, May 11

10:30 am – 5:00 pm **Exhibit Hall Open**

5:00 pm – 8:00 pm **Exhibitor Move-Out**

**Schedule subject to change.*



EM Environmental Management

safety ❖ performance ❖ cleanup ❖ closure

www.em.doe.gov

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American Science and Technology	708
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- Veteran-Owned Small Business

NAICS Codes: 541511, 541512, 541513, 541519, 541611, 561920, 238210, 541430

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EXHIBITOR LISTING A-Z

AAJ Technologies 713

AAJ Technologies is an 8(a) SDB and MBE providing high-value IT solutions including: Portals, Collaboration & Workflow, Custom App Dev, BI, Analytics & Data Warehousing, Systems Integration, EDI & SOA, Cloud & Virtualization.

AaLadin Cleaning Systems 1019

AaLadin Cleaning Systems, U.S. manufacturer of High Pressure Washers offers a patent pending High Efficiency product operating on 30% less fuel; the Heat Exchanging Technology allows reduced fuel consumption/emissions for an environmentally friendly product.

Ace Glass 302

Ace Glass is a manufacturer of Laboratory Glass and Equipment. We feature our famous Ace Threds on various glass components and small temperature controllers. Ace makes glass for both small bench reactors as well as large scale process reactors.

Acme Auto Leasing, LLC 802

Acme Auto Leasing has been supplying lease vehicles to federal, state, and local government agencies since 1982. We specialize in flexible lease terms and offer vehicles of all makes and models. We hold a GSA Schedule 751 Federal Contract.

ActionNet, Inc. 706

ActionNet is an SEI CMMI Level 3, ISO 9001:2008, ITIL, 8(a) and woman owned IT Engineering Firm with a TS clearance and presence in 35 states. We specialize in Program Management, ITSM, Software Engineering, SharePoint, Cyber Sec & IT Bus Governance.

AEA Technology, Inc. 821

Leading US manufacturer of rugged, light-weight, hand-held step TDR's for cable testing and RF test instruments for antenna systems including: SWR & Return Loss meters, and Network Analyzers with Spectrum Analyzers, Power Meters and FDR's.

AECOM 100

AECOM is a global provider of professional technical and management support services to transportation, facilities, environmental, energy, water, and government markets. AECOM has 45,000 employees serving clients in more than 100 countries.

Ahtna Government Services Corp. 321

Established in 1999, Ahtna Government Services Corporation a wholly owned subsidiary of Ahtna, Incorporated. Provides high quality services worldwide and is CPUC-certified. Ahtna is one of the fastest growing small business firms in the United States.

Allegheny Science & Technology 906

Allegheny Science & Technology is a management and technology services company, providing agile program/project management, business analysis and software/systems IT services.

American Science and Technology 708

AST strives to assist our national security through energy security and self reliance. AST is a small business with twenty to thirty employees that has an active presence in Illinois, Wisconsin, South Dakota, and West Virginia.

American Small Business League 707

The American Small Business League was formed to promote and advocate policies that provide the greatest opportunity for small businesses - the 98% of U.S. companies with fewer than 100 employees.

Apex MachineTool Co. 626

Producer of Tools, Gauges, Fixtures, Precision Components. Prototype or Short run production. Full Design & Build Capabilities, with experience in all alloys. ISO-9001: 2000, AS9100B, ITAR Registered.

Argonne National Laboratory 711

Where scientists and engineers come together to open up new possibilities for the future.

ARS International 712

An 8(a), Native American/Veteran Owned, Small Disadvantaged Business Specializing in Radiological Laboratory Services, Environmental Remediation, Decontamination, Decommissioning and Demolition Services, and Hazardous Waste Management Services.

Astro Machine Works, Inc. 320

Astro Machine Works, Inc., an ISO 9001 and AS9100 certified small business, is a full service products and solutions provider of custom automation machinery, components and fabrications to a variety of industries.

ATC-Nuclear 306

ATC-Nuclear provides a single source solution for Commercial Grade Dedication, Seismic and Environmental Qualification, Engineering and Testing Services, as well as Obsolete Component Sourcing.

B&W Pantex 625

B&W Pantex is the M&O Contractor that manages and operates the Pantex Plant for the U.S. DOE/NNSA. The Pantex Plant is a manufacturing facility charged in the assembly/disassembly of the nation's nuclear weapons stockpile.

B&W Y-12 719

The mission of the Y-12 National Security Complex is to meet the needs of the DOE, the NNSA, other government agencies, & private industry through a commitment to excellence in the use of a technology-based manufacturing center.

Bechtel National, Inc 609

Bechtel National provides engineering/procurement/construction/management services to the US Government: national lab operations, nuclear facilities design/construction, radioactive waste remediation, chemical weapons elimination, homeland security.

Bits Limited 624

Bits Limited manufactures ENERGY SAVING electronics, such as the Smart Strip Surge Protector and the Smart Strip Charging Station. The Smart Strip technology eliminates standby power consumption ("vampire" energy loss).

Bose Research & Development, Inc. 111

We market The Automobile Anti-Air Pollution & Energy Conservation System. It separates the pollutant, unburnt HC gases from the exhaust CO2 gases. These unburnt gases are recycled to the engine. This results in 15% fuel and 35% emission reduction.

Builders Steel 327

With dual AISC certifications in Steel Fabrication and Erection, Builders Steel and Crane is also a certified WOSB. Our Services are organized into three areas: Steel Fabrication, Erection and Over Head Crane Manufacturing, Installation and Service.

Burgess & Associates, Inc. "Hot Zone USA" 1002

Hot Zone USA is one of the most experienced and trusted providers of emergency response and safety training. Since 1987, our customers have depended

on us to ensure that they have effective response programs, safer workplaces and proper equipment.

Cartwright Engineers 627

Established in 1978, Cartwright Engineers has provided 33 years of quality service on projects throughout the U.S. We provide engineering support and planning for many nuclear and D&D clients including government, contractors, and private industry.

Cavanagh Services Group, Inc. 212

Cavanagh Services Group, Inc. is an 8(a)/SDB, Woman-Owned Small Business. Cavanagh specializes in integrated project management and transportation services for radioactive, hazardous, non-hazardous, toxic and industrial waste.

CH2M HILL Nuclear Business Group 201

Headquartered in Denver, Colorado, employee-owned CH2M HILL is a global leader in full-service program management, engineering, construction, and operations for government, civil, industrial and energy clients.

Champion Technologies, Inc. 204

Champion Technologies, Inc. manufactures brake and friction components for all types of industrial uses. We provide friction blocks for hydroelectric generators and brake bands for nuclear power plant construction, and remanufacturing of parts.

Cherokee Services Group 703

CSG is part of Cherokee Nation's Technology Portfolio; offering a full spectrum of IT and Business Process Services. Tribally owned 8(a), HUBZone with Top Secret Facility Clearance and GSA Schedules. Successful performance with DOE since 2006.

Chickasaw Nation Industries, Inc. 613

Chickasaw Nation Industries, Inc. is a holding company of LLCs, providing government and commercial clients with diverse services. Services include program management, information technology, technical and administrative support, medical and dental staffing, aviation and space technical support.

Chugach Alaska Corporation 409

Chugach Alaska Corporation is an ANC specializing in Global Support Services. Chugach performs and provides facilities and infrastructure O&M, construction, environmental and educational services, engineering, IT, and steel metal fabrication.

- Clauss Construction** 114
Demolition and Hazardous Waste Remediation Earthwork, Engineering and Minor Construction.
- CMG** 402
Green Energy Solutions. Primarily energy efficient lighting applications to include LED. "Smart Building" consultation and analysis.
- Command & Control Environments** 910
Command & Control Environments represents a host of mission critical control room products such as command consoles, A/V systems, raised flooring, etc. Our core competency is designing, provisioning and supporting mission critical facilities.
- Commodore Advanced Sciences, Inc.** 404
Commodore Advanced Sciences is a Small Business established in 1977 specializing in environmental monitoring services, benthic laboratory services, and waste treatment services, especially reactive metals such as sodium, PCB waste and LLMW.
- COMPA Industries, Inc.** 506
COMPA Industries is a small, disadvantaged, woman-owned business that is headquartered in Albuquerque, New Mexico. COMPA has been a prime professional services provider to the DOE and its complexes for over 24 years.
- Company Wrench** 101, 103, 202
Equipment Sales, Rentals, Parts and Service of Construction, Scrap and Demolition Equipment. Manufactures The Dust Destroyer - self-contained Dust Suppression Machine. Full-line of Dust Suppression Machines. 11 Locations Nationwide.
- Compliance Information Systems** 424
CIS is the nations leading provider of software for drug and alcohol program management. Our applications simplify compliance for DOT & DOE regulated drug testing programs by providing tools for random selections, result downloading, reports and more.
- Concept Seating** 412
- Crestmark** 420
Crestmark is an FDIC insured bank which provides working capital to small to medium sized businesses across the country. One of our areas of expertise is assisting companies doing business with the government.

- Cross Canvas Bag Company** 1116
Cross Canvas is a veteran owned US manufacturer of bags. Primary uses include trade shows, conventions, conferences and custom spec-ed bags. Also included in our product line are custom woven cotton throws. Quality products, competitively priced.
- CTAC** 323
CTAC is a privately owned small business specializing in program management support, regulatory support, technical security programs, human capital, performance and professional development support, and information management technology.
- CTI and Associates, Inc.** 726
CTI is a SBA 8(a) consulting engineering and construction firm specializing in design, permitting and construction of waste disposal facilities as well as geotechnical engineering, environmental remediation, material testing & heavy civil construction.
- Dade Moeller** 810
Dade Moeller is nationally-recognized, specializing in radiological & nuclear safety, environmental protection, worker safety & health, and technical site services; providing a full range of services to government and commercial clients.
- DeNuke Contracting Services, Inc.** 113
Turnkey staffing & recruiting services for nuclear facility D&D, radioactive & mixed waste management, radiation protection development & implementation, and specialized training, including curriculum development and instruction. Quals in Env Svcs; Rad Eng/HPs; H&S; & Nuclear Staffing.
- Department of Homeland Security** 322
Purchase of goods and services for the day to day operation of the eight components making up the Department of Homeland Security.
- Diversified Metal Products, Inc.** 709
Diversified Metal Products provides metal fabrication services to the nuclear industry. We specialize in gloveboxes, pressure vessels, UL 508A panels, exotic materials, tight tolerances, and strict NQA-1 adherence.
- Dodgen Mobile Technologies** 907
Dodgen Mobile Technologies has an over 36 year history in designing and manufacturing commercial

products that includes Mobile Command Centers, Investigation Labs, SWAT, Mobile Laboratories, etc.

- DOE-Office of Legacy Management** 203
The U.S. Department of Energy Office of Legacy Management (LM) was established in 2003 to provide a long-term, sustainable solution to the legacy of the Cold War.
- Domaille Engineering** 525
Domaille Engineering is a woman owned small business based in Rochester, MN. Domaille works with industry leading OEM's using co-engineering techniques to supply precision manufactured and assembled products.
- E2 Consulting Engineers, Inc.** 908
E2 Consulting Engineers, a Minority-Owned SDB offering a full spectrum of professional services, including infrastructure operations/maintenance, facility operations, engineering & design, environmental engineering & project/construction management.
- Eaton Corporation** 207
Eaton Corporation is a global power management company and technology leader in electrical components, systems and services for power distribution, control & automation, power quality, and software and metering.
- Edgewater Technical Associates** 1003
Edgewater Technical Associates, LLC is a small business providing services to the DOE complex. We offer best-in-class expertise in human performance, regulatory compliance, and engineering services to support complex and hazardous operations.
- EES, LLC** 426
EES supports a variety of Federal missions by applying business expertise and information technology to implement sound and affordable enterprise solutions. For more information visit EES on the Internet: www.eesllc.net.
- EGS, Inc.** 825
Staff Augmentation provider of Engineering, IT, Administrative and Technical personnel.
- Eichrom/NPO** 923
Eichrom Technologies and NPO enable the efficient measurement and control of radioactive materials and processes through chemical separation technology, radiation shielding and contamination

control. Technical Support and ALARA Engineered Solutions.

- Empyrean** 313
Providing specialized technical & engineering reviews, project management, coaching and staff augmentation to the nuclear industry. Also working with government agencies and Fortune 500 Companies on providing consulting and staffing solutions.
- EMW** 107
- EMX, Inc.** 1012
EMX, Inc. of Melbourne Florida is a veteran owned provider of video-based surveillance/security systems and weapon sights for defense, energy, and international customers.
- Energy, Technology & Environmental Business Association (ETEBA)** 410
ETEBA is a national non-profit trade association representing a diverse group of large and small companies that provide environmental, energy, engineering, construction and other technical services to federal agencies and corporate clients.
- EnRep, Inc.** 1119
EnRep is a Woman Owned Small Business specializing in Environmental, Health, and Safety Compliance, Engineering, and Workforce Development with an emphasis on Training, Procedure Management, D&D and Chemical Management.
- Environmental Management and Planning Solutions** 803
- ErgoGenesis** 806
BodyBilt ergonomic chairs and ErgoFusion workspace accessories positively impact your workers' well-being and productivity while also reducing worker's compensation claims and lost time. That's a true return on investment.
- Extrutech Plastics, Inc.** 411
Extrutech Plastics, Inc. is a custom PVC extruder, specializing in the production of high-quality, custom-designed, close-tolerance profiles.
- FedTech, LLC** 720
FedTech is a specialty trade and general construction contractor. Specialties include: mobile surveillance, perimeter security, communications wiring, general construction, GSA Schedule holder, and Service-Disabled Veteran Business.

- Fluor** 303
Fluor is a leading engineering, procurement, construction, maintenance, and project management company. We support the DOE in nuclear remediation and demolition, handling and disposition of wastes, and transition from operations to a closure.
- Four Points Technology, LLC** 521
Four Points Technology is a Service Disabled Veteran Owned Small Business (SDVOSB) dedicated to providing IT Products and Professional Services to the Federal Government.
- FP2FIRE** 812
FP2FIRE provides Fire Protection Engineering technical & owner advocacy services related to issues with Building & Fire Codes, DOE & NFPA regs during facility construction/renovation projects; Life Safety & Fire Hazard evals; code consulting & more.
- FSI/AOPD** 308
FSI is a certified woman-owned small business, providing complete national coverage through 72 AOPD business partners and has offered the ICPT contract to the US DOE since 2003 through the AOPD membership.
- GEM Technology** 210
GEM is a premier woman-owned, disadvantaged small business provider of precision executed Security and Emergency Mgmt, Engineering, Environmental and Safety services assuring the health, safety and security of our National Security & the environment.
- Gexpro** 826
Gexpro is a worldwide, full-line distributor of electrical products and solutions - with the resources to get customers what they need, where and when they need it. Gexpro has over \$200MM in inventory in over 100 locations in the US.
- Global Languages & Cultures, Inc.** 620
Founded in 1993, GLC is a women owned business, dedicated to providing innovative language based solutions to government agencies and private industries alike. We invite all government agencies to GSA Advantage: GSA contract #GS-10F-0171R.
- Global Refractory Installers and Suppliers** 922
GRIS provides the power industry with aftermarket service, repair, and rebuilds of all items involving castable refractory, ceramic fiber linings, and high

- temperature air flow management. GRIS also excels in heat recovery installation and design.
- Graybar** 621
Graybar is the leading North American distributor of high quality components, equipment and materials for the electrical, telecommunication, IT, security, and MRO industries and has over 240 locations nationwide.
- Hannah Solar Government Services, LLC** 912
Hannah Solar Government Services, LLC was founded by Colonel (Retired) Dave McNeil. Dave served over 30 years in the US Army with half of his career focused on facilities and installation management, serving as the Installation Commander of Fort Dix.
- Harmonics Limited** 222
Harmonics Limited, Inc. "Harmonic Suppression System", a patented technology which prevents the generation of third (3rd) harmonic currents by the nonlinear electronic equipment in the building's power distribution system.
- Health Net Federal Services, LLC** 927
Health Net Federal Services, LLC (Health Net) is the Government Operations Division of Health Net. Our lines of business include DoD, Veterans Administration, State and local government contracts.
- Holman's, Inc.** 904
Holman's is a leading technology provider for HP and Apple Computing Solutions. Holman's focus is to build strong customer relationships with its knowledgeable sales and technical specialists who provide extensive pre and post-sales support.
- Honeywell Federal Manufacturing & Technologies, LLC** 219
Honeywell Federal Manufacturing Technologies LLC, manages the National Nuclear Security Administration's Kansas City Plant where high-tech production services for government agencies are provided for defense systems that protect our nation.
- HBCU Spotlight** 903, 905
Historically Black Colleges and Universities (HBCUs) interested in partnering with Federal agencies and small businesses to further increase the participation of minority educational institutions (MEIs) in grant and contracting opportunities.

- Hukari Technical Services, Inc.** 221
Hukari is a Vietnam Veteran, solely-owned, small business with the goal of providing only the highest quality engineering and technical services to the nuclear industry: Nuclear Safety & Licensing, QA, Project Management, Readiness Review, D&D, etc.
- Icon Construction, Inc.** 119
Icon Construction, Inc. is a SB general contractor specializing in Design/Build of permanent modular and modular relocatable buildings. We are SBA Certified 8(a), SBA Certified SDB, Veteran, HubZone and Native American owned, TXMAS, and Buyboard.
- Idaho National Laboratory/Battelle Energy Alliance** 813
Idaho National Laboratory is a DOE multiprogram national laboratory and the nation's leader in nuclear research and development. Day-to-day management and operation of the Laboratory is the responsibility of Battelle Energy Alliance.
- Ideal System Solutions, Inc.** 1105
Founded in 1997, Ideal System Solutions, Inc. has become a trusted advisor to government, education and commercial organizations nationwide by providing "best-in-class" technology products, professional services and enterprise solutions.
- Inscape Data Corporation** 123
Founded in February 2004, Inscape Data Corporation is a U.S. based manufacturer of outdoor network appliance products, i.e., outdoor PoE, wired/wireless, and IP video security products based on H.264 /JPEG video compression standards.
- Integrated Solutions & Services, Inc.** 909
Integrated Solutions & Services, Inc. (ISS) is an innovative, creative, HUBZone-certified small business providing dynamic solutions for our clients in the areas of business, science, and the environment.
- Integrated Veteran Services, LLC** 208
Integrated Veteran Services offers to the DOE, a single point of purchasing for HI Saver Multi Outlet Surge Protectors, IT hardware and software products, 'Made in America' LED lighting solutions, and Seal Shield patent pending waterproof technology.
- IPKeys** 401
IPKeys is at the forefront of implementing secure Energy Interoperability and OpenADR standards-based connectivity technologies, providing

- the two-way communications necessary for the Smart Grid.
- J.A. White & Associates, Inc.** 822
J.A. White & Associates, Inc is a consulting company.
- Joseph Oat Corporation** 622
We are an integrated designer and manufacturer of fabricated products for the Nuclear Power Industry, including safety related and N stamped equipment. We fabricate ASME Sec III, VIII, NQA-1 Heat Exchangers, Pressure Vessels, Radwaste Canisters.
- Kelly Group, Inc.** 419
Kelly Klosure Systems manufactures a pre-framed panelized system for steel buildings and enclosures. Our buildings assemble quickly with factory-installed personnel doors, windows and rigid insulation. Contact us today.
- KeyLogic Systems, Inc.** 623
Highly successful small business provider of program management support services, information management, and energy technology/RD&D support. Our exceptional growth is due to our high standards, proactive solutions, and commitment to our customers.
- KRIHOS International, LLC** 325
KRIHOS user-friendly Audit XL software simplifies establishment, implementation & maintenance of Environmental, Safety, Health & Quality Management Systems that ensure compliance with regulations/standards, and continual improvement of operations.
- Lawrence Livermore National Laboratory** 512
LLNL's mission is to advance/apply science and technology to ensure the safety, security, and reliability of the U.S. nuclear deterrent, reduce/counter threats to national/global security, and enhance the energy/environmental security of the nation.
- LCPtracker** 326
LCPtracker is a powerful, web-based software used to collect, verify and manage your contractor's and subcontractor's prevailing wage certified payrolls and related labor compliance documentation.
- Lewis and Fowler** 206
Lewis & Fowler is a project management services firm providing schedule, cost, and technical risk management, earned value management, and proposal support services, using DOE O 413, with

our Deliverables Based Planning® to increase project success.

Los Alamos National Laboratory 508

Los Alamos National Laboratory is managed and operated by Los Alamos National Security, LLC, and is a premier national security research institution, delivering scientific and engineering solutions for the nation's most crucial and complex problems.

LRS Federal, LLC 523

LRS Federal is an engineering, consulting and technical services firm with a diverse staff of engineers, scientists, attorneys, consultants and field technicians, with decades of experience supporting a range of Federal programs and projects.

M&M Management Services, Inc. 901

M&M Management Services, Inc. (M&M) is an 8(a) certified and SDVOB organization. M&M is a diverse company that provides various types of management and facility support services to government and commercial organizations.

Management Solutions, LLC 422

MSLLC is a woman-owned, small business offering comprehensive project services backed by solid experience. Services include: Project Management/Control, Information Systems Application/Integration, Project Management Training, and Cost Estimating.

MCR, LLC 507

MCR, LLC supports our customers in Integrated Program Management. MCR's approach utilizes Strategic Planning; Cost and Schedule Analysis; Acquisition Management, and Program Assessment.

Merrick & Company 527

Merrick & Company provides engineering, design, architecture, and geospatial services to support R&D, manufacturing, alternative energy, life sciences, military systems, and military facilities for government and private industry.

MHF Services 920

MHF Services is an integrated packaging, transportation and logistics provider offering solutions for generators and shippers of radioactive, hazardous, and non-hazardous waste, materials, and by-products.

Midland Scientific, Inc. 126

Supplier of laboratory supplies, equipment, and chemicals.

Missouri Procurement Technical Assistance Centers (MO PTAC) 423

The MO PTAC program is a statewide effort partially funded by a grant from the Defense Logistics Agency (DLA) to help Missouri businesses compete and win government contracts.

Mobile Pathways 115

Mobile Pathways, Inc. designs and manufactures custom mobile power management solutions for military and commercial applications.

Mobile Power Solutions 721

Mobile Power Solutions is an independent cell and battery laboratory that provides best in class safety and performance testing. We provide accurate and timely service in a full range of testing capabilities. Visit us at www.mobilepowersolutions.com.

National Fire Protection Association 213

Training at your location, bring NFPA® experts to your facility – it's simply the best option when you need to enhance safety and improve the skills of 10 or more employees. Call today – (877) 336-3280 or e-mail onsiteseminars4@nfpa.org

National Nuclear Security Administration 319

NNSA is responsible for the management and security of the nations nuclear weapons, nuclear nonproliferation, and naval reactor programs. It also responds to nuclear and radiological emergencies in the United States and abroad.

National Renewable Energy Laboratory 807

National Renewable Energy Laboratory (NREL) is the only federal laboratory dedicated to the research, development, commercialization and deployment of renewable energy and energy efficiency technologies.

Navarro Research & Engineering, Inc. 522

Navarro provides DOE and NNSA with environmental, renewable energy and energy efficiency, nuclear, defense and quality and safety services.

NEI Corporation 311

We manufacture and sell nanoscale products, provide advanced materials development services, and perform contract-based R&D for public and private entities. Our nano-engineering based approach bridges the gap between science and applications.

NetGain Corporation 413

NetGain Corporation is a woman-owned small business, specializing in personnel security, human reliability, information security, occupational health services, substance abuse testing, and protective force and canine detection support.

NICA 529

NM Department of Veteran Services/ VBOC 820

The New Mexico Department of Veterans' Services, Veteran Business Outreach Center helps create, develop, and retain veteran-owned small business enterprises.

North Wind Group 611

North Wind Group companies are leaders in the environmental, engineering, and construction industries. They are small disadvantaged, Alaska Native Corporations and are able to pursue small business and 8(a) set-aside contracts under all NAICS codes.

Northern Wings Repair, Inc. 122

NWR manufactures, repairs and distributes industrial, military and aircraft parts & material as well as provide extensive services. Machine/fabricate made to print items. ISO 9001 CERTIFIED and are FAA approved for Welding, Machining and NDT.

Northwind Engineering, LLC 118

Northwind is multi-faceted construction company with many services and skill sets available. We are an 8(a), American Indian, HUBZone, Woman-Owned and Disadvantaged Small Business Firm.

Oak Ridge Associated Universities 220

We bring together university faculty and students to collaborate on major scientific initiatives that strengthen America's leading edge in science and technology.

Oak Ridge National Laboratory 809

Oak Ridge National Laboratory is the Department of Energy's largest science and energy laboratory. ORNL has six major mission roles: neutron science, energy, high-performance computing, systems biology, materials science, and national security.

Office of Environmental Management 509

The Office of Environmental Management's mission is to complete the safe cleanup of the environmental legacy brought about from five decades of

nuclear weapons development, production, and Government-sponsored nuclear energy research.

Office of Nuclear Energy 504

PEP is an 8(a) firm with thirteen years experience in support services to the federal government. Currently engaged in a mentor-protégé partnership with IBM, PEP specializes in project management, administrative support, technical assistance to grantees, and management consulting.

Olgoonik Development, LLC 205

The Olgoonik family of companies are international and provide professional and technical, logistics, environmental and security support services to Federal agencies.

OriginLab Corporation 309

OriginLab publishes data analysis and graphing software. Our products provide comprehensive solutions for scientists and engineers who need to analyze, graph, and professionally present data.

Pacific Mobile Structures, Inc. 305

Commercial Modular Construction: Job site trailers, shutdowns, RR and Shower buildings, custom office buildings, etc.

Pacific Northwest National Lab 811

Pacific Northwest National Laboratory (PNNL), operated by Battelle Memorial Institute, located in Richland, WA on the Hanford site, is a DOE Office of Science multi-program laboratory providing science, technology, and leadership to increase U.S. energy capacity while reducing dependence on imported oil, prevent and counter terrorism, the proliferation of weapons of mass destruction, and reduce the environmental effects of human activity.

Pajarito Scientific Corporation 727

PSC is an American-Owned Small Business - a world leader in supporting global nuclear energy and defense programs in waste management, safeguards, security, materials control, accountancy, nuclear site remediation and criticality safety.

Parsons 103

Parsons, celebrating more than 65 years of growth in the engineering and construction industry, is a leader in many diversified markets with a focus on infrastructure, environmental, and defense/security. Please visit www.parsons.com.

Performance Results Corporation 804

Performance Results Corporation is a small woman owned business providing services in the following support areas: Program & Project Management; Facilities & Administrative; IT; Strategic Planning & Management; Technical & Engineering Consulting.

Polu Kai Services, LLC 102

Polu Kai Services, LLC (PKS) is a multi-disciplinary firm with capabilities in A/E Design/Build, Construction, Field Engineering, Management Services and Environmental Services including Asbestos, Lead Based Paint & Mold Remediation Services.

Porter House, Inc. 723

We provide the talent, innovation and proven performance to deliver technical and engineering services for commercial and government clients. Porter House's philosophy is grounded in integrity and respect.

Pro-Lite, Inc. 1123

Pro-Lite has been in business for 30 years and is the leader in manufacturing, designing, and engineering LED Lighting, Induction Lighting, LED and LCD display signs, and many other LED and Green products.

Project Services Group 304

PSG, an 8(a) SDB, provides professional, technical, administrative consulting, staff augmentation support, and project management services, from quick turn-around tasks to long-term projects.

PS Energy Group, Inc. 921

PS Energy provides transportation fuels, emergency fueling and fleet management services, including etrac™, a telematics solution that helps improve productivity, profitability & the environment through better asset monitoring & vehicle tracking.

RED, Inc. Communications 526

RED, Inc. specializes in providing professional communication consulting and business support services to both government and private sector companies. The company was established in 1993 as a woman-owned, small disadvantaged business.

Restoration Services, Inc. 112

RSI is a woman-owned small business with a staff of 200 professionals and specific expertise in environmental monitoring and surveillance, characterization, environmental documentation,

project controls, on-site disposal facilities and renewable energy.

RussTech Language Services, Inc. 211

RussTech provides translation and interpreting services in over 50 languages to government and industry clients. DOE clients include NNSA and several national labs. Private sector clients include utilities, equipment manufacturers and suppliers.

S&A Environmental Consultants, LLC 128

S&A is the premier Service Disabled Veteran-Owned Small business serving the federal government in all areas of environmental support including alternative/renewable energy project management, restoration, compliance, pollution prevention, and NEPA.

Saicon Consultants, Inc. 324

Saicon Consultants, Inc. has provided IT services to clients for over twelve years. Saicon is a WOSB, 8(a), SDB, MBE and SEI CMMI Level 2 certified. Specialties are: IT OM, Application Development, Network Admin, Data Ctr Mgt, and ERP/SAP/Oracle.

Sandia National Laboratories 519

Our nuclear weapons mission is synergistic with our broader national security work. Technologies developed to sustain the nation's nuclear deterrent are developed for nuclear nonproliferation, counterterrorism, energy security, and homeland security.

Savannah River Nuclear Solutions, LLC 215

Management and operating contractor at Savannah River Site. SRS processes and stores nuclear materials, develops and deploys technologies to improve the environment, and treats nuclear and hazardous waste remaining from the cold war.

Scientific Sales, Inc. 725

Since, 1987, SSI has been a distributor for laboratory supplies, lab chemicals, safety products and law enforcement products. Customers include government agencies, contractors and commercial accounts.

SDSE, LLC 120

SDSE is an 8(a) certified, Veteran-owned small business that provides Management Support, Technical Assistance, and Engineering Services. SDSE is the prime contractor on over 20 contracts across 7 agencies, our largest client being the DOE.

Sealaska Corporation 405

Sealaska Corp is the Alaska Native corp hqt'ed in Juneau, Alaska that rep 20,000 tribal member shareholders of Tlingit, Haida and Tsimshian descent. Sealaska has operations in construction, environmental remediation, security services & IT consulting.

SecureUSA 824

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SFS Chemical Safety, Inc. 415

SFS Chemical Safety Inc. is an 8(a) 8(m) woman-owned small business that provides industry-leading environmental consulting and technology for chemical, hazardous waste, radioactive material and facilities management and regulatory compliance.

SofTec Solutions, Inc. 407

SofTec Solutions is a professional services firm headquartered in Englewood, CO with a national presence in all 50 states. We provide services in outsourcing, ERP, Engineering and IT Support. We are a SDB and GSA schedule holder. www.softecinc.com

SPC Federal Consulting 911

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Stanek Tool Corporation 1125

Stanek Tool Corporation is an ISO 9001-2008 registered, certified woman-owned small business, tool and die shop. CAGE CODE: 26120, CCR/ORCA registered. Navy Nuclear and Level 1/Subsafe approved. Precision machined parts and assemblies.

Stealth Manufacturing, LLC 606

Stealth manufactures Electric Vehicles that are energy efficient, quiet, fast, and safe for the environment.

Strata-G 421

Strata-G provides services in nuclear materials management, transportation, logistics and supply chain management, regulatory compliance, energy management, biofuels, GHG management. Our scientists and engineers work at DOE sites throughout the U.S.

Sullivan International Group, Inc. 808

Sullivan International Group, Inc. is an applied science, engineering, and technology firm that has been serving both the commercial and government sectors since November 1998. Sullivan is a Service-Disabled Veteran-Owned Small Business.

Swissomation, Inc. 722

Precision Swiss type CNC machine shop capable of turned parts up to 3/4 in. Prototypes, production runs & sub-assemblies. Materials machined include plastics, aluminum, beryllium copper, copper, bronze, brass, steel & stainless.

TCP, Inc. 915

TCP designs, develops and markets energy efficient lighting products, including CFL, emergency and exit lighting, T8/T5 Lamps, commercial ballast, Linear High Bays, energy efficient fixtures, Metal Halide, LED and cold cathode lighting sources.

Technology Integration Group 1010

An award-winning Certified Minority Enterprise, certified Small Business, Technology Integration Group (TIG) is a single source of IT solutions for small, medium, enterprise, government and education organizations.

Tetra Tech 307

Tetra Tech has provided planning, design, construction, and operations support to DOE/NNSA for more than 30 years. We share DOE's unwavering commitment to the safety and protection of our workers, our nation, and the environment.

TEVET, LLC 312

TEVET is a Value Add Reseller of Electronic Test and Measurement Equipment and Services under the following NAICS Codes: 334515, 423610, 423690, 333994 and 333415.

The Talmadge Group, Inc. 913

Professional Services firm providing exceptional Integration, Support and Technical Programming services to Federal, State, and Local clients. Expertise includes Web-base development, ERP, Legacy Systems Maintenance & Support, Workforce Development.

The Whitestone Group, Inc. 520

The Whitestone Group, Inc., a SDVOSB with 8(a) certification is a leading provider of physical security and asset protection services, with a nationwide force of uniformed armed and unarmed protective service officers.

Thomas Jefferson National Accelerator Facility 902

The Thomas Jefferson National Accelerator Facility (Jefferson Lab) is funded by the U.S. Department of Energy's Office of Science. As a user facility, its primary mission is to conduct basic research of the atom's nucleus at the quark level.

Thornell Corporation 919

Thornell Corporation's sole business is odor elimination. All Thornell products permanently eliminate, not mask, odors on contact. Thornell products are all safe, nontoxic, nonirritating, and biodegradable. Stop by our booth for your FREE sample.

Three Saints Bay, LLC 715

Cyber Security, Continuity of Operations, SOA, application development, software development, web services, network architecture/Infrastructure design, operational forensic analytical support, and program management.

TLI Solutions, Inc. 223

TLI Solutions provides engineering, scientific, regulatory, and management consulting services to government and commercial entities.

Trans-Tel Central, Inc. 310

Trans-Tel provides Information Technology solutions including structured cabling systems, network infrastructure, voice systems, digital display, OSP construction, design, engineering, installation, testing and documentation, GIS and CAD services.

Tremco Incorporated 705

Tremco's Small Business Strategic Alliance Program offers teaming opportunities for roofing and building envelope repair or renovation.

Tribalco 1015

Tribalco is an SBA-certified 8(a) telecommunications company delivering turn-key communications services and integrated solutions worldwide. Core competencies include: procurement, design, engineering, asset deployment and project management.

Trowbridge & Trowbridge 427

Trowbridge & Trowbridge is a woman-owned small business providing IT Planning, Operations, and Maintenance; Systems Engineering; Telecommunications; Software Development; and Cyber Security services nationwide to Federal civilian and defense clients.

Turnkey Transportation 425

Turnkey Transportation is a Woman Owned Small Business providing technical services for over 10 years to transport Radioactive and Hazardous Materials. Our services include: Radio Frequency Technology, technical services, and compliance oversight.

University of California, Lawrence Berkeley National Laboratory 406

The University of California-managed Department of Energy laboratories provide research and development in support of the overall Department of Energy's mission.

URS 701

URS is a leading provider of engineering, construction, and technical svcs for public agencies and private sector companies worldwide. Providing svcs in power, infrastructure, industrial and commercial and Federal markets, URS is DOE's second largest prime contractor.

U.S. Department of Energy, Office of Energy Efficiency & Renewable Energy 121

The Department of Energy is the single largest Federal government supporter of basic research in the physical sciences in the United States, providing more than 40 percent of total Federal funding for this vital area of national importance.

U.S. Department of Energy, Office of Fossil Energy 601

The Office of Fossil Energy is responsible for initiatives including implementation of the \$2 billion, 10-year Clean Coal Power Initiative to develop a new generation of environmentally sound clean coal technologies.

U.S. Environmental Protection Agency, Office of Small Business Programs 827, 829, 924, 926

Supporting the protection of human health and the environment by advocating and advancing the business, regulatory, and environmental compliance concerns of small and socio-economically disadvantaged businesses.

USCIS: E-Verify 823

E-Verify is an Internet-based system that compares info from an employee's Form I-9, Employment Eligibility Verification, to data in U.S Department of Homeland Security and Social Security

Administration records to confirm employment eligibility.

VAL-FAB, Inc. 1133

VAL-FAB, Inc. SDVOSB - fabrication of: Pressure Vessels, Tanks, Heat Exchangers, Reactors, Evaporators, Military Components, Specialty Weldments and Brackets, Structural Steel Components, Decking, Stairs, Hand Rails, Ladders and Platforms.

Wackenhut Services, Inc. 510

WSI is a world leader in providing the highest caliber of security, fire & EMS, and BOS services to our Nation's critical assets and infrastructure for the Federal departments, as well as state and municipal government entities.

Wagstaff Applied Technologies 408

NQA-1 compliant engineering, welding, machining, assembly, and testing. 508A panel shop onsite. Products include material handling equipment, gloveboxes, containers, casks, and other electro-mechanical systems.

Warehouse One 505

Warehouse One is a small, woman owned business specializing in new & used materials handling equipment & systems including design and installation. We're warehouse experts serving

Government, retail and wholesale customers! GSA Schedule GS-07F-0192W.

Western Extralite Company 209

Western Extralite is a full-line, full-service distributor of electrical and datacomm products with 17 locations throughout Missouri and Kansas.

Westwind Computer Products 819

Westwind Computer Products is a value-added reseller of a wide range of IT Solutions and Services. We have extensive experience with handling the complex issues associated with doing business with the Federal Government and Prime Contractors.

Wildflower International 724

Wildflower is a HUBZone, SDB, Woman-owned Small Business. Unique in the community, Wildflower makes significant capital investment in infrastructure, while remaining committed to the adaptability that has been the hallmark of our success.

WTOK/Bearskin Services 710

Bearskin Services is an established provider of Telecommunications Products and Services, IT Products and Services, and Administrative Support. Bearskin is a 100% Tribally-Owned 8(a), SDB Company of the Wyandotte Tribe of OK (WTOK).

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To learn about grant and contracting opportunities available at DOE, visit www.grants.gov.

ATTEND OUR BREAKOUT SESSION

Date: Wednesday, May 11
Time: 3-5pm

Title: Minority Serving Institutions (MSIs): Bridging the Gap Between Federal Agencies and MSIs

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To learn more about how to work with Federal Agencies and small businesses, visit:
smallbusinessconference.energy.gov.

For additional information, please contact Jamie.Scipio@hq.doe.gov.

MAKING THE MOST OUT OF THE MATCHMAKING SESSIONS

TIPS FOR SUPPLIERS

What Are Matchmaking Sessions?

Matchmaking Sessions are face-to-face meetings that are invaluable in forging alliances between small businesses (“Suppliers”) and government agencies, prime contractors, and large or medium size businesses (“Buyers”). Each Matchmaking Session may open up endless business opportunities by providing small business owners with one-on-one exposure to potential procurement officials/buyers. Some refer to Matchmaking as “Business Speed Dating”.

Who Can Participate in Matchmaking Sessions?

Anyone registered for the event may participate in the Matchmaking Sessions.

What Sort of Buyers Might Attend?

Buyers are government representatives, large businesses, research institutions, prime contractors, or other Small Businesses.

As Supplier, how do I prepare for my Matchmaking Sessions?

- Don't come unprepared. Do your homework. Research the agencies and primes, visit their websites. Only target agencies that may have a need for your product or service. Write down any questions you have after doing your homework.
- Be on time and dress appropriately.
- Bring the right person that can answer any questions the procurement officer may have.
- Each meeting will be 15 minutes. Sell yourself. Present your business card. A brochure will work as well. Spend the first few minutes introducing your company overview. Include any certifications. Spend a few minutes describing your products and services and your unique niches. Spend a few minutes on your track record and successes. The rest of the meeting can be spent on interacting with the buyer to find out about opportunities, what the next step is and how you plan to follow up.
- Tell the Buyer how your company can help them.

What do I do after my Matchmaking Session and the event is over?

- Have an advance plan for following up and then follow through.
- Be proactive. The agency or prime contractor will not come knocking on your door. No matter how many T's you have crossed and I's you have dotted, you won't have a chance of getting a contract if you don't build a relationship. Make the connection with the right person. Remind them of who you are, your track record, solutions you have to problems they have, the prices you charge, etc.
- Be patient and persistent.

Can I bring more than one person from my company to a session?

Yes. But please no more than two people per company.

THE 12TH ANNUAL DOE SMALL BUSINESS CONFERENCE & EXPO MATCHMAKING SESSIONS

Date: Thursday, May 12, 2011

Time: 9:00 am – 12:00 pm
1:30 pm – 4:30 pm

Location: Grand Ballroom

Matchmaking Sessions are face-to-face meetings to forge alliances between small businesses (“Suppliers”) and government agencies, prime contractors, and large or medium size businesses (“Buyers”). Each Matchmaking Session may open up endless business opportunities by providing small business owners with one-on-one exposure to potential procurement officials. Anyone registered for the event may participate in the Matchmaking Sessions either as Buyer or Supplier.

Buyers are government representatives, large businesses, research institutions, prime contractors, or other small businesses. Buyers will host up to 16 individual, 15-minute sessions. A Supplier may register for up to 3 sessions with Buyers in a relevant category.

Supplier sign-up began on April 18, 2011, for all registered attendees. Onsite matchmaking sign-up is available at the registration desk (please inquire for times) or in front of the room the day of the matchmaking.

SELECTION OF COMPANIES PARTICIPATING IN THIS YEAR'S MATCHMAKING AS BUYERS:

Alliant Techsystems (ATK)
Ames Laboratory
AREVA Federal Services
B&W Pantex
Bechtel Jacobs
Bechtel National, Inc. - Waste Treatment Plant Project
Bechtel Plant Machinery, Inc.
Brookhaven National Laboratory
Brookhaven Science Assoc/National Lab
Concordia College Selma
Deloitte Services LP
DOE Western Area Power Admin
EnergySolutions
Fort Valley State University
Frido Printing Accord Ventures
Health Net Federal Services, LLC
Honeywell FM&T
Hypower, Inc.
IKESOSEK COMPANY LTD.
KC Corporation
KCP/Honeywell
Linde
Los Alamos National Laboratory
MACTEC Engineering and Consulting, Inc.
McCarthy Building Companies, Inc.
National Renewable Energy Laboratory
National Security Technologies
Oak Ridge Associated Universities

Oak Ridge National Laboratory
Pacific Northwest National Lab
Parsons
Pricewaterhouse Coopers, LLP
Safway Services LLC
Savannah River Nuclear Solutions, LLC
Savannah River Site - U.S. DOE
Spirit Technologies, LLC-B
Thomas Jefferson National Accelerator Facility
U.S. Department of State
University of California, Lawrence Berkeley National Laboratory
URS
URS - Washington Closure Hanford
URS Washington TRU Solutions LLC
WA River Protection Solutions
Western Area Power Administration
WorleyParsons Polestar

AREA INFORMATION

CONVENTION CENTER COMPLEX

- 1 H. Roe Bartle Hall
- 2 Municipal Auditorium/Music Hall
- 3 Conference Center
- 4 Grand Ballroom

HOTELS

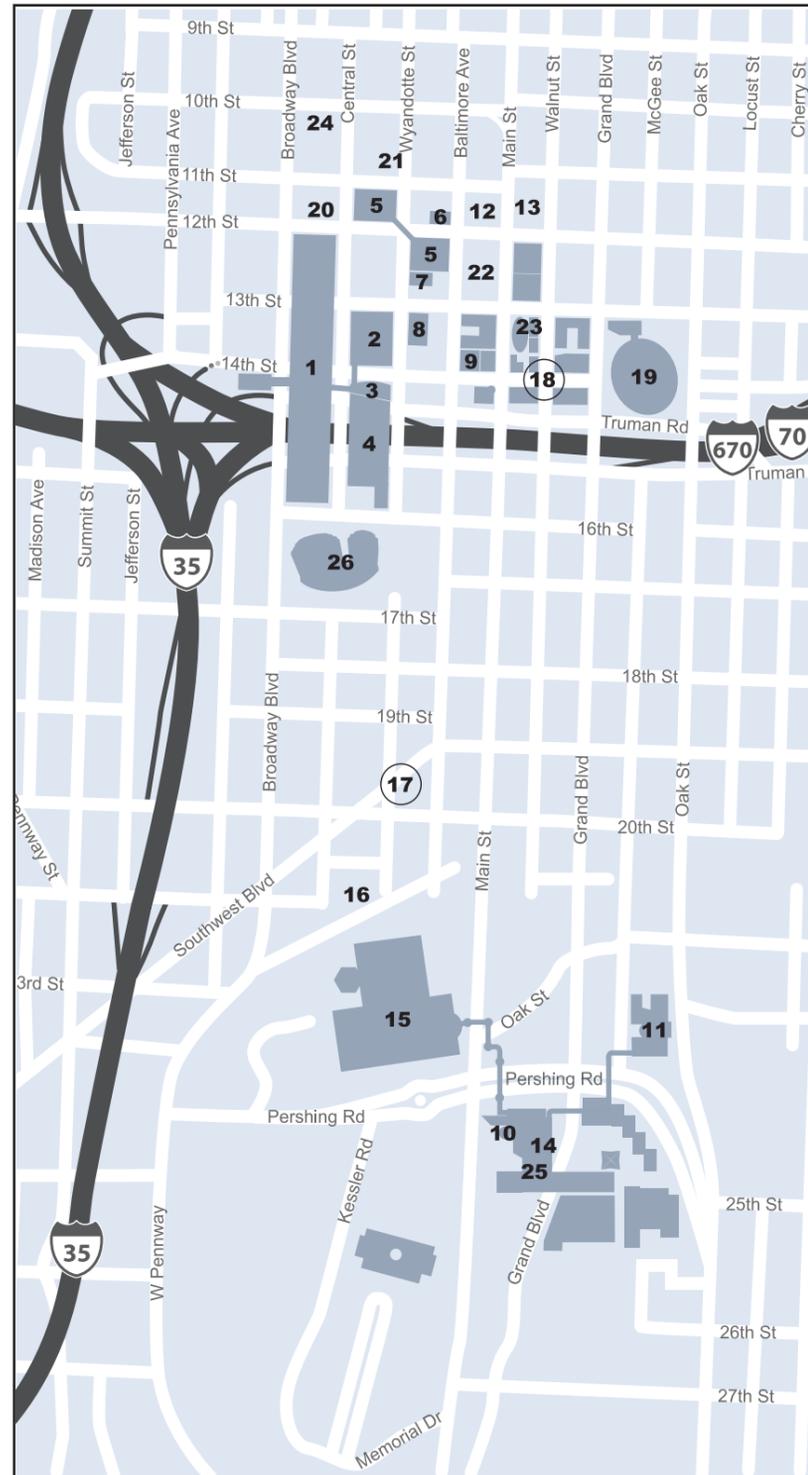
- 5 Kansas City Marriott Downtown
- 6 Hotel Phillips
- 7 Aladdin Holiday Inn
- 8 Crowne Plaza
- 9 Hilton President Kansas City
- 10 Westin Crown Center
- 11 Hyatt Regency Crown Center

SHOPS & ENTERTAINMENT

- 12 City Center Square (food)
- 13 Town Pavilion (food)
- 14 Crown Center Shops & Restaurants
- 15 Union Station/Science City
- 16 Freight House District/Restaurants
- 17 Crossroads Arts District
- 18 Kansas City Power & Light District
- 19 Sprint Center

THEATERS

- 20 Folly Theater
- 21 Lyric Theatre
- 22 The Midland by AMC
- 23 Copaken Stage at H&R Block
- 24 Quality Hill Playhouse
- 25 American Heartland Theatre
- 26 Kauffman Center for the Performing Arts



SPECIAL THANKS



U.S. Department of Energy,
Office of Small and Disadvantaged Business Utilization



U.S. Department of Energy,
Office of Minority Economic Impact

National Nuclear Security Administration's
Kansas City Plant



Honeywell Federal Manufacturing & Technologies, LLC



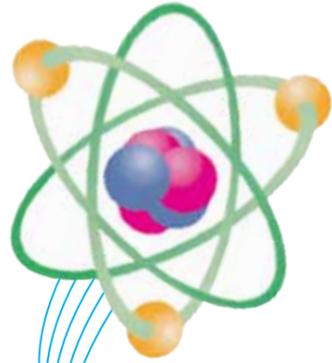
U.S. Environmental Protection Agency,
Office of the Administrator, Office of
Small Business Programs

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The National Nuclear Security Administration is actively recruiting the next generation of nuclear security professionals – from engineers, physicists and computer science experts to foreign affairs specialists and program managers – to join our ranks. NNSA provides challenging opportunities and an array of career development tools, including a Future Leaders Program offering hands-on experience at NNSA facilities and national laboratories around the country. NNSA, an agency within the U.S. Department of Energy, is responsible for enhancing national security through the application of nuclear science.



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- IT Strategy and Analysis
- Cyber Security
- Systems Integration

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(Electrical/Mechanical/Nuclear)
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- Project Management
- Project Controls
- Quality Management
- Waste Process Engineering
- D&D Services

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Managing change and bringing to fruition a successful strategy is not reactive but proactive. It addresses the tactical and strategic in a seamless manner bringing cohesive behavior into order that allows for their respective companies to engage today and tomorrows' challenges with speed and agility. No company has all of the required skill sets internally to achieve the objectives of tomorrow. Partnering is no longer a choice, but a MUST and UGT has the answer.

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GSA Schedule GS-35F-0268X



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~ DOE Secretarial Small Business Awards Program, Nominee, 2010

~ SBA Prime Contractor of the Year Nominee, 2010

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