

Call for Presentations APTAC Fall 2014 Training Conference

Conference Theme: “The Challenge of ‘Faster-Better-Cheaper’ in Government Acquisition”

Location: The Association of Procurement Technical Assistance Centers (APTAC) is holding its Fall 2014 Training Conference in Washington, DC from Sunday, Nov. 9 through Wednesday, Nov. 12, 2014. The Training Conference will be held at the Hyatt Regency Washington on Capitol Hill, 400 New Jersey Avenue, NW, Washington, D. C. 20001.

Theme: *Faster, Better, Cheaper* – those are the words used more and more frequently in Government circles by acquisition officials seeking to streamline the procurement process and obtain higher quality goods and services in the midst of shrinking budgets. Procurement reform efforts – being undertaken at all levels of the Government marketplace – are aimed at finding more efficient acquisition methods, lowering costs, engaging contractors in new roles, and improving contractor performance. While Government buyers certainly have their hands full, it’s the vendor community which ultimately has to find a way to cope with the Government’s changing landscape and higher standards, while still trying to turn a profit.

Who We Are: APTAC represents 98 procurement technical assistance centers (PTACs) across the country. Collectively, PTACs employ 600 procurement counselors who work daily with literally tens of thousands of businesses, providing them with insights and information on how to best identify, compete for, and win government contracts. PTACs are no strangers to doing more with less. Indeed, it is a long-standing challenge for PTACs to find ways to deliver more service, reach more business clients, and contribute to their increased success. In order to succeed, PTAC counselors want and need up-to-the-minute information about changes in government regulations, policies and initiatives. ***In order for PTACs to continue to contribute to the recovery of our nation’s economy, PTACs must remain laser-focused on the imperatives of today’s public contracting.***

That’s why we are seeking speakers and presenters for our Fall 2014 Training Conference who can deliver the latest news as well as strategies for success in today’s Government contracting arena. We seek to focus on topics that deal with policy and practices that we can translate into advice to the businesses we serve. *We seek practical tips, techniques and resources that will assist PTAC counselors guide their clients to a heightened understanding of today’s Government acquisition requirements.*

Presentation Topics: APTAC is now accepting ***presentation proposals*** from engaging and experienced experts to address our conference theme in topical areas such as the following:

- Reforms in Government Acquisition – What’s Underway and What’s Needed
- Looking Out for Small Businesses in the Changing Acquisition Environment
- Spending Cuts’ Impact on the Industrial Base
- The Intersection of Human Capital, Acquisition and Technology
- Technology Development and Prototyping for the Government Sector
- How Collaboration Can Occur Between Agencies and Contractors

- Problems with, and Solutions for, the Bid Protest Process
- Role of the Office of Federal Procurement Policy in Facilitating Change
- Updates to Small Business Certification and Verification Processes
- Procurement Reform Efforts within State and Local Governments
- The Impact of the Top Five Changes in Government Acquisition Strategy
- ***Open submittal – related topics***

Length of Presentations: 1.5 hours, including time for questions and answers. Selected presentations will be offered twice, typically back to back, to allow conferees to attend all sessions.

Audience: The members of APTAC – representatives of Procurement Technical Assistance Centers – are an elite, national corps of individuals who provide training, counseling and technical assistance to businesses interested in selling products/services to the public sector. APTAC members work with businesses to identify opportunities, provide training on a broad array of topics related to government procurement, as well as providing technical assistance related to government programs and acquisition. The goal of this conference is to provide APTAC members with practical tools, techniques and resources that can be directly used to guide businesses in understanding how to meet the Government sector’s current standards and thereby become more successful in the Government marketplace. Attendance at the Fall 2014 Training Conference is estimated at 250-300 or more.

Making a Submittal: If you are interested in speaking/presenting at APTAC’s Fall 2014 Training Conference, please provide the following information **not later than Friday, February 28, 2014:**

- **Session Topic** you would like to present (in any of the specified topical areas or on a topic related to the training conference’s overall theme).
- Proposed **Session Description** (200 words or less).
- Brief Statement about **how you will make your proposed topic relevant to the APTAC audience,** including FAR references where applicable.
- Brief biographic sketch highlighting experience and background related to the topic.
- Name, Title, and Organization, e-mail address.

Submittals: Your information should be emailed jointly to the following two persons:

APTAC Interim Executive Director:

Ms. Becky Peterson (615-268-6644)

aptachqtrs@hotmail.com

and

APTAC Vice President for Education:

Chuck Schadl



Association of Procurement
Technical Assistance Centers

chuck.schadl@innovate.gatech.edu

Acceptance and Notification: All proposed presentations received by the deadline will be reviewed, and speakers will be notified via email of their acceptance no later than April 2014. Selected speakers will be expected to provide a copy of their PowerPoint presentation in advance of the conference.