



Procurement on the Horizon



**Crystal Gateway Marriott
Arlington, VA**



WELCOME

On behalf of the Officers, Board and staff of APTAC, we welcome you to our Annual Fall Training Conference in Washington, D. C. The past few years have seen this event grow to become a major event for the Association. As a matter of fact, this fall conference holds the record for the highest attendance of any fall conference in the history of the Association.

As you are well aware, it is absolutely crucial that we dedicate some of our valuable time and resources to continuously train ourselves due to the ever-increasing challenges and developments within the contracting field. These changes have fostered new demands for training among you, the members, and our respective clients. APTAC stands at the forefront of training resources dedicated to the procurement profession. We have worked throughout this past year to develop resources to address those needs.

This conference is designed to provide you with a diverse agenda of topics covering a range of programs, strategies, open discussions, and the always valuable networking opportunities that have so successfully served us in the past. If this is the first APTAC conference you have attended, please make sure to introduce yourself to other members. You will find that our members will prove to be a priceless resource to you in your effort to do your job.

We hope you have contacted your respective congressional offices and invited them to attend the reception in the Rayburn Building at 5:15 p.m. on November 3, 2009. If you haven't yet contacted them, you might think about giving them a call ASAP and letting them know that you'll be at the reception and look forward to seeing them.

Enjoy your stay and take full advantage of the program, have a great time with your friends and take pride in all that you and your colleagues represent as we gather here for our annual conference in our Nation's capital.

Welcome to Washington, D. C.!

Joe Flynn,
President

Mark Mills,
President-Elect



SUNDAY, November 1st, 2009

10:00am – 5:00pm
Monticello A & B

Registration

1:00pm - 5:00pm
Salons B&C

Optional Workshop:
It Ain't Just Good Writing: RFP Analysis & Proposal Development Skills for PTACs

Rick Evans, OR PTAC **4.0 ATC**

Rick Evans will provide detailed instruction on how PTACs can assist business clients in understanding negotiated contracts, responding to RFPs utilizing proven proposal development techniques, strategic communication methods, and pre-proposal and post-award concepts so incredible, small minds may actually implode under the weight of the knowledge presented. EMTs on hand. Rick is an APTAC Fellow, has been with the PTACs for 22 years and was a Proposal Development Specialist for a major defense contractor.

5:30pm – 6:30pm
Salons B&C

New Member Orientation

Sandra Ledbetter, Sean Smith, Mary McGovern, Morris Hudson

A brief history of the Association, its goals, services and how members can participate in the organization.



Plan on attending the APTAC Spring 2010 Membership and Training Conference (April 10-15, 2010) in San Antonio, TX as APTAC will be celebrating our 25th Anniversary!



MONDAY, November 2nd, 2009

7:30am – 8:30am Salons A,K	Continental Breakfast
7:00am – 5:00pm	Registration
8:30am – 8:40am Salons F, G, H, J	Presentation of Colors
8:40am – 8:50am Salons F, G, H, J	Host PTAC Welcome <i>Congressman Jim Moran (D), 8th District of Virginia</i>
8:50am – 9:05am	Opening Remarks <i>Vice Admiral Alan S. Thompson, Director</i> Defense Logistics Agency
9:05am – 9:20 am	Welcome <i>Joe Flynn, APTAC President</i>
9:20 am – 10:30 am	Procurement Fraud 1.10 ATC <i>Special Agent Denise Harding –</i> <i>Naval Criminal Investigative Services (NCIS)</i>
10:30am-11:00 Salons A,K	BREAK - exhibitor showcase
11:00 – 11:30pm Salons F, G, H, J	Washington Update .5 ATC <i>Brian Harrington, Senior Policy Advisor, Contracting</i> <i>Directorate, Missile Defense Agency</i>
11:30am – 12:00pm Salons A,K	BREAK – exhibitor showcase – prep for luncheon



MONDAY, November 2nd, 2009 (continued)

12:00pm – 1:20pm
Salons F, G, H, J

Luncheon –
Senator Mary Landrieu (D), Louisiana - invited

Working With Your Area Congressional Representatives

Keith Morrison, Vice President, Van Scoyoc Associates

As the APTAC Legislative Liaison, Keith Morrison will provide members with a comprehensive update on Congressional actions regarding PTAP and PTAP budget, hints on best ways for PTACs to educate their Congressional offices about their services and APTAC challenges and opportunities with new administration and new congress.

1:30pm – 3:00pm
Salon B

The Army Contracting Command
Theresa Elliott-Brown, Senior Program Advisor, Office of Small Business Programs 1.5 ATC

1:30pm – 3:00pm
Salon C

Contracting 101 "What Every Small business Needs to Know" – A must for new APTAC counselors!
Brian Harrington, Senior Policy Advisor, Contracting Directorate, Missile Defense Agency 1.5 ATC

1:30pm – 3:00pm
Salon D & E

Ethics 1.5 ATC
Sue Coates, AR PTAC

3:00pm – 3:30 pm
Salons A,K

BREAK - exhibitor showcase

3:30pm – 5:00pm
Salon B

cFolders – Part 1 1.5 ATC
Kenneth Adkins, Vicki Smith, Jackie Slobodian (DLA)

3:30pm – 5:00pm
Salon C

Online resources: How do you really use them? (GSA's SSQ, FPDS, CCR, FBO, Procurement histories) Using business case scenario(s).
Meredith Threatt, OH PTAC 1.5 ATC

3:30pm – 5:00pm
Salon D & E

Performance-Based Acquisitions
Mike Sullivan, Acquisition Solutions
Presentation followed by interactive case studies. 1.5 ATC

5:15pm – 6:15pm
McLean Room

PRB Exam
Judy Robbins, APTAC PRB Chair



TUESDAY, November 3rd, 2009

- 7:00am – 8:00am** **Continental Breakfast**
Salons A,K
- 8:00am – 10:00am** **Defense Logistics Agency PTA Update for PROGRAM MANAGERS** 2.0 ATC
Salons D & E
DLA Representatives (invited)
Program Managers need to stay abreast of what is happening with the program. This session will be an update of current information and issues regarding the PTA program for Program Managers.
- 8:00 – 10:00 a.m.** **cFolders Part 2** 2.0 ATC
Salon 5
Ken Adkins, Vicki Smith, Jackie Slobodian (DLA)
- 8:00 – 10:00 a.m.** **Best Practices for PTAC Counselors** 2.0 ATC
Salon 1
A panel of PTAC Counselors will share lessons learned.
How to:
 - Attract perfect clients
 - Be productive everyday
 - Earn favorable surveys
- 10:00am – 10:30 am** **BREAK - exhibitor showcase**
Salons A,K
- 10:30am – 12:30 pm** **GSA – MOBIS Schedule** 2.0 ATC
Salon D/E
Randy Sheppard, GSA
Attendees to this session should bring a GSA MOBIS Solicitation
- 10:30 am – 12:30 pm** **GSA – IT Schedule** 2.0 ATC
Salon 1
Tonya Ford, GSA
Attendees to this session should bring a GSA IT Solicitation
- 10:30 am – 12:30 pm** **Defense Commissary Agency – DeCA** 2.0 ATC
Salon 5
Faith Smith, DeCA
- 12:30pm – 1:30pm** **LUNCH – ON YOUR OWN**
- 1:30pm – 5:00pm** **Hill Visits**



TUESDAY, November 3rd, 2009 (continued)

2:00pm – 4:00pm **GSA – MOBIS Schedule – Repeat** **2.0 ATC**
Salon D/E *Randy Sheppard, GSA*

2:00pm – 4:00pm **GSA – IT Schedule – Repeat** **2.0 ATC**
Salon 1 *Tonya Ford, GSA*

5:15pm – 7:00pm **Reception on the Hill**
Gold Room, #2168
Rayburn House Office Building
Washington, DC

WEDNESDAY, November 4th, 2009

7:00am – 8:00am **Continental Breakfast**
Salons A,K

8:00am – 9:15 am **Center for Veterans Enterprise –** **1.15 ATC**
Salons F, G, H, J **Federal Contractor Certification Program**
Elizabeth E. Torres, Outreach Program Manager

9:15am – 10:30 am **Presentation on CCR support issues, current application**
Salons F, G, H, J **and upcoming releases by DLIS and Battelle** **1.15 ATC**
Mary Nigg and Becky Hughes, DLIS

10:30am – 11:00am **BREAK**
Salons A,K

11:00am – 11:45pm **APTAC Website**
Salons F, G, H, J *Mary McGovern, APTAC Communications Committee*
Updates on the APTAC website

11:45am – 12:00 **Conference Wrap Up**
Salons F, G, H, J *Joe Flynn, APTAC President*



APTAC Future Conference Schedule

Spring 2010

**San Antonio, TX
Marriott Riverwalk
April 10 – 15, 2010
Rate: Single/Double \$189.00**

Fall 2010

**Arlington, VA
Gateway Crystal Marriott
October 31 – November 3, 2010
Rate: Single/Double \$219.00**

Spring 2011

**Ft. Lauderdale, FL
Harbor Beach Marriott
March 20 – 24, 2011
Rate: Single/Double \$209.00**

Fall 2011

**Arlington, VA
Gateway Crystal Marriott
October 30 – November 2, 2010
Rate: Single/Double \$229.00**



Welcome to our Exhibitors

PTAssist

CMS

PTA Assist

7100A I-40W
Amarillo, TX 79106
Tel: 806.353.0919
www.ptassist.com

APTAC Future Conferences

Information on Sites for APTAC Conferences
For 2010-2012

MANAGEMENT CONCEPTS
Management Concepts

8230 Leesburg Pike
Vienna, VA 22182
Tel: (703) 790-9595
Fax: (703) 790-1371
<http://www.managementconcepts.com>

OUTREACH SYSTEMS

OutreachSystems

911 Olive Street
Santa Barbara, CA 93101-1406
Tel: 805.899.2366
Fax: 805.882.2599
www.OutreachSystems.com

VETBIZ.gov

U.S. Department of Veterans Affairs

Center for Veterans Enterprise

810 Vermont Avenue, NW
Washington, D. C. 20420
Tel: 202.303.3260 x 5239

www.vetbiz.gov

Please visit our exhibitors and show your support for their participation in our Conferences. Get your card signed and win a prize at the conclusion of the conference!



NIST MEP

100 Bureau Drive, Stop 4800
Gaithersburg, MD 20899-3460
Phone: (301) 975-5020
Fax: (301)963-6556
<http://www.mep.nist.gov/>



Defense Logistics Information Services

Attn: DLIS-VAA
74 Washington Avenue, North
Battle Creek, MI 49037
Tel: 269.961.4182
www.dlis.dla.mil



APTAC

360 Sunset Island Trail
Gallatin, TN 37066
Tel: 615.268.6644
www.aptac-us.org



FEDMINE. US

13708 Ginkgo Terrace
Rockville, MD 20850
Tel: 301.279-7575
info@fedmine.us



*Make your plans to celebrate our 25th
Anniversary in SAN ANTONIO – Spring 2010!*



