



TASC - TGIC Reverse Industry Day 30 January 2019

What Is Industry Doing and What Can Industry Learn and Contribute
During Government Market Research and Acquisition Planning Activities



Reverse Industry Day Purpose

- Provide value to both Government and Industry
- Improve communications, cooperation and consultation
- Industry presents its perspectives to the government workforce
- Government better understands what Industry is doing through the course of the Acquisition Timeline
 - Acquisition Planning/Strategy: The critical initial phase of an acquisition (CMBOOK 2.0)
 - 2.1 Acquisition Planning, Market Research and Marketing
 - 2.2 Drafting Solicitations
- Thanks to NCMA for 2.5 Hours Credit



The Tidewater Association of Service Contractors (TASC)

- Focal point for industry collaboration toward greater awareness of Government business opportunities while sharing industry's experience and perspective with Government partners to more clearly define, understand, and improve the acquisition process to optimize support to the warfighter and Federal agencies, as well as stewardship to the taxpayer. TASC is focused on providing value to both membership bases: Industry and Government -
- Industry Member: Value through access to government decision makers and forecasted opportunities by facilitating various industry day, education and networking events.
- Government Member: Value through access to industry feedback, a conduit for market research participation, education, and networking events.



The Tidewater Government/Industry Council (TGIC)

- Provide for effective avenues of communications, cooperation and consultation between Government Contracting Activities, their Customer Activities and to private industry in the Hampton Roads, Virginia area in order to improve the productivity of contracting and the quality of the end product for the mutual benefit of the Government and industry.
- Explore and develop methods of quality/productivity improvement; foster a spirit of cooperation; provide a forum to share new ideas and initiatives; and suggest changes to applicable policies, regulations and/or statutes through the appropriate channels.
- It is not the purpose of the Council to discuss specific contractual actions or discuss particular future procurements.



OLD DOMINION UNIVERSITY

Institute for Innovation & Entrepreneurship



The Hampton Roads Procurement Assistance Center exists to help area businesses in establishing themselves to bid competitively on federal, state, and local government contracts.

This office is a Procurement Technical Assistance Center (PTAC), as part of the Procurement Technical Assistance Program ([PTAP](#))- a Federal program that exists to help expand the number of businesses capable of participating in the government marketplace.

As part the ODU Institute for Innovation & Entrepreneurship's (IIE), HRPAC's goal is to expand business-government partnership in Hampton Roads, thereby increasing the vitality of the local economy.

SERVICES WE PROVIDE AT NO CHARGE:

- One-on-One Counseling
- Registrations and Certifications Assistance
- Marketing Strategies
- Identifying Subcontracting Opportunities
- Solicitation and Proposal Review
- Post Award Issues
- Training
- Small Business Outreach



Sponsor

MIG GOV

MIG GOV is headquartered in Virginia Beach, VA and is an emerging commercial and government construction company. We believe in a client-centric quality assurance model that makes your needs our number one priority. We self-perform most minor carpentry, concrete, metal stud framing and drywall. Our strong team of experienced project managers includes former military personnel who understand the Construction Quality Management process. At MIG GOV, we take pride in our workmanship as we serve our taxpayers and military.



Agenda

- Panelist Presentations
 - John Pyron, W R Systems
 - Kip Pagach, Fairwater Associates
 - Jimetra S. Lundy, Apogee Solutions
 - Jose Gutierrez, MIGGOV
 - Arizone Brown, ASJ IT Services LLC
- Break
- Audience Engagement with Questions and Answers



Rules of Engagement

- Non-attributional
- Contract, office, customer and contractor agnostic
- Submit questions at break
 - White Cards = Government
 - Colored Cards = Industry/Education
- Questions welcomed
 - As topics evolve
 - As time permits
- Please complete survey- your feedback is critical



John Pyron, W R Systems

- Corporate Background
 - W R Systems, LLC – Privately Held; Large Unrestricted except in Manufacturing NAICS
 - Engineering and Technical Services provided by Engineering Systems Division – Norfolk
 - Major Customers
 - SPAWAR ATLANTIC & PACIFIC
 - NSWC Dahlgren and Carderock Field Activities – Dam Neck & Combatant Craft Division
 - AfterMarket: NAVSUP WSS – Mechanicsburg and DLA Columbus
- Personal Background
 - Retired US Navy Captain – Surface Line
 - Corporate Vice President – BD, Programs, Strategy
 - BSBA from UNC-CH; MBA from Vanderbilt University
- Points
 - Strategic Planning
 - Engage earliest to facilitate communications between Customer’s Programs (OPS) and Contracts
 - Endeavor to match program requirements with the acquisition strategy; increasing disconnects
 - Ask for 1:1’s at Industry Day; always request the post-award debrief; ask to submit questions
 - Is LPTA a four-letter word?
 - Two Examples



Kip Pagach, Fairwater Associates

- A management consultancy and professional services organization
 - Service-Disabled Veteran Owned Small Business - CVE certified
 - Procurement and Strategic Sourcing, Retirement Planning Training, Crane Repairs/Services, Hotel Lodging, Maritime Safety
 - U.S. Navy (MSC, NAVSEA, PSNSY), Army Air National Guard
 - Partners: Learning Tree Int'l, Crane Tech Services, Holiday Inn
- Personal:
 - MBA - Darden Graduate School of Business (U. VA)
 - BS - U.S. Naval Academy
- Points
 - Make your own path via prime contracting...more control
 - Networking for introductions and partnerships must be ongoing
 - Don't be afraid to protest
 - Write more proposals- you can't win the work if you're not pitching how you can deliver



Jimettra S. Lundy, Apogee Solutions, Inc

- Corporate Background
 - Woman-Owned Small Business (WOSB) under the Small Business Administration's 8(m) program
 - Allied Health Management, Professional Services, Operations, Training, and Logistics
 - Army, Navy, Marine Corps
 - Mission and Installation Contracting Command (MICC) – Fort Eustis, Marine Corps Community Services Quantico, NAVSUP Fleet Logistics Center Norfolk Philadelphia Office
- Director of Contracts and Compliance for Apogee Solutions, Inc.
- Former Federal Government Contracting Officer for NAVSEA responsible for pre-award to post-award contract actions valued at more than \$300M.
- Points: Seek to understand and be open to collaboration and change.





Jose Gutierrez, MIG GOV

- Corporate Background
 - Socio-economic: 8(a), SDB, SDVOSB, HubZone, SWAM
 - Class A General Contractor
 - Customers: NAVFAC MIDLANT, NOB, JEBLC, Yorktown, USACE, NASA
 - Major contracting offices: NAVFAC, USACE, NASA
- Medically Retired Navy SEAL
- Points in the construction arena:
 - Understanding the 8a/HUBZone Program BEFORE you take the plunge
 - Year End -How we can be more collaborative to reduce the bottom line
 - Post Year End - as it pertains to scheduling to reduce risk and maintain quality



Arizona Brown, ASJ IT Services LLC

- Corporate Background—Established in April 2014
 - Socio-economic: 8(a), SDB, SDVOSB, WOSB, EDWOSB
 - Products and Services: Logistics Support Management; Program & Project Management;; Supply, Inventory & Warehouse Support; Budget & Financial Analysis; IT & Cyber Security Services; Network Operations & Network Engineering; Accreditation & Certification Assessment
 - Major customers: USN Navy and USAF
 - Major Contracting Vehicles: Seaport-e/Seaport NXG and Direct Award Programs
- Personal Background for this topic
 - Founder/President/CEO starting and managing ASJ since 2014
 - 40 plus years in Department of Defense industry on active duty/with large corporate business
- Points:
 - Use of Small Business Administration 8(A) Program
 - Significantly faster procurement process – start the project in days instead of months
 - Ability to procure both goods and services—
 - Streamlined approach to the project due to reduction in bureaucracy



Break

- Return in 15 Minutes
- Please provide question cards on your way out



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Audience Questions and Wrap Up

- Audience engagement is appreciated to improve engagement on questions.
- Don't forget to return surveys!
- Take a Tri-fold to learn more about TASC, TGIC and ODU opportunities
- Closing Comments from NCMA, TASC and ODU HRPAC
- Next TGIC Phase:
 - Training: Developing the Procurement, Requirements Articulation, Contract Type, Source Selection Strategy, Small Business Consideration, SBA Rules and FAR Clauses
 - Feb 26 at Reed Integration: 7007 Harbour View Blvd, Ste 117, Suffolk
 - Mar 26 at TCC-ATC: 1800 College Crescent, Virginia Beach
 - Reverse Industry Day: Industry Perspective on Pre-Proposal Issues and Protest, and How They Can Be Avoided or Minimized During the Acquisition Planning and Solicitation Phases
 - Apr 24 at ODU Darden College of Education: 4310 Hampton Blvd, Rm 1106, Norfolk