

ALLIANCE NW

2018 Event Agenda

Wednesday March 14, 2018

4:00pm - 6:00pm	Alliance NW Evening Reception at Showplex Event Center in Puyallup	
Thursday March 15, 2018		
7:00am - 8:30am	Check In & Networking Breakfast Presentation of Colors, National Anthem Welcome by Congressman Denny Heck, US Small Business Administration, and Washington Procurement Technical Assistance Center	Dining Hall
8:30am - 11:30am	Exhibit Hall Opens	Exhibit Hall
8:30am - 9:20am	Veteran Business Opportunity Showcase & Buyer Panel Featuring Alfie Alvarado, Washington State Dept of VA & Stephen "Dale" Allen, US Veteran Affairs Panelists: Marc Frederick, US VA; Richard Steffey, US VA; Thomas Ebenhoh, US VA; Servando Patlan, Washington State Department of Enterprise Services Veteran Owned Small Businesses will have an opportunity to hear from a panel of buyers on how to do business with their agency, upcoming contracting opportunities at the federal and state level, and what's new in certifications.	Dining Hall <i>Veteran Track!</i>
8:30am - 9:20am	NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard by Dave Davis, Washington State Department of Transportation	Heritage Room
8:30am - 9:20am	NIGP Training for State/Local Buyers Only "Been There, Done That!" - Tips and Tricks for On-Line Bidding by Steve Demel, Tacoma Public Schools	Pioneer Room
9:30am - 10:20am	What Primes Wish All Small Businesses Knew Panelists: Stephanie Caldwell, Absher Construction; Alison Grade, McLaughlin Research Corporation; and Angela Carrick, Triumph Actuation Systems Get the inside scoop from prime contractors in three different industries (construction, service, and aerospace manufacturing) on what they look for in subcontractors and suppliers. Increase your chances of success when targeting prime contractors by gaining an understanding of what really matters to them and what you do that drives them crazy!	Heritage Room <i>Veteran Track!</i>
	Mentor-Protégé Agreements & JVs: Myths, Realities and Opportunities Steven Koprince, Koprince Law LLC For small and large contractors alike, SBA mentor-protégé agreements--and joint ventures formed under them--offer tremendous opportunities. But there are many common misconceptions surrounding mentor-protégé agreements and joint ventures, and those misconceptions can lead to compliance problems. In this session, government contracts attorney Steven Koprince discusses the ins and outs of SBA's mentor-protégé programs and joint ventures--in plain English. The session focuses on common misunderstandings about how mentor-protégé agreements and joint ventures work and will help participants take advantage of these powerful opportunities without missteps.	Founders Room
	Opportunities in Transportation - A Forecast Panelists: Brenda Nnambi, Sound Transit; Jenna Fettig & Oscar Cerda, WA State Department of Transportation; and Viviana Garza, Seattle Department of Transportation. Hear from a panel of agency representatives from the Puget Sound who will share how to do business with their agency. They will also provide a forecast of upcoming opportunities for transportation related projects in the region. Get in on the action, meet the players, and get your questions answered!	Pioneer Room
10:30am - 11:20am	Legal Considerations for Federal Subcontractors Maria Panichelli, Cohen Seglias Pallas Greenhall & Furman, PC Get paid, know your rights, and avoid common pitfalls! In this session, experienced Federal contracting attorney Maria Panichelli will cover the essential issues that subcontractors on Federal contracts must keep in mind. She will discuss the negotiation of subcontract clauses, including mandatory FAR flow-downs and other critical provisions including disputes and payment clauses. Maria will also explain how to handle upstream claims against the owner, detailing how to navigate the pass-through claim process and the negotiation of liquidating agreements. If you're a small business pursuing work as a subcontractor, this session is a must-attend!	Pioneer Room
	Proposal Fundamentals to BID MORE, SPEND LESS, AND WIN MORE Brent Paris, Bid Designs Responding to RFPs present challenges to even the most experienced professionals and companies. In this session, we first map out the key proposal response fundamentals and compliance considerations you must have in place for every proposal. We then present the key pitfalls Government Contractors face and what to do to avoid them. In the end, we wrap the session by providing a comprehensive overview of the keys to resourcing proposals to be most cost and process efficient.	Founders Room <i>Veteran Track!</i>
	Super-Secret Contract Data Found! By Cate Taylor, Washington PTAC Okay, so it's actually not secret. You just need to know where to look. The public sector is filled with valuable data that can help you discover what government bought in the past, who they purchased from, and for how much. In this session, you'll learn quick search tips for the Federal government's market research database: www.USASpending.gov .	Heritage Room
11:45am	Lunch & Keynote Speaker Contracting in the Age of Trump by James F. Nagle, Oles Morrison Rinker & Baker, LLP Any new administration, especially one of a different political party than its predecessor, involves different priorities and often total reversals from the previous president. The Trump administration is no exception, but its impact on procurement both what is being purchased and the process is monumental.	Dining Hall
1:00pm - 4:00pm	Exhibit Hall Continues	Exhibit Hall
1:30pm - 2:20pm	Protecting Your Construction Business: Insurance and Bonding Considerations Masaki "Saki" Yamada, Ahlers & Cressman PLLC	Founders Room
	Financing Your Government Contracts By Larry Trujillo, US Small Business Administration Learn what financial preparations to make as you work to secure your next federal contract. Gain insights from a former lender on how <i>with confidence</i> to explain seasonality and fluctuations in your cashflow cycles. What finance tools are available to you? And, how can you apply these tools to your unique business situation? Join this session to explore these topics and more!	Pioneer Room <i>Veteran Track!</i>
2:00pm - 4:00pm	Match Making Sessions	Match Making Area
3:00am - 3:50pm	NIGP Training for State/Local Buyers Only Getting Small Business on Board with Accepting Your PCard by Dave Davis, Washington State Department of Transportation	Heritage Room
3:00am - 3:50pm	NIGP Training for State/Local Buyers Only "Been There, Done That!" - Tips and Tricks for On-Line Bidding by Steve Demel, Tacoma Public Schools	Pioneer Room
4:00pm	Event Concludes	

For information and to register go to www.alliancenorthwest.org or call 360-464-6040.