

Tuesday, December 5, 2023

9:00 AM – 4:00 PM CT



SESSIONS

9:00 AM Before You Compete – Know Your Market – leveraging FPDS and USASPENDING for Market Research

- Marc Violante - Director, Federal Market Strategies, Wisconsin Procurement Institute (WPI)

10:00 AM Small Business Subcontracting & Teaming: Risks and Opportunities

- Samuel W. Jack - of Counsel, Dempsey Law Firm, LLP

11:00 AM Business Development in the Federal Market – Identifying GOOD Opportunities and Winning the Contract

- Megan McKinney - Director of Strategic Development, Ictect, Inc.
- Suzanne Ferris - Engineering Market Strategist, Hammel, Green and Abrahamson (HGA)
- Susan Leith - Marketing Director, Ayres Associates Inc.
- Facilitator - Aina Vilumsons, President – Executive Director, Wisconsin Procurement Institute (WPI)

Break for Lunch

1:00 PM Doing Business with the Defense Logistics Agency (DLA)

- Jon Ferguson - Business Opportunity Specialist, DLA Land and Maritime, Office of Small Business Programs

Afternoon Break

OPPORTUNITIES SESSIONS

2:45 PM forwardWERX

- David Brown - Director, forwardWERX, WI National Guard

3:00 PM Amtrak

- Jesse Wilson II - Manager, Supplier Diversity Program, Amtrak
- Leatha King - Supplier Diversity Specialist, Amtrak

3:15 PM Additional Opportunities with the Federal Government

- David Zvenyach - Tech + X Nerd, where X = {Law, Product, Policy, Management, Government, Procurement, ...}

[LINKEDIN](#)

4:00 PM Close of TCA Program

**All sessions are virtual – hosted on GoToWebinar.
Times are listed in Central Standard Time.**

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