<u>Secor, Kevin</u> <u>Undisclosed recipients:</u> National Veterans Small Business Conference Thursday, June 20, 2013 5:07:21 AM

**Conference header** 

From:

Date:

To: Subject:

# Market Your Company's Capabilities! Over 300 Procurement Decision Makers Already Confirmed!

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The Department of Veterans Affairs (VA) has invited all federal agencies, including all VA Administrations, to send Procurement Decision Makers (PDMs) and small business office staff to connect directly with Veteran-Owned Small Businesses (VOSBs) at the **National Veterans Small Business Conference (NVSBC)** from **August 6-8** at the **America's Center Convention Complex** in <u>St.</u> Louis, MO.

Over 300 PDMs will be in attendance, including:

- Acquisition Managers
- Program Managers
- Small Business Liaisons
- Contracting Officers
- Senior Leaders

### Register Now

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#### Early Bird Registration Ends July 15th!

#### Who will be there?

Connect directly with over 4,000 attendees including:

- Over 300 Procurement Decision Makers
- Government Agencies
- Commercial Customers
- Large Federal Contractors
- Veteran-Owned Small

#### <u>CLICK HERE</u> to view the full list of PDMs confirmed to date.

As key players in VA's commitment to enhance opportunities for VOSBs, **PDMs will be required to**:

- · Lead a Business Requirements Session
- Host a "Dining with Decision Makers" table
- Host Networking Roundtables
- Attend all Conference Receptions
- Engage with VOSBs in the Expo Hall
- Conduct follow-up meetings with at least three VOSBs
- Complete a profile in VetGovPartner
- Use the Poken device to exchange contact information with attendees

**Meet more customers!** The 2013 Conference will have an increased number of participants from non-profits and more than 25 large commercial companies that have supplier diversity programs and a commitment to the expansion of their VOSB supply base.

#### Participate in the following Conference activities:

- Business Requirement Sessions hosted by PDMs and Senior Leaders
- Training Sessions

Connect Learn Grow

- Networking Roundtables
- 3 Networking Receptions
- 2-Day Expo with numerous Exhibits

Don't miss the largest government sponsored conference of the year serving the Veteran entrepreneur community!

Businesses

Non-profit Organizations

#### **Build Business**

#### Capacity

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Attendees can build their business capacity by learning from experts in three tailored training tracks:

- Track 1: Becoming
  Procurement Ready
- Track 2: How to do Business with the Federal Government
- **Track 3**: How to do Business with Commercial Markets

#### Where to stay?

Rooms are going fast! Don't miss the discounted hotel rates. <u>BOOK NOW</u>!

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Please note that the National Veteran Small Business Conference and Expo is managed by Halfaker and Associates, LLC (Halfaker) which is independent of the Department of Veteran Affairs (VA). Halfaker is permitted to charge registration and other fees pursuant to a no-cost contract with the Department of

Veterans Affairs, under which Halfaker provides conference planning services with no financial obligation to VA. Address: 2900 South Quincy Street, Suite 375, Arlington, VA 22206.