

10:00 a.m.–11:10 a.m.

Concurrent Windows of Opportunity

Attendees select one of five concurrent sessions

Window I

Getting in the Door

Presenters: Representatives from OSDBU, SBA and MBDA

This session is recommended for businesses interested in getting started in the federal arena.

- ◆ Overview of the big picture of federal government contracting
- ◆ What and how the government buys
- ◆ Features and benefits of various programs for small business
- ◆ Strategies for finding work

Window II

Finding the Right Contracting Opportunities

Presenters: Representatives from OSDBU, GSA and OCPO

Millions of dollars have been overlooked. This session provides in-depth discussion of how to get your business more active and successful in the federal government system using simplified acquisitions as a business strategy.

- ◆ Key strategies to win simplified acquisition procurements
- ◆ Identification of who will buy your product using this method
- ◆ How and where to find opportunities
- ◆ Success stories from small business owners

Window III

Making the Right Connections

Presenters: Representatives from OSDBU, SBA and successful prime contractors

Each prime contractor has designated points of contact to explore subcontracting opportunities with small business, service-disabled veterans, small HUB-Zone contractors, small disadvantaged businesses and small women-owned businesses. The opportunities are great! Millions of dollars have been spent on goods and services, including general construction, office furnishings, janitorial services, food services, security, shuttle services and hundreds more!

- ◆ The benefits of the power of networking
- ◆ Identification of the key points of contact
- ◆ How and where to find opportunities

Window IV

Staying in the Game: Performance and Accountability

Presenters: Representatives from OSDBU, GSA and successful contractors

Hundreds of companies market to the federal government everyday but have not been able to get work. Does your company know how to effectively evaluate, document and promote its track record of performance?

- ◆ How to avoid the pitfalls of government contracting
- ◆ Crucial factors that contributed to other companies' contracting successes
- ◆ Ways to leverage your company's success

Window V

IT Procurement Opportunities

Presenters: Representatives from HUD program offices and prime contractors

Need to know more about IT opportunities? Have questions? This is the workshop for you.

- ◆ Identification of the specific IT needs of HUD's program offices
- ◆ Exchange of information with other IT professionals

11: 15 a.m. to 12:30 p.m. **Repeat of the Schedule of Concurrent Windows**

12:30 a.m. – 1:45 p.m. **Lunch on your own**

1:45 p.m. – 3:00 p.m. **All Windows Are Open: Procurement Opportunities at the End of FY2006**

Roundtable discussion with decision-makers in HUD's program offices

An opportunity to hear from and meet the actual decision-makers in each of HUD's Program Offices that currently have procurement opportunities!

Office of Administration is planning to procure duplicating services, training, technical and logistical support services.

Office of the Chief Financial Officer is planning to procure accounting, financial, technical and logistical support services.

Office of the Chief Information Officer (OCIO) is planning to procure a myriad of information technology services.

Office of Community Planning and Development (CPD) is planning to procure technical assistance and program evaluation services.

Office of Fair Housing and Equal Opportunity (FHEO) is planning to procure program evaluation, technical assistance and accessibility training services.

Office of General Counsel (OGC) is planning to procure transcription, training, and forensic services.

Government National Mortgage Association (Ginnie Mae) is planning to procure accounting, legal services, and support services.

Office of Housing is planning to procure technical assistance, sales and disposition of property support, audit services, engineering, property management and marketing services, and training services.

Office of Public Housing and Indian Housing (PIH) is planning to procure technical assistance, consultants, physical inspections and training.

Office of Policy and Development and Research (PD&R) is planning to procure geocoding, support, program evaluation and research services.

3:15 p.m. to 4:00 p.m. **General Closing Session**

While at the Conference visit our Opportunity Expo in the Solarium. This networking and matchmaking forum provides a unique opportunity to meet key decision-makers and to schedule one-to-one meetings with specific program offices.