WELCOME TO THE
2015 SAME Small Business Conference
for Federal Engineering, Construction & Environmental Programs

Nov. 4-6  New Orleans, La.

Hosted by the Society of American Military Engineers
How can I Make the Most of SBC?

- Marc Bialek, *Director of Membership and Post Operations, SAME*
- Clarence McAllister, *President, Fortis Networks and Chair, SAME Small Business Council*
- Ann McLeod, CEM, CAE, *Director of Meetings & Expositions, SAME*
Benefits of Attending this SBC

1. In-Person Networking
2. Educational Opportunities
3. Learn About and Find Teaming Partners
4. Meet Potential Clients
5. Spark Creativity
#1 In-Person Networking

- Split-up with your colleagues
- Meet speakers, attendees
- Meet Commanders, Contracting and Small Business specialists
- Share information
- Don’t shy away from penetrating “circles”
- Follow-on discussions
- Propel ideas into new ventures
#2 Educational Opportunities

- Face-to-face learning and sharing
- Technical Seminars
- Business Seminars
- Get PDHs!
#3 Learn About Teaming Partners

- Who they are?
- What services they provide?
- Why are they successful?
- What capabilities can you add to the team?
- As a Small Business, how can you leverage your Small Business status
#4 Meet Potential Clients

- DOD Representatives
- Small Business representatives
- Contracting representatives
- Be cautious about “aggressive marketing”
- Be a good listener
#5 Spark Creativity

• Gets you out of your routine!
• Enables you to meet new colleagues
• Fosters professional relationships
• Gives you an opportunity to think beyond the day-to-day!
SAME Small Business Council

• Join LinkedIn SAME Small Business
• Log into the SAME Small Business Website
• Provide feedback related to how we can serve you better!
What is the Purpose of the Conference?

• Provide a General Overview of Federal Agency Business Lines and Management
• Offer Opportunities to meet and greet personnel representing government agencies, small and large businesses, and exhibitors
• Learn of strategies to help make your small business more successful
Facts and Figures

• 1,994 total conference attendees as of noon today
  – 17% government
  – 54% SB attendees
  – 30% LB attendees
  – 774 exhibiting personnel
  – 77 speakers and moderators

• 266 exhibiting companies, including government agencies
Who is Attending?

- Almost 200 USACE / Army Personnel Expected, Representing:
  - Divisions
  - Districts
  - Centers
  - HQ
- Over 50 Force Civil Engineers and Major Command Engineers
- NAVFAC Small Business Directors and Commanders
- Departments of Veterans Affairs, Energy, State, and Commerce
- Small Business Administration

You can download the attendee list next week!

The OPPORTUNITIES ARE ENDLESS…Now Let’s Help You Navigate It!
We Care About Your Experience!

- SAME Staff and volunteers available for you…look for us in our “daily uniform”
- SAME Booth in Exhibit Hall
- SAME Store in Registration Area
- Small Business Council members are a great resource
- Post-Conference Survey
SBC: There’s An App For That

– Overall SAME app which houses SAME’s key events
– Search “SAME Events”
– Already have it installed? MIGHT see JETC page upon opening…DON’T FREAK…
  • Tap “Start” in Lower Right
  • Tap “Meetings” in Lower Right
  • See the Meeting Apps Available
More SBC Technology

• Website
  – Download Handouts
  – Search Exhibitors
  – Download attendee list

• Complimentary WiFi
  – Network Name: SAMESBC
  – Password: VERSAR15
Schedule Highlights

Wednesday
Small Business Council Meeting 9:00 AM
Opening Plenary Session 11:00 AM
Exhibit Hall Open 12:30 PM – 8:00 PM
Concurrent Education Sessions 1:00 PM
SBA Mega Session 5:00 PM
Ice Breaker in Exhibit Hall 6:00 PM

Thursday
Plenary Session Featuring Service Chiefs 8:00 AM
Exhibit Hall Open 9:30 AM – 6:30 PM
Business Opportunity Briefings Multiple Sessions
Matched Networking Tables Session 1 Multiple Sessions

Friday
NAVFAC, Army, &AFCEC Mega Sessions Multiple Sessions
Matched Networking Sessions Multiple Sessions
Closing Plenary Luncheon 12:45 PM
Personal Development!

Resume Review and LinkedIn Profile Update Station

Schedule a résumé check-up with one of RealStreet’s Certified Staffing Professionals. Attendees are encouraged to upload resumes prior to the conference.
Matched Networking Sessions

Small Businesses (SBs) have the opportunity to meet with Public Agencies (PA) and Large Businesses (LB) representatives
• PAs and LBs filled out profiles, including the type of work they need SBs to do - find their profiles in a spreadsheet on the ASC
• SBs wishing to be matching in advance with PAs and LBs completed a survey – deadline is TUESDAY, OCTOBER 20
• SBs will be matched with the appropriate LB or PA and sent an appt. time
• Opportunities to meet with government agencies and large businesses may remain after the initial round of matches are made.
Want to have the best meetings and make the best use of your time?

- Search on the list for your NAICS codes to see which hosts are looking for YOU!
- Come to the Networking Tables desk prepared with a schedule of openings and sign up for them on-site (limited to 5 meetings).
- **Be prepared for a few of your choices to be full** - pick a few extra and do some homework on them so you can have a productive conversation!
How to Prepare for Your Appointments

• **Arrival** - Please arrive at the networking area 10 minutes prior to your appointment time. The sessions are in **the Mosaic Lounge**.

• Host will brief you on upcoming workload and where they need SB services.

• They have your information so they can help point you in the right direction to set up follow up meetings and phone calls for current and existing needs! There are two formats for meetings:
  
  – **Roundtables** - you will be meeting with hosts with up to 6 other SBs for a 20 minute period. *Listen to the instructions at the beginning of the meeting - do not give a marketing pitch of your company. Your follow up meetings and calls is where you will give your marketing pitch!*
  
  – **One-on-Ones** - you will be individually meeting with government agencies and/or large businesses for a 10 minute period.
SAME Benefits

• SAME Membership
  – Education
    • Live courses, conferences, and webinar topics
  – Mentoring
  – Networking and Other Opportunities
    • Post Involvement
    • Committees and Councils
    • National Conferences (JETC Houston May)

• TME – *The Military Engineer* Magazine

• Visit SAME Booth for more info
Upcoming SAME Events

• Facility Management Workshop presented by SAME & IFMA
  – February 24-26, San Antonio
• Continuing Education Programs
  – March 22, BWI Airport
• Transition Workshop & Job Fair
  – March 23-24, BWI Airport
• FY2016 DOD & Federal Agency Briefings
  – March 8-9, Alexandria VA
  – MUST be a member to attend!!
• Golden Eagle Dinner
  – March 10, Alexandria VA
• Joint Engineer Training Conference & Expo
  – May 24-26, Phoenix AZ
• 2016 SBC
  – November 14-16, Atlanta GA
Any Questions?

Have a GREAT Conference!!

Thank you again for being here!