

2023 PSC Annual Conference Agenda

Monday, April 17, 2023

8:30 a.m. Opening and Welcome, *Colonial Hall*

8:45 a.m. President's Message: David Berteau, PSC President & CEO

9:00 a.m. **Keynote: Governor Jim Justice**

9:30 a.m. ***Federal Acquisition Changes in our Post-Pandemic World***

“Return to Work” reverberations continue to ripple out from both Washington and company headquarters. New paradigms and realities related to real estate and office space, coupled with workforce expectations and job-market fluidity have created unprecedented changes and challenges for federal acquisition. At the same time, new contract mechanisms and IT advances are attempting to address these issues – some for the better, some not so much. This panel provides the government’s perspective – from the agencies that set the guidance and help train the new acquisition workforce to specific agencies offering their perspectives on our new reality. Live-polling will help provide our panelists with industry’s perspectives on these recent changes to let them know what’s working, what’s now and what ideas we have to improve the process.

- Jim Ghiloni, Group Manager, IDIQ Labs, GSA
- Geoffrey Sage, Director, Enterprise Service and Analysis Division, NASA
- Polly Hall, Senior Advisor to CPO, DHS
- Mike Parrish, Chief Acquisition Officer and Principal Executive Director, Department of Veterans Affairs
- Moderator: Stephanie Mango, President, CGI Federal

10:30 a.m. *Networking Break*

10:50 a.m. ***The Great Boomerang: Building Workforce Capacity, Engagement and Resilience***

Companies are shifting from the gaps of a ‘great resignation’ to actively engaging in a ‘great return’ by hiring more diverse, inclusive and skilled workforces and investing in employee engagement. How are industry leaders approaching managing workforce careers in generational phases, with different objectives, and respective mission outlooks? What are essential considerations in developing a diverse, adaptive, and competitive acquisition workforce environment with consideration to costs, constraints, and location alternatives? How will industry and government work together to support their respective government workforces? Experts on this panel

will discuss approaches to building and retaining the needed workforce and what resiliency looks like in the great boomerang.

- Carly Roszkowski, Vice President, Financial Resilience Programming, AARP
- Dr. Alexander Alonso, Ph.D., SHRM-SCP, Chief Knowledge Officer, SHRM
- Erin Ogburn, Chief People Officer, Kearney & Company
- Moderator: Kathy Albarado, Founder, HeliosHR; SVP, NFP

11:50 p.m.

Break for Lunch

12:45 p.m.

Keynote: U.S. Marine Corps General (ret.) James Cartwright

1:40 p.m.

Networking Break

2:00 p.m.

Aligning Infrastructure Investment to Build Equitable and Resilient Communities

The Infrastructure Investment and Jobs Act (IIJA) authorizes historic investments in U.S. infrastructure – totaling roughly \$1.2 trillion of which \$550 billion is slated for new federal investments. Since the IIJA became law in November 2021, what are the key lessons learned by government and industry officials who operate in this space? How are they realizing the potential of infrastructure investments? What efforts are underway to align infrastructure jobs with the Biden-Harris Administration’s emphases on labor equity, inclusion and fairness? This panel will showcase: (1) how investments move through communities while reflecting such priorities and (2) how the government can best leverage contractor capabilities to support infrastructure resilience.

- Mr. Douglas Kinkoph, Associate Administrator of the National Telecommunications and Information Administration's (NTIA) Office of Internet Connectivity, Broadband Equity Access
- Timothy Hess, Associate Administrator for Federal Lands in the Federal Highway Administration
- Douglas Sims, Chief, Supplemental Programs Branch, Programs Integration Division, USACE
- Moderator: Karl Jensen, Executive Vice President, National Governments Business, AECOM

Tuesday, April 18, 2023

8:30 a.m. Opening and Welcome

8:30 a.m. **Keynote: Jack Lew, former Secretary of the Treasury**

9:00 a.m. ***Managing Contractor Supply Chains***

The panel will focus on the interdependencies of the supply chain challenges and how contractors can manage the uncertainty around timing, availability, and affordability to ensure they deliver solutions to the government customer. The panel will look at the challenges for contractor supply chains and how companies and the government are addressing major supply chain issues, including: labor, inflation, logistics, information technology, security, and risk management. We will hear from the government speakers about what they look for when buying solutions and assess contractors' supply chains

- John Ellis, Director, Software Division, Defense Contract Management Agency (DCMA)
- George Atwood, Deputy Director for Acquisition, DLA
- Angela Billups, Executive Director, Office of Acquisition and Logistics at the Department of Veterans Affairs
- Moderator: Sara Kim, Director Material Operations & Strategy, Leidos

10:00 a.m. *Networking Break*

10:15 a.m. ***Best Practices During Inflationary Times***

This session will provide a scenario-based discussion between government and industry on the challenges of current inflation to the govcon market. It will allow a sharing of perspectives to help both sides understand the impacts of inflation on different companies and types of contracts and the authority, guidance, and constraints within which the government can address these challenges through equitable pricing adjustments. Members will share best practices on how to request equitable pricing adjustments, how companies are managing inflation, and how to best ensure pricing within future bids is reasonable and competitive.

- Mike Derrios, Senior Procurement Executive, State
- John Tenaglia, Principal Director, Defense Pricing and Contracting, DOD
- David Cade, Vice President, BDS Supply Chain Core Contracting, Boeing
- Mike Pullen, Vice President, CGI Federal
- Moderator: Jessica Salmoiraghi, Acting Executive Vice President, Growth; Executive Vice President, Shared and Managed Services, The Golden Key Group

11:15 a.m.

Break for Lunch

12:00 p.m.

Keynote: Ronald Brownstein, Senior Editor at The Atlantic, Senior Political Analyst for CNN

1:00 p.m.

Networking Break

1:15 p.m.

Value Creation and Value Realization: What Attracts Investment in a Tough Economic Environment

Recent challenges in the government contracting landscape – e.g., higher-than-expected inflation, continued industry consolidation, heightened activity by the Department of Justice and Federal Trade Commission – have led to a reduced number of traditional M&A “targets.” Yet whenever the American economy struggles, there is often increased interest in the government contracting space. What does the current and foreseeable landscape look like to private equity firms, larger companies, and other potential investors? How are they evolving their approaches into new models of M&A? How will recent DoJ and FTC activity impact the potential for M&A? This panel will highlight considerations that may make government contractor companies more attractive to potential buyers.

- Anita Antenucci, Founder, 3Wire Partners
- Bill Foote, Business Advisory Partner, Aprio
- Jerry Howe, General Counsel, Leidos
- Moderator: Roman Schweizer, Managing Director, Washington Research Group - Aerospace & Defense, Cowen

2:15 p.m.

Strategic Insights: Perspectives on Mentor Protégé Programs

In November 2020, two of the U.S. Small Business Administration programs (e.g., 8(a) Mentor-Protégé, All Small Mentor-Protégé programs) merged into the SBA Mentor-Protégé program (MPP) – simplifying and streamlining the process for eligible businesses to participate. Panelists will discuss: (1) MPP’s current structure, to include delineation of mentor-protégé vs. Joint Ventures (JVs); (2) benefits for mentors and protégés; and (3) lessons learned and strategic considerations to support success for both participants. How does the program affect the industry writ large? What effects has it had on small businesses and small business utilization goals for other than smalls? What are recent trends in federal acquisition approaches, and what impact have these approaches had on businesses who do not participate in mentor-protégé or JV arrangements? Additionally, the panel will discuss potential strategies to support a level playing field for negotiations between mentors and proteges (e.g., mentor ownership thresholds, CAPEX investments / reinvestment, workshare arrangements, etc.)

- Meghan Leemon, Attorney, Piliero Mazza

- Tony Jimenez, President and COO, JRC
- Gwen Johnson, Director Small Business Program, Parsons
- Glenn Delgado, Associate Administrator, Office of Small Business Program at NASA
- Moderator: Karen Ell, Chief Strategy & Growth Officer, Tlingit Haida Tribal Business Corporation

2024 PSC Annual Conference Agenda

Monday, April 29, 2024

8:30 a.m. *Opening and Welcome, Colonial Hall, Zach Parker, PSC Board Chair*

8:45 a.m. *President's Message: David Berteau, PSC President & CEO*

9:00 a.m. **Keynote: Spencer Fisher, Chief Counsel, Chief Counsel, Cybersecurity and Infrastructure Security Agency (CISA)**

9:30 a.m. *Networking Break*

9:50 a.m. **The Cybersecurity Landscape: Mitigating Threats Through Compliance and Investment Opportunities**

Federal contractors are grappling with a myriad of cyber disclosure and risk mitigation requirements in order to more securely support federal missions. In 2024, the federal government will adjudicate several rulemaking actions that will have significant impacts on government services companies. These companies must implement strategies to minimize vulnerabilities and maintain seamless operations, even as the cyber threat environment constantly evolves and as threat actors conduct increasingly sophisticated incursions. Following keynote remarks on the current cybersecurity threat landscape, Eric Crusius (Holland & Knight and panel moderator) will discuss how industry is executing strategies to address cyber threats and manage federal compliance.

- Dave McKeon, Deputy Chief Information Officer for Cybersecurity, U.S. Department of Defense
- Vhavesh Vadhani, Principal and Global Leader for CohnReznick's Cybersecurity, Technology Risk, and Privacy Practice
- Spencer Fisher, Chief Counsel, Cybersecurity and Infrastructure Security Agency
- Moderator: Eric Crusius, Partner, Holland and Knight

10:50 a.m. **Keeping It Real: Using Generative Artificial Intelligence in Government Contracting**

Federal agencies are increasingly interested in harnessing the power of generative artificial intelligence (GAI) in a responsible and strategic manner. When creating a task force to tackle this issue area, DoD officials noted, "As we navigate the transformative power of generative AI, our focus remains steadfast on ensuring national security, minimizing risks, and responsibly integrating these technologies." This sentiment also holds true among civilian agencies – and the contractors that support federal missions. The question is how federal agencies and their industry partners can best realize this goal, as it applies to the acquisition process.

- Conrad Stosz, Director of Artificial Intelligence, OMB
- Kara Sacilotto, Partner, Wiley
- Moderator: Jeff Shen, President, Red Team Consulting

11:50 a.m.

Break for Lunch

12:45 p.m.

Lunch Keynote: Sue Gordon, former Principal Deputy Director of National Intelligence

1:30 p.m.

Networking Break

1:45 p.m.

Changing Acquisition Landscape – Navigating Priorities while Executing Optimal Mission Outcomes

Federal priority levels are interchanging throughout acquisition initiatives: adhering to administrative rulemaking, increasing small business participation, improving inclusivity, and streamlining acquisition processes. Regulatory proposals alter contract requirements on the cusp of solicitation, or sometimes during solicitation – before final rulemaking. Small business goals conflict with disadvantaged business goals, and now supersede category management application. One-size-fits-all vendor qualification through scorecards may not always complement vendor capabilities for government orders, triggering protest. How are federal acquisition officials navigating prioritization of shifting, often competing, federal goals while executing acquisition strategies that engage better competition and produce optimal mission outcomes?

- Lesley Field, Deputy Administrator for Federal Procurement Policy, Office of Federal Procurement Policy
- Corey Nickens, Deputy Assistant Commissioner, Assisted Acquisition Services, U.S. General Services Administration
- Karla Smith Jackson, Senior Procurement Executive, Deputy Chief Acquisition Officer and Assistant Administrator for Procurement, NASA
- Moderator: LaJuanna Russell, President & CEO, Business Management Associates

7:00 p.m.

Chair’s Dinner

Featured Charity Speaker: Daniel Hoffman, Retired CIA Senior Clandestine Services Officer, supporter of the Jessie Rees Foundation

Tuesday, April 30, 2024

7:00 a.m.

Networking Breakfast, *Colonial Hall*

8:30 a.m.

Opening and Welcome

8:30 a.m. **Keynote Address: Juan Zarate, Chairman of the Center on Economic and Financial Power, The Foundation for Defense of Democracies**

9:00 a.m. **Impact of Recent Court Decisions on GovCon – *SFFA vs Harvard* and *Ultima vs Department of Agriculture***

Two recent court cases – [Students for Fair Admissions vs Harvard](#) and [Ultima Service Corp vs U.S. Department of Agriculture](#) have significant potential to impact the operations and day-to-day activities of PSC member companies. While the U.S. Supreme Court’s June 29, 2023, Harvard decision struck down affirmative action in college admissions, the ripple effect may be to heighten the risk that companies with robust DEIA initiatives may face litigation as their internal policies – many of which are based on prior Executive Orders – may now be at odds with the decision. Additionally, as part of the July 19, 2023, Ultima decision, the U.S. District Court for the Eastern District of Tennessee found unconstitutional the SBA’s 8(a) Program regulations which establish a rebuttable presumption whereby individuals who qualify are not required to submit evidence of actual social disadvantage to be admitted into the Program. A team of legal experts will provide insights and updates pertinent to PSC member companies as the impacts of these cases are felt throughout the federal government.

- Barbara Hoey, Partner, Kelley Drye and Warren
- Jeff Chiow, Co-Chair, Greenberg Traurig's Global Government Contracts Practice
- Moderator: Fran Dean Bishop, CEO, Aerobodies

10:00 a.m. *Networking Break*

10:15 a.m. **Behind the scenes with a recent Acquisition**

Have you ever wondered what is really involved and at stake in an M&A transaction? This panel, made up of a representative from a buyer, seller, and advisory firm, will share their journey, highlighting how it started, how each side prepared for the transaction, the key issues they faced and had to resolve, what happened after the acquisition, and the overall lessons learned. Topics will include timelines for preparation, factors driving value creation, multiples, due diligence review, integrating cultures and management teams, and handling financing and debt issues. An investment banker will also provide an update on the current state of the market and where it is headed.

- Susan Wedge, Managing Partner, US Public & Federal Market, IBM
- Mehul Sanghani, CEO, Octo
- Moderator: Jean Stack, Managing Director, BAIRD

11:15 a.m. *Break for Lunch*

12:00 p.m.

Lunch Session: Roadmaps to Growth: Recent Experiences in Moving from Small to Other-Than-Small

How does the government benefit from its investments in business growth? Agency small business goals represent a key government priority. Counter-intuitively, the government is often unable to access successful realization of the experience and accessibility of companies emerging from its small business programs. Capable small businesses proceed with tactical determinations to remain small. Few proven previously small businesses remain competitive in the unrestricted arena. What strategies do businesses find most successful in approaching or emerging from size standards?

- Paige Smith, Assistant Director, U.S. Government Accountability Office (GAO)
- Cos DiMaggio, President, BrainGu
- Mikhail Grinberg, Partner, Renaissance Strategic Advisors
- Moderator: PV Puvvada, CEO, NetImpact Strategies

1:00 p.m.

Networking Break (15min)

1:15 p.m.

What is the World Coming To? Trends and Possibilities in Federal Contracting

A tidal wave of rulemaking activity, a lack of “regular order” on the Hill, and key elections that could alter the federal landscape... 2024 is shaping up to be a year of considerable uncertainty. PSC’s President & CEO David Berteau will present data-informed analyses that can help position your company for success, despite potential challenges. What are recent trends in the federal budget? In contract spending? In policies that could impact the government contracting industry? What can we expect in the U.S. Congress and executive branch agencies as our nation moves toward primary and general elections? This presentation will highlight what to watch for so that you can plan for the fiscal year ahead.

- **David Berteau**, President & CEO, PSC