

# Government Manufacturing Conference: Supporting the Federal and Defense Supply Chain

December 9, 2014

Fox Valley Technical College (FVTC) - D.J. Bordini Center

5 Systems Drive Appleton, WI 54912

## AGENDA

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- 7:00am Registration
- 8:00am Welcome and introductions
- 8:30am An Overview of the Federal Marketplace for Manufacturers – presented by Wisconsin Procurement Institute (WPI)
- 9:15am From Design to Prototype for the Military – presented by Steve Zink, recent VP Mack Defense and Oshkosh Corporation
- 9:45am Your Contract Responsibilities – presented by Daryl Zahn, Manager, Contracts and Compliance, DRS Power & Control Technologies Inc.
- 10:15am BREAK
- 10:30am Critical Issues for Defense Manufacturers – presented by Steve Zink, recent VP Mack Defense and Oshkosh Corporation
- 11:20am The Defense Supply Chain – presented by Paul Gosling, VP Defense, Global Purchasing & Supply Chain, Oshkosh Corporation
- Noon Lunch with Mentor panel

### WORKSHOPS

- 1:00pm Session One – Developing Federal Market Strategy – presented by Marc Violante, WPI
- Session Two – More on Your Contract Responsibilities – presented by Daryl Zahn, Manager, Contracts and Compliance, DRS Power & Control Technologies Inc.

### BREAK

- 2:00pm Session One – Federal Acquisition Regulations – Friend or Foe – presented by Marc Violante, WPI
- Session Two – Selling Directly to the Federal Government – presented by WPI

