



Government Manufacturing Conference: Supporting the Federal and Defense Supply Chain

Presented by
Fox Valley Technical College
Wisconsin Procurement Institute
Appleton, WI - December 9, 2014

AGENDA

- 7:00am **Registration and Refreshments**
- 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 Supply Chain*
Management, Oshkosh Corporation
- Noon **Lunch with MENTOR PANEL**

AFTERNOON WORKSHOPS

- 1:00pm **Session One - Developing Federal Market Strategy –** *presented by Marc*
Violante, WPI
- Session Two – YOUR Contract Responsibilities – the DETAIL –** *presented by Daryl*
Zahn, Manager, Contracts and Compliance, DRS Power & Control Technologies Inc.
- 1:50pm **BREAK**
- 2:10pm **Session One – Federal Acquisition Regulations – Friend or Foe –** *presented by*
Marc Violante, WPI
- Session Two – Selling directly to the Federal Government –** *presented by WPI*
- 3:10pm **Final networking and discussions**
- 3:30pm **End of Program**