

Working Agenda

- 7:30am – 8:00am Exhibitor Set Up
- 8:00am-8:30am Registration, Networking, and Refreshments
- 8:30am – 9:15am **Welcome and Introductions** - Dan Buttery, Assistant Deputy Secretary, Wisconsin Department of Veterans Affairs; Andrew Bergholz, Vice President of Sales, TAPCO; Frank Demarest, US Small Business Administration Deputy District Director, and attendees
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- 9:15am – 9:45am **Doing Business with VA Great Lakes VISN 12** – Steve Maier SBL Liaison.
- 9:45am-10:15am **Doing Business with the VA National Acquisition Center** – Willie Forrest, VA National Acquisition Center (NAC)
- 10:15am-10:45am Networking Break
- 10:45am-11:15am **How to Quickly Analyze VA RFPs** – Carol Murphy, WPI
- 11:15am – 12:00pm **Mentoring Panel** – Learn how other companies have been successful in contracting with the VA
- 12:00pm – 1:30pm **LUNCH with Guest Speakers**
- 1:30pm-2:00pm **Government Panel Discussion** – Find out what the Government will be buying
- 2:00pm-2:15pm Networking Break
- 2:15pm-4:30pm **Meetings with Agencies and Large Businesses** – Opportunity to speak with agency and large business procurement staff
- 4:30pm End of Program

