

Supporting the Federal Defense Supply Chain – for Manufacturers

January 24 2017 - Best Western, Marinette, WI

*Hosted by Northwest Michigan PTAC, Wisconsin Procurement Institute and
National Contract Management Association (NCMA) WI Chapter*

- 8:00am **Registration**
- 8:30am **Introductions**
- 8:45am **ITAR and Export Compliance** – *presented by Nathaniel Millsap, Jr., Director of Industrial Security & Technology, Fincantieri Marinette Marine*
- 9:30am **Basics of Federal Contracting** – *Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies Inc.*
- 10:30am **Break**
- 10:50am **Basics of Federal Contracting** – *Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies Inc.*
- 11:15am **Negotiations** – *Jean Polka, Government Contract Specialist, Wisconsin Procurement Institute (WPI)*
- 11:45am **Review of Morning Session**
- Noon **Lunch on your own**
- 1:00pm **Regulations and Compliance Impacting the Federal Supply Chain** – *Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies Inc.*
- 1:45pm **Preparing for Audit** – *Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies Inc.*
- 2:30pm **BREAK**
- 2:50pm **Locating and Managing Suppliers** – *Ken Kotloski, Government Contract Specialist, Wisconsin Procurement Institute (WPI)*
- 3:20pm **Understanding Flow Down Clauses** – *Daryl Zahn, CFCM, Manager, Contracts & Compliance, DRS Technologies Inc.*
- 3:50pm **SUMMARY AND PANEL WITH PRESENTERS – Q&A**
- 4:30pm **End of Program**
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