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Picatinny Symposium Offers Big Opportunities for Small Business

PICATINNY ARSENAL, N.J. – Picatinny organizations from the Army and Navy will look to harvest the potential of small and veteran-owned businesses during the Small Business Symposium at The Skylands in Randolph, May 11.

The symposium will provide a full day of networking opportunities wrapped around a valuable core of educational seminars and panel discussions. It is intended to bring together a diverse group of participants in a forum designed to spark new ideas and foster business connections.

“Outreach events such as the Small Business Symposium are essential to the greater goal of developing a competitive, diverse, and innovative supplier base for our customers at Picatinny Arsenal,” said Bruce Berinato, Executive Director, Army Contracting Command – New Jersey (ACC-NJ).

Presented by the Picatinny Arsenal Chapter of the National Contract Management Association (NCMA), the symposium was planned in coordination with the ACC-NJ and its Small Business Office.

“Our goal is to demystify the process of doing business with the government,” said symposium Co-Chairperson, Gene Spillane.

A total of 22 presenters will speak from a variety of perspectives on numerous topics in nine different seminars and panel discussions. Topics include: *Doing Business with the Federal Government*, *the Small Business Jobs Act of 2010*, *How to Deliver a Winning Proposal: Doing Business with Large Companies*, and *Intellectual Property Rights in Government Contracting*.

Scheduled speakers will include Rep. Rodney Frelinghuysen, Picatinny Arsenal’s senior commander, Brig. Gen. Jonathan A. Maddux; District Director of the U.S. Small Business Administration, Alfred J. Titone and senior managers from ACC-NJ.

In addition to the educational program, attendees will enjoy a full day of networking opportunities centered on the main exhibitor’s hall, which already includes a roster of 35 organizations.

Spillane said there will be opportunities for small businesses to meet with requiring government activities such as The Armament Research, Development and Engineering Center and Naval Surface Warfare Center.

Spillane added the participants will also include large businesses with dedicated diversity supplier programs who are interested in developing new subcontracting resources.

“We wanted this program to be relevant to a wide range of businesses with varying degrees of experience in government contracting” said symposium Co-Chairperson, Michael Klein.

About Us: Picatinny Arsenal is the Joint Center of Excellence for Armaments and Munitions, providing products and services to all branches of the U.S. military. Nestled in the northern New Jersey skylands, the team of 5,000-strong specializes in the research, development, acquisition and life cycle management of advanced conventional weapon systems and leap-ahead ammunition. Learn more at www.pica.army.mil

Six small business support organizations that support and nurture viable competitors in the government marketplace will also participate, including four regional Procurement Technical Assistance Centers (PTACs) and Two Small Business Development Centers (SBDCs).

Another feature is a “full-service” veteran’s exhibit designed to address the specific and unique concerns of Veteran-Owned Small Business concerns (VOSBs) and Service-Disabled Veteran-Owned Small Business concerns (SDVOSBs). This exhibit will be staffed by personnel from the Veterans Administration and other specialists who are fluent in VOSB and SDVOSB programs and prepared to offer technical assistance in that area.

“The VOSB and SDVOSB programs are among the most compelling initiatives in Government Contracting and we wanted to give them our full support at this event,” said Klein.

A full program agenda is provided on the Symposium website, www.smallbizopps.org under the “knowledge” tab. A roster of participating organizations can be found under the “network” tab.

All proceeds will benefit The Scholarship Fund of the Picatinny Arsenal Chapter of the NCMA.

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