



regional technology alliance : san diego



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Cutting-edge government procurement strategies for tech and biotech companies.

This conference will give you the opportunity to learn from and get connected to the key decision makers in the government sector - the country's biggest customer.

Confirmed Speakers include:

- Hon. Susan Davis, United States Representative (invited)
- David G. Boyd, Ph.D, Science & Technology Directorate, Homeland Security Department
- Stephen I. Johnson, Rear Admiral U.S. Navy (retired), Founder SBS Consulting Inc.
- Dan Donghue, President, Communications Engineering Group, Titan
- Local and national Defense executives, including representatives from Epsilon Systems, Quantum Magnetics, WiredRed Software, and Silicon Space

In 2001, California businesses received \$188.52 billion from the federal government in the form of grants, wages, procurement, loans and other payments. Of that amount, \$19.83 billion went to San Diego companies. This 2 day conference is designed for companies with products or services already in the commercial marketplace that are interested in exploring the government sector as a customer. GovCom will offer comprehensive information allowing emerging technology companies to weigh the pros and cons of entering government markets.

Attendees will learn:

- Basic fundamentals of the government procurement process
- The technical, legal and administrative challenges to doing business with the government
- Effective ways of tailoring your corporate strategy and marketing to the government
- An overview of contracting vehicles and the ability to translate the "alphabet soup"
- Real Life success stories from CEOs sharing their government contracting experience

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The T Sector

Community Partners Include

- Beyster Institute
- East County EDC
- National Defense industrial Association (NDIA)
- San Diego Telecom Council
- U.S. Small Business Administration
- San Diego Regional Economic Development Corporation (EDC)
- San Diego Regional Chamber of Commerce
- San Diego Software and Internet Council
- SPAWAR SSC
- San Diego Contracting Opportunities Center
- LARTA

Date:

November 17 and November 18, 2003

Location:

Hilton San Diego Mission Valley  
901 Camino del Rio S., San Diego, CA 92108

Cost:

\$99 until October 24, 2003, \$150 after

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