



# 30<sup>TH</sup> ANNIVERSARY

## Government Procurement Conference

Wednesday, September 2, 2020 | 9 AM - 4 PM  
Walter E. Washington Convention Center

### Procurement Expo

*Network with Government agencies and Small Businesses and Prime Contractors to find out what opportunities are available*

### Procurement Matchmaking

*Participate as a Buyer or Seller to increase your company's exposure through one-on-one meetings that match your company's needs to available opportunities*

### Procurement Sessions

*Learn How to Do Business with the Government and what Government Programs are available at engaging conference sessions*

Proudly brought to you by





# 30<sup>TH</sup> ANNIVERSARY

## *Government Procurement Conference*

Wednesday, September 2, 2020 | 9 AM - 4 PM  
Walter E. Washington Convention Center | Washington, D.C.

The Government Procurement Conference is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority-owned, HUBZone-certified, veteran-owned, service-disabled veteran-owned, and/or women-owned businesses. Now in its 30th year, the Government Procurement Conference is the premier event for small businesses throughout the U.S.

Participating firms benefit from marketing their products & services to procurement representatives and small business specialists from government agencies. Companies may choose to set up an exhibit table to showcase their capabilities or simply come as an attendee.

The conference also includes educational conference sessions, procurement matchmaking and a dynamic exhibitor showcase.



# Procurement Expo

Exhibitors from Federal, State and Local governments and their prime contractors are looking to network with small, minority, 8(a), SDB, HUBZone Empowerment Contracting Program participants, service-disabled veteran-owned, veteran-owned, and women-owned businesses to fulfill the small business requirements in their Prime contracts.

Additionally, exhibitors may bring procurement opportunities with them for distribution at the conference.

Previous GPC events have hosted more than 2,000 attendees – including small business specialists and procurement managers – representing the following:

Consumer Financial Protection Bureau

DC Office of Contracting and Procurement

DC Procurement Technical Assistance Center

DC Small Business Development Center

Defense Logistics Agency (DLA)

DoD's Defense Industrial Base Cybersecurity (DIB CS) Program

Fairfax County Economic Development Authority

Federal Aviation Administration (FAA)

Federal Deposit Insurance Corporation (FDIC)

Federal Emergency Management Agency (FEMA)

Federal Housing Finance Agency

Federal Reserve Board

GSA FAS, GSA FEDSIM, GSA OSDU and GSA PBS

Howard County Government

Internal Revenue Service (IRS)

Maryland Aviation Administration

Metropolitan Washington Airports Authority

Minority Business Development Agency (MBDA)

Missile Defense Agency

Montgomery County

NASA Goddard Space Flight Center Small Business, NASA Headquarters - Office of Small Business and NASA SEWP

National Credit Union Administration

National Institute of Standards & Technology (NIST)

National Oceanic & Atmospheric Administration (NOAA)

National Railroad Passenger Corporation (AMTRAK)

NIH - NITAAC

Office of the Comptroller of the Currency

Prince George's County Government

Smithsonian Institution

Social Security Administration

Tennessee Valley Authority

Transportation Security Administration (TSA)

U.S. Bureau of Engraving & Printing

U.S. Citizenship and Immigration Service and U.S. Citizenship and Immigration Services E-Verify Program

U.S. Coast Guard

U.S. Customs and Border Protection

U.S. Department of Agriculture

U.S. Department of Commerce

U.S. Department of Education

U.S. Department of Energy

U.S. Department of Health & Human Services (HHS)

U.S. Department of Homeland Security (DHS), DHS Headquarters Office of Procurement Operations and DHS Office of Small Disadvantaged Business Utilization

U.S. Department of Housing and Urban Development (HUD)

U.S. Department of Labor

U.S. Department of State

U.S. Department of Transportation (DOT)

U.S. Department of Veteran Affairs (VA)

U.S. Environmental Protection Agency (EPA)

U.S. Immigration & Customs Enforcement (ICE)

U.S. Mint

U.S. Navy

U.S. Nuclear Regulatory Commission (NRC)

U.S. Office of Personnel Management

U.S. Postal Service (USPS)

U.S. Secret Service

U.S. Securities and Exchange Commission

U.S. Small Business Administration and SBA Government Contracting Office

Washington Headquarters Services

# Who Will Participate?



## Small Businesses

seeking Government contracts or teaming arrangements with Prime Contractors



## Prime Contractors

who need to fulfill contract requirements for Small Business



## Procurement Representatives

from Government Agencies in need of products and services to fulfill their various mission functions

Increase awareness of your company brand to the Government and the small business community

Take advantage of the opportunity to demonstrate your product or service face-to-face with on-site Government Procurement representatives

Show your support for Small Business to the Government and the Small Business community

## Why Sponsor or Exhibit?

## Procurement Matchmaking

Procurement Matchmaking will be offered as a value-added opportunity to meet with buyers in special, pre-scheduled one-on-one meetings with participating buyers during the conference. This portion of the event is limited in availability and is offered to small business participants registered for the overall conference on a first-come, first-served basis.

Procurement Matchmaking “matches” small company “sellers” with participating “buyers” represented by government agencies and large business Prime Contractors. These buyers and sellers will convene for a series of one-on-one meetings that will occur throughout the event in a special matchmaking meeting space.

# THANK YOU TO OUR 2019 SPONSORS!

## MATCHMAKING SPONSORS

Business Match-ups  
small business *is* big business



## DIAMOND, BAG & LANYARD SPONSOR

GovSmart



## GOLD SPONSOR

**BAE SYSTEMS**

## SILVER SPONSORS



GENERAL DYNAMICS  
Information Technology

**SAIC**<sup>®</sup>  
Redefining Ingenuity

carahsoft.

## BRONZE SPONSORS

**Raytheon**

**Unanet**  
Projects, People & Financials

The logo for Winvale, featuring a colorful, multi-colored starburst icon above the text "Winvale" in a blue sans-serif font.

Winvale

# SPONSORSHIP OPPORTUNITIES

## **Diamond Sponsor \$13,000**

Only two available: One exclusive Prime Contractor & One exclusive Small Business

- Co-Sponsorship of Conference Program *(includes full-page ad with premium placement)*
- Co-Sponsorship of the Exhibit Hall
- Sign for table identifying you as a Diamond Sponsor
- Conference admission for 10 company representatives

## **Platinum Sponsor \$11,000**

- Co-Sponsorship of Conference Program *(includes full-page ad)*
- Sign for table identifying you as a Platinum Sponsor
- Conference admission for 8 company representatives

## **Gold Sponsor \$8,500**

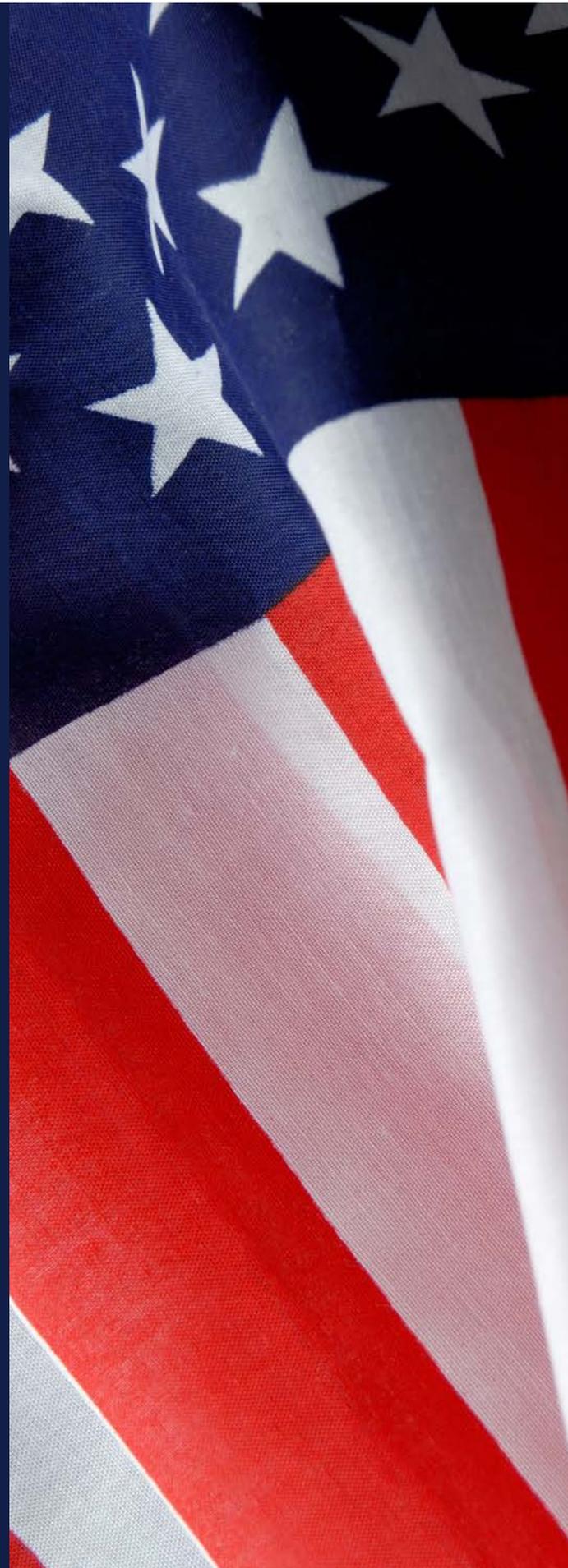
- Recognition in Conference Program *(includes half-page ad)*
- Co-Sponsorship of seminar room
- Sign for table identifying you as a Gold Sponsor
- Conference admission for 6 company representatives

## **Silver Sponsor \$6,500**

- Recognition in Conference Program *(includes quarter-page ad)*
- Sign for table identifying you as a Silver Sponsor
- Conference admission for 4 company representatives

### ***All Diamond, Platinum, Gold and Silver sponsorship levels receive the following items:***

- One premium table space of your choice
- Recognition on Signage throughout the Conference and Registration area
- Recognition during the Conference Proceedings





# Additional Sponsorship Opportunities

## Matchmaking Sponsor \$15,000

Only 3 available.

- Co-Sponsorship of Conference Program (*includes full-page color ad with premium placement*)
- Co-Sponsorship of the Matchmaking Area
- Buyer Matchmaking Table for the entire event (*Prime Contractor*)
- Sign for table identifying you as a Matchmaking Sponsor
- Conference admission for 10 company representatives

## Bronze Co-Sponsorships Options (\$5,000 Each):

- Conference Bag - also includes company logo on the bag
- Conference Lanyard - also includes company logo on the lanyard
- Digital Advertising Sponsor - also includes advertisement on digital signage during the conference
- Conference Program - also includes full-page ad in the Conference Program
- Seminar Room - also includes recognition on signage in one of the seminar rooms
- Registration - also includes recognition on signage in the registration area

### All Bronze Co-Sponsorships include:

- One sponsorship table space of your choice (*other than premium table spaces*)
- Recognition on appropriate signage at the event
- Acknowledgment (*logo*) in the Conference Program and during the Conference Proceedings
- Conference admission for 2 company representatives

## Conference Program Ad Sponsorships:

- Full-page Ad - \$1,500 (*does not include table space*)
- Half-page Ad (*horizontal*) - \$1,000 (*does not include table space*)
- Quarter-page Ad - \$750 (*does not include table space*)

To enquire about sponsorships, please contact your account manager or call FBC at (800) 878-2940.

# Get Started

---

## **Interested in sponsoring or exhibiting?**

Contact your FBC Account Manager today.

### **GABRIEL WOLLNER**

[gabriel@fbcinc.com](mailto:gabriel@fbcinc.com)

(800) 878-2940 ext. 211

### **KAREN STRATFORD**

[karen@fbcinc.com](mailto:karen@fbcinc.com)

(800) 878-2940 ext. 213

### **MATTHEW BUONATO**

[mbuonato@fbcinc.com](mailto:mbuonato@fbcinc.com)

(800) 878-2940 ext. 202

### **RHONDA NEWBERT**

[rhonda@fbcinc.com](mailto:rhonda@fbcinc.com)

(800) 878-2940 ext. 217

### **STACY GOSNELL**

[stacy@fbcinc.com](mailto:stacy@fbcinc.com)

(800) 878-2940 ext. 216

---

## **Don't have an account manager yet?**

[beth@fbcinc.com](mailto:beth@fbcinc.com)

(800) 878-2940 ext. 245

