

VETS 24 CONFERENCE

May 20-23 • Orlando, Florida



**Attend
Exhibit
Sponsor**



"Best conference I have ever attended in my 25-year career dealing with GOVCON. Feels awesome to be supported by an organization that put together a conference with a legitimate agenda and attendees to truly make a difference for this veteran owned small business."

SDVOSB Business Owner/VETS23 Attendee

Training Networking Advocacy



**National Veteran
Small Business
Coalition**

Top Reasons to Sponsor and Attend the VETS24 Conference!

ATTEND • EXHIBIT • SPONSOR



NETWORK
VA, GSA, DoD, with Senior Agency Leaders!
SBA, HHS, DHS, DoEnergy,
20+ agencies

OVER 150 AGENCY LEADERS INCLUDING:
VA – 60+ Attendees

Michael Parrish	Larry Hale
Phil Christy	Courtney Fairchild
Chris Parker	Kyra Stewart
Jeffrey Neill	DoD
Andrew Centineo	Farooq Mitha
GSA – 14+ Attendees	HHS
Laura Stanton	Shannon Jackson
	Katrina Brisbon

CONNECT
with the leading large GovCons!

JOIN GOVCONS SPONSORS INCLUDING:

SAIC	Bank of America
RTX	Amazon Business
Northrop Grumman	Capital One
BAE Systems	CohnReznick LLP
GDIT	Cherry Bekaert
The Boeing Company	Delttek
BAH	Lockheed Martin Corporation
JP Morgan Chase	PilieroMazza PLLC

MATCHMAKING
in-person at the largest Veteran GovCon event of 2024!



Matchmaking Events with Veteran Small Business GovCons!

TRAINING
with the leading Agency & Industry in Federal Acquisition!

FEDERAL ACQUISITION TRAINING CURRICULUM:

- 4 Pre-Conference Sessions
- 8 General Sessions
- 36 Breakout Sessions
- 20+ Showcase Theater Sessions
- 6 Master Class Sessions

INFORMAL TRAINING WITH OUR FACULTY DURING:

- 3 Receptions
- 3 Breakfast Sessions
- 2 Lunch Sessions

EXHIBIT HALL
» Networking Hub of the Conference
» 20 Hours of Attendee Engagement
» 50,000 sq ft
» 154 Vendors

INSIGHTS
on the key challenges and SOLUTIONS for Federal Set-aside Contracting in 2024 and Beyond!

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VETS24 Conference Training at a Glance

	MONDAY 20 May 2024	TUESDAY 21 May 2024	WEDNESDAY 22 May 2024	THURSDAY 23 May 2024
MORNING PROGRAMMING		GENERAL SESSIONS BREAKOUT SESSIONS SHOWCASE THEATER SESSIONS EXHIBIT HALL VENDOR SHOWCASE	GENERAL SESSIONS BREAKOUT SESSIONS SHOWCASE THEATER SESSIONS EXHIBIT HALL VENDOR SHOWCASE	MASTER CLASS SESSIONS
AFTERNOON PROGRAMMING	PRE-CONFERENCE TRAINING SESSIONS NVSBC MEMBER MEETING	GENERAL SESSIONS BREAKOUT SESSIONS SHOWCASE THEATER SESSIONS EXHIBIT HALL VENDOR SHOWCASE PITCH 2 WIN COMPETITION	GENERAL SESSIONS BREAKOUT SESSIONS SHOWCASE THEATER SESSIONS EXHIBIT HALL VENDOR SHOWCASE VetFedMATCH® Matchmaking Event	
EVENING RECEPTIONS	EVENING RECEPTIONS	EVENING RECEPTIONS	EVENING RECEPTIONS	

See Conference Training Agenda Details [here](#)

VETS24 CONFERENCE TRAINING SEGMENTS:

PRE-CONFERENCE SESSIONS 90-minute sessions on Monday afternoon that provide a 'global view' of federal government contracting taught by instructors with decades of GovCon BD experience. The Pre-Conference Sessions are provided to all registered attendees **AT NO ADDITIONAL COST!**

GENERAL SESSIONS: attended by all registered attendees and take place on Tuesday and Wednesday in the Executive Ballroom. General Sessions are presented by leading speakers from government and industry and are a core component of our VETS24 Conference educational content. General Sessions provide updates, trend analysis, and insights on the newest issues, hottest trends, and provide guidance to build your small business around the most sought-after skills and core competencies.

BREAKOUT SESSIONS: represent the 'core curriculum' of our VETS24 Conference training content and have been custom crafted to maximize your training experience during the Tuesday & Wednesday segments of your VETS24 Conference learning experience. Each 50-minute session includes at least 1 'take away' deliverables such as best practices, guides, tips & tricks practice guides, and other high-value artifacts that will short cut your implementation of the skills presented in the session. Our 36 Breakout Sessions present customized training for small business leadership on topics included in our 3 Training Tracks:

TRACK 1: BUILD YOUR PIPELINE sessions provide the keys to success enabling you to Define Your Target Markets & Close New Business in 2024 & Beyond

TRACK 2: FORTIFY YOUR FIRM sessions explore the Internal Investments to Increase PWin & Self-Evaluation Points

TRACK 3: EXPAND AND SCALE sessions explore Strategies to Maximize Wins & Accelerate Growth

MASTER CLASS SESSIONS: 2.5-hour deep dive training sessions on Thursday present high value skills and critical capabilities to grow your small business. These sessions are hands on training, providing attendees with a detailed view and practical implementation guidance on critical skills for growth in the federal small business marketplace. Available to all registered attendees **AT NO ADDITIONAL COST!**

SHOWCASE THEATER SESSIONS: 25-minute mini-sessions on a variety of hot topics including agency OSDDBU updates, upcoming agency contract updates, and BD opportunity pipelines.

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VETS24 Conference BD/Capture Training At A Glance: **VA FOCUS**

Learn How to Navigate and Master VA Opportunities From the SOURCE!

VETS24 CONFERENCE NAVIGATING VA ACQUISITIONS - SESSIONS & SPEAKERS!

BUILD YOUR VA BD PLAN!

- » WHO you need to know!
- » WHAT are they buying and WHEN!
- » Which VEHICLES!
- » CAPTURE & TEAMING STRATEGIES!



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VA FOCUS STRATEGIES FOR VA MAJOR ACQUISITIONS:



James Gferer

Fireside Chat



Michael Parris

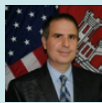
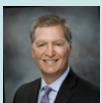
ENTERPRISE LEVEL

- » Understand veterans' health sector key challenges
- » Target Programs Matched to Your Core Competencies
- » Develop Your Strategies

VA TAC/TECHNOLOGY ACQUISITION LANDSCAPE:

Deep Dive & Q&A

Bill James Phil Christy Jeffrey Neill



VA SAC/NAC ACQUISITION LANDSCAPE:

Deep Dive & Q&A

Chris Parker Regina McGregor Merl Stoder



VHA ACQUISITION LANDSCAPE:

Deep Dive & Q&A

Andrew Centineo Joe Maletta



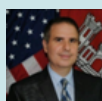
ORGANIZATION LEVEL

- » WHO leads the organization!
- » WHAT'S in the pipeline!
- » VEHICLES & TIMING!

VA TAC Pipeline & Vehicles

(T4NG2-GSA MAS-others): Deep Dive & Q&A

Jeffrey Neill Speaker TBD Speaker TBD



VA SAC/NAC Pipeline & Vehicles

(IHT2-ICSP-VECTOR): Deep Dive & Q&A

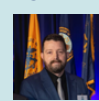
Allen Smith Melissa Maloy Jen Swift



VHA Major Programs Landscape:

Deep Dive & Q&A

Craig Hilliard VALOR PMO* Clinical Care PMO



PIPELINE & VEHICLE LEVEL

- » WHAT'S in the pipeline!
- » Match Core Competencies to Upcoming Pipeline!
- » Teaming/JV/M-P Strategies!

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VETS24 Conference BD/Capture Training At A Glance: **GSA FOCUS**

Navigate and Master GSA Vehicles & Opportunities From the SOURCE!

GSA TRAINING

FOCUS

- » What Vehicles are available?!
- » HOW to qualify!
- » WHEN you qualify!



Sessions Matched to Your Current Revenue & Skills Gap Taught by Experts from Agencies & Industry!

BD/Capture Skills Training | Advanced Agency Pipeline Training | Targeted Training for Your Current Phase of Growth!

Attend the Training Then Network with the Trainer in the Exhibit Hall and at the Receptions!

\$1M

\$50 M++

BD FOCUS: Build and Qualify a \$500M pipeline in 50-Minutes

BD FOCUS: Understanding Federal Contracting: Insights on FAR and non-FAR Contract Types, Market Research, and How to WIN More Awards!

OCUS: Build and Qualify a \$500M pipeline in 50-Minutes

GSA FOCUS: Government wide IT Marketplace Overview from the IT Vendor Management Office

BD FOCUS: Building a Long-Term GovCon Pipeline

From Clearance to Contract: Navigating Security Clearances from Qualifying to Recruiting

Veteran Access to Capital: Challenges and Strategies for Fueling Small GovCon Growth

Teaming for Success: How to Leverage Mentor Protégé and Joint Venturing Programs

Unlock Proposal Profits: Build Your Proposal Dream Team (Even if it's Just You)

VA FOCUS: BD Capture Strategies for VA Major Acquisitions: Fireside Chat & Q&A

VA FOCUS: VA TAC/Technology Acquisition Landscape: Deep Dive & Q&A

VA FOCUS: VA SAC/NAC Pipeline & Vehicles (IHT2-ICSP-VECTOR): Deep Dive & Q&A

GSA FOCUS: Navigating Cybersecurity and C-SCRM Requirements

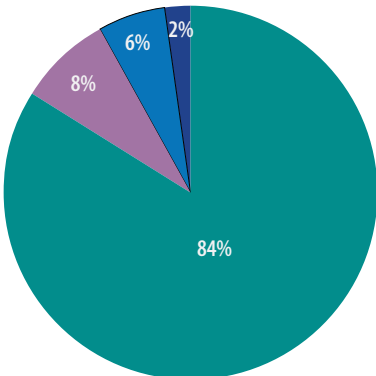
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VETS24 Conference SNAPSHOT

● Veteran & Small Business
 ● Government
● Prime/Large
 ● Other



1800+
Attendees

125+
AGENCY &
INDUSTRY
SPEAKERS

24+ FEDERAL
AGENCIES
35+ LARGE
PRIMES

154 VENDOR
EXHIBIT HALL

2.5
HOUR
MATCHMAKING
EVENT

MATCHMAKING
in-person at the largest
Veteran GovCon event
of 2024!

Matchmaking Events
with Veteran Small
Business GovCons!

Matchmaking Event: May 22, 2024 | 1:00-3:30 PM
at the VETS24 Conference!
The Rosen Centre, Orlando, FL
IN-PERSON ONLY event, **No Virtual Access**

EXHIBIT HALL
» Networking Hub of the
Conference
» 20 Hours of Attendee
Engagement
» 50,000 sq ft
» 154 Vendors

Maximize your Brand Visibility!
Largest Event & Most Vendors in the Industry!!
Traffic Matters! Attention Matters!
Exhibit Hall Open Tuesday & Wednesday May 21-22

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SPONSOR OR EXHIBIT AT THE VETS24 CONFERENCE

SPONSOR AT THE VETS24 CONFERENCE!

Available sponsorship opportunities listed in the [VETS24 Conference Prospectus](#). Once you have identified your desired sponsorship, please select the Sponsor Today button below to secure your selection(s).

[Sponsor Today!](#)

EXHIBIT AT THE VETS24 CONFERENCE!

Exhibiting at the VETS24 Conference places your company at the forefront of the federal marketplace and in front of key agency PDMs (Procurement Decision Makers). Showcase your company brand and your core services to conference attendees.

[Exhibitor FAQ](#) [Purchase Your Booth](#)

[Exhibitor Service Kit](#) [View Prospectus](#)

JPMORGAN CHASE & CO.



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PRICING and REGISTRATION INFORMATION

FULL CONFERENCE PASS INCLUDES:

- Access to All Training Sessions
 - » Includes Monday Pre-Conference & Thursday Master Classes
- Networking Throughout the Conference, Receptions, Breaks
- Access to Conference Presentations & Materials
- Access to the Exhibit Hall
- Opt-In for VetFedMatch Matchmaking

TRAVEL & LODGING INFORMATION

The VETS24 Conference occurs on Monday, May 20, 2024 through Thursday, May 23, 2024 at the Rosen Centre. All NVSBC hosted activities and events associated with the VETS24 Conference will be located on the hotel property.

VETS24 CONFERENCE ATTENDEE PRICING	REGISTRATION	
	MEMBER	NON-MEMBER
*SMALL BUSINESS	<u>\$549.00</u>	<u>\$749.00</u>
LARGE BUSINESS	<u>\$699.00</u>	<u>\$899.00</u>
FEDERAL GOVERNMENT REPRESENTATIVE/NON-PROFIT/ACADEMIC		<u>\$199.00</u>
ONE DAY PASS	<u>\$249.00</u>	<u>\$399.00</u>

How Can You Benefit?



See Conference Website for Full Details & Registration [here](#)



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