

LAKEHURST SMALL BUSINESS ROUNDTABLE (LKE-SBR)

SYNOPSIS OF 2016 GENERAL MEMBERSHIP MEETINGS

The Lakehurst Small Business Roundtable (LKE-SBR) is excited about the General Membership Meetings Schedule for 2016. Quarterly meetings (January, April, July) are designed to enhance and support membership's experience – and practical results – during the Annual LKE-SBR Sponsored Industry Day in October 2016.

In addition, the first three General Meetings of 2016 will include Large Business/Prime Contractor representatives explaining how to pursue doing business with their companies as a small business subcontractor.

New for 2016, each General Membership meeting will also include venues offering hands-on practical application advice on how to best take advantage of the information being presented.

We look forward to your attendance and participation at the following General Membership meetings.

January 21, 2016

1) Doing Business with Lockheed/Martin

Shedding light on how a small business can effectively market its capabilities to LM. Also provide a table and allow sufficient time for interested membership to talk privately with the LM representative.

2) The Importance of Market Research (Taking Advantage of Industry Day Information)

Help membership realize the importance of effective Market Research – both from Government and Business viewpoints (acquisition of a better product for the warfighter and perhaps providing an edge to businesses willing to invest the time).

3) Practical application

Practical hands-on activities that will engage participants and enhance the process of obtaining business with the Government and Primes, and offer advice/examples of materials that may be needed during Market Research meetings (e.g. Fact Sheets, Briefings, etc)

4) Networking

May 10, 2016

1) Doing Business with Alaskan Native/Tribal Companies

Explain what Alaskan Native (ANC)/Tribal companies are and what the benefits of working with them are. Specifically how to do business with Alutiiq, LLC (an ANC). Also providing a table and allowing sufficient time for interested membership to talk privately with the Alutiiq representative.

2) Understanding the Source Selection Process to Better Develop Winning Proposal Responses

Understanding how the Government will evaluate your proposal will help you develop a winning document (e.g. using the proposal structure and subject headings specified in the RFP to help the evaluator find and understand your proposal responses). Government and industry perspectives will be presented.

3) Practical Application

Practical hands-on activities that will engage participants and enhance the process of obtaining business with the Government and Primes, and offer advice/examples of materials that may be needed during Market Research meetings (e.g. Fact Sheets, Briefings, etc)

4) Networking

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July 2016

1) Doing Business with General Atomics (*tentative*)

Discussion by a representative of General Atomics as a lead-in to the Industry Day ALRE discussion, since a part of ALRE workload is handled by the Primes. This discussion will also help membership get a head start on how to approach General Atomics once ALRE opportunities are provided during the October Industry Day Event.

2) Benefits of Participating in Annual LKE-SBR Industry Day Event (How to Prepare)

Know what to expect, what to look for, how to take advantage of upcoming procurement information provided.

3) Practical Application

Practical hands-on activities designed to engage participants and enhance the process of obtaining business with the Government and Primes during the Annual Industry Event (October 2016). Also providing a table and allowing sufficient time for interested membership to talk privately with the General Atomics representative.

4) Networking

October 2016

1) Large Business Prime Contractor Presentation

Large Business Prime Contractor participation will not be scheduled for this event in order to allow participants more time to interact with Industry Day Government and LKE-SBR representatives.

2) Annual LKE-SBR Sponsored LKE Industry Day Event

This annual event is the centerpiece of the LKE-SBR General Membership meeting schedule.

Very special presenters at this event:

- Emily Harman DoN Director for Office of Small Business Participation (OSBP)
- Shelby Butler, NAVAIR OSBP Associate Director

Government representatives will be invited to present current and future bidding opportunities from:

- Aircraft Launch & Recovery (ALRE)
- Common Support Equipment (CSE)
- Peculiar Support Equipment (PSE) – specific to an aircraft platform
- Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR)
- Prototype & Manuf. Division
- Services Opportunities

3) Practical Application

Tables will be provided to allow sufficient time for membership to talk privately with knowledgeable SBR representatives about how best to follow-up on opportunities of interest, including advice/examples of processes/materials that may be needed to follow-up on opportunities presented (e.g. Idea Day Requests, specific requirement-oriented capabilities briefings, etc).

4) Networking