

Facilities Maintenance and Hardware Acquisition Center
 Industry Event February 28- March 1, 2012
 Course Syllabus



Indicates a class that incorporates “innovation”

Course Title	Course Description	Instructor	Intended Audience	Time offered	Room
The FY12/13 Federal Market Outlook for Schedule 03FAC Services	A forecast of Federal spending for services offered under Schedule 03FAC. Course will also highlight several market drivers impacting Federal demand.	Janet Clarke and Carolyn Alston Washington Management Group	Schedule 03FAC Contract Holders	8:30 Tuesday	Regency CD
The FY12/13 Federal Market Outlook for Schedule 51V Products	A forecast of Federal spending on products and services offered under 51V schedule. Course will also highlight several market drivers impacting Federal demand.	Janet Clarke and Carolyn Alston Washington Management Group t	Schedule 51V Contract Holders	2:45 Tuesday	Regency CD
How to do Business with GSA, Public Building Service (PBS) WILL BE VTC	You have a contract on FAS' Multiple Award Schedule, so now you can get information on how PBS does business. A representative from GSA's Public Building Service (PBS) will provide information on how PBS purchases many of their products and services and how industry partners can do business with PBS, or provide products for PBS. You will also get an overview of sustainability efforts within GSA; the GSA Green Purchasing Plan and GSA's Sustainability Plan. This will be done via teleconference.	LaVaughn Seepersad-Fayson , Industry Relations Manager, PBS, GSA	Primarily Service Contract Holders	9:45 Tuesday	Regency A WILL BE VTC

<p>Innovations in on-line Contracting: e-Mods & e-Offers, Digital Certificates, Authorized Negotiator and the e-Mod Process</p> 	<p>Update from the FMHAC on electronic processing of modifications and offers</p>	<p>Donald Denno, Director FMHAC Commercial Acquisition of Products and Services Division, GSA</p> <p>Ellen Upchurch, FMHAC Products Section Chief and Supervisory Contracting Officer, GSA</p>	<p>All Schedule Contract Holders</p>	<p>8:30 Tuesday 2:45 Tuesday</p>	<p>Regency B Regency A</p>
<p>Schedules and Global Supply</p>	<p>How does Global Supply use Schedule 51V vendors to meet the customer needs? Come understand how National Stock Numbers and government tools are purchased. Ever wondered about marking and labeling products to Department of Defense customers? We will show you how it is done!</p>	<p>Denise Elsbernd, Director Heartland Supply Operations Center, GSA</p>	<p>Primarily Schedule 51V Contract Holders</p>	<p>8:30 Tuesday 8:45 Thursday</p>	<p>Regency E Regency B</p>
<p>Renewable Energy in the Department of Veterans Affairs</p> 	<p>Acquisition strategies for metering services, building commissioning and energy audits.</p>	<p>Fred Thielke, VA</p>	<p>Schedule 03FAC Energy Services Contract Holders</p>	<p>8:30 Tuesday 1:00 Wednesday</p>	<p>Regency A Regency A</p>
<p>Innovative Approaches in Marketing your GSA Schedule</p> 	<p>Fed Market presents innovative and best practices to marketing your GSA contract</p>	<p>Eileen Kent, Fed Market</p>	<p>All Schedule Contract Holders</p>	<p>8:30 Tuesday 4:00 Tuesday 1:00 Wednesday 2:20 Wednesday</p>	<p>Regency F Sterling 9 Regency E Regency E</p>
<p>Where is the GSA Schedule Train Headed</p> 	<p>Learn about the latest innovations in the world of GSA Schedules. New regulations, programs, directions, set asides and more!</p>	<p>Walter Eckbreth, Acquisition Ombudsman, GSA</p>	<p>All Schedule Contract Holders</p>	<p>9:45 Tuesday 2:45 Tuesday</p>	<p>Regency B Sterling 9</p>
<p>Latest Enhancements to the GSA Suite of e-Tools: GSA</p>	<p>Learn about GSA's suite of electronic acquisition tools including new icons, e-Buy, e-</p>	<p>Tim Dempsey, Chief Systems MAS Program Office,</p>	<p>All Schedule Contract Holders</p>	<p>9:45 Tuesday 2:20 Wednesday</p>	<p>Sterling 9 Sterling 9</p>

<p><i>Advantage!</i>, e-Buy and Schedule Input Program (SIP)</p> 	Library, GSA <i>Advantage!</i> and SIP.	Office of Acquisition Management, GSA Gary Jenkins, FMHAC Business Development Specialist, GSA			
Small Business Assistance	See how GSA's Office of Small Business Utilization can help your small business reach out to Federal customers.	Karen Poole and Lee Tittle, Office of Small Business Utilization, GSA	All Schedule Contract Holders	4:00 Tuesday 2:20 Wednesday	Regency F Regency F
Innovations in Air Force Strategic Sourcing: Doing Business with Wright Patterson	A bird's eye view into the Air Forces Strategic Sourcing Initiative	Gary Baker and Beth Quinte Air Force	All Contract Holders	1:00 Wednesday 2:20 Wednesday	Regency B Regency B
GSA's Industrial Operations Analysts (IOA) Contractor Assistance Visits	Learn about the Contractor Assistance Visits conducted by GSA's Industrial Operations Analysts (IOAs)	Robin Zickgraf, Supplier Management, GSA	All Contract Holders	2:45 Tuesday 1:00 Wednesday	Regency F Regency F
Assisted Acquisition Solutions for 03FAC Customers	Presentation by Region 8, Assisted Acquisition on innovative assisted acquisition solutions available to Federal customers procuring Schedule 03FAC services.	Kenneth Moore, Director, Region 8, Assisted Acquisition Office, GSA	Schedule 03FAC Contract Holders	10:30 Wednesday 8:45 Thursday	Regency E Regency F
Innovations in Teaming: Understanding Contractor Teaming Arrangements	A high-level introduction to the concept of Contractor Team Arrangements (CTAs) covering common questions and concerns. This will be followed by a more in-depth audience-driven Q&A session addressing current contractor issues as well as more complex implementations of CTAs	Patrick Mazzei and Eric Stonner, FMHAC Contract Specialists, GSA Facilitated by Walter Eckbreth, Acquisition Ombudsman, GSA	All Contract Holders	8:30 Tuesday 10:00 Thursday	Sterling 9 Regency B

AbilityOne Program Overview	Join us to learn how the AbilityOne program creates employment opportunities for Americans who are blind or severely disabled. Discover how your organization can partner with AbilityOne and join our mission	Jason Endicott, GSA Channel Sales Representative, National Industries for the Blind	All Contract Holders	4:00 Tuesday 10:00 Thursday	Regency A Regency A
Innovation Session 			All Contract Holders	(TBD) 10:30 Wednesday	Sterling 9
Marketing Subcommittee Meeting	Learn about the collaborative assistance and networking opportunities available to marketing subcommittee members.	Marvin Steinlauf, Vice President, All Foam Products	Open to all current Subcommittee Members and companies interested in joining.	8:45 Thursday	Regency A
Innovative Approaches to Marketing Services to GSA, Public Building Service (PBS) from a Consultant's Perspective 	Learn tips from a former PBS Regional Commissioner, now consultant, on how to better market your services to PBS.	Tom Walker, Managing Principal, Thomas H. Walker Consultants	Schedule 03FAC Contract Holders	4:00 Tuesday 10:30 Wednesday	Regency E Regency B
How to Offer your Products through DOD EMALL	Learn how 51V Companies can offer your Schedule products on DOD EMALL and increase your revenue	Ron Fields and Adelita Hinton, DLA	Schedule 51v Contract Holders	10:30 Wednesday 1:00 Wednesday	Regency F Regency CD
Innovations in Marketing via Social Media 	Presentation on GSA's social media platform. Plus corporate examples on how to use social media to market to the Federal market	Tim Benoit, FMHAC Director, Business Mgmt Division, GSA Gary Jenkins, FMHAC Business Development Specialist, GSA Liz Skolnik, Program Analyst, GSA	All Contract Holders	9:45 Tuesday 8:45 Thursday 10:00 Thursday	Regency F Sterling 9 Sterling 9

		Jono Bixby, Government Products Manager, Malcom Company			
<p>Latest Innovations in High Performance Buildings</p> 	Learn about the latest technological advance in High Performance Buildings	Laurie Gilmore, Facility Engineering Associates	Schedule 03FAC Contract Holders	1:00 Wednesday 8:45 Thursday	Sterling 9 Regency E
<p>Department of Energy: Federal Energy Management Program (FEMP)</p> 	Learn how DOE, FEMP interacts with customer agencies on their energy projects and what opportunities exist for 03FAC energy companies	Amanda Sahl, Federal Market Development, Federal Energy Management Program Chip Goyette, Federal Energy Management Program, Energy Efficiency and Renewable Energy	Schedule 03FAC Energy Services Contract Holders	10:30 Wednesday 2:20 Wednesday	Regency A Regency A
Facilities Maintenance Meeting for Schedule 03FAC Contract Holders	The quarterly meeting with the facilities maintenance and management companies to discuss issues related to this industry group.	Mary Snoderly, FMHAC Business Development Specialist, GSA	Primarily Facilities Maintenance Companies	2:45 Tuesday	Regency E
51V Meeting: What's New and Different for 51V in 2012	Come learn what changes have transpired as we move into the next generation of your contract with the recent addition of the Service Contract Act, the consolidation of many SINS, and more.	Donald Denno, Director FMHAC Commercial Acquisition of Products and Services Division, GSA Ellen Upchurch, FMHAC Products Section Chief and Supervisory Contracting Officer, GSA	51V Contract Holders	4:00 Tuesday	Regency CD

		Gary Jenkins, FMHAC Business Development Specialist, GSA			
Energy Services Meeting	Meeting with Schedule 03FAC energy services companies	Andrew Pong, FMHAC Business Development Specialist, GSA Janet Haynes, FMHAC Supervisory Contracting Officer, GSA	Schedule 03FAC Energy Services Contract Holders	4:00 Tuesday	Regency B
ARA Rental Meeting	Closed meeting for rental companies	Alysia Ryan, Director, State Government Affairs American Rental Association Dana Fairley, FMHAC Business Development Specialist, GSA	Rental Contract Holders	9:45 Tuesday	Regency E
CPES BPA Meeting	Closed meeting for 03FAC CPES BPA holders	Elizabeth Skolnik, Program Analyst, GSA,	Closed meeting for CPES BPA holders	2:45 Tuesday	Regency B