

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

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) 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	LaVaughn Seepersad-Fayson , Industry Relations Manager, PBS, GSA	Primarily Service Contract Holders	9:45 Tuesday	Regency A

Key:



& red font indicates a class that incorporates "innovation"

VTC Indicates Video Teleconference Class



	<p>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.</p>				
--	--	--	--	--	--

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



<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</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>

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



	labeling products to Department of Defense customers? We will show you how it is done!				
Renewable Energy in the Department of Veterans Affairs 	Acquisition strategies for metering services, building commissioning and energy audits.	Fred Thielke, VA	Schedule 03FAC Energy Services Contract Holders	8:30 Tuesday 1:00 Wednesday	Regency A Regency A
Innovative Approaches in Marketing your GSA Schedule 	Fed Market presents innovative and best practices to marketing your GSA contract	Eileen Kent, Fed Market	All Schedule Contract Holders	8:30 Tuesday 4:00 Tuesday 1:00 Wednesday 2:20 Wednesday	Regency F Sterling 9 Regency E Regency E
Where is the GSA Schedule Train Headed	Learn about the latest innovations in the world of GSA Schedules. New regulations,	Walter Eckbreth, Acquisition Ombudsman, GSA	All Schedule Contract Holders	9:45 Tuesday 2:45 Tuesday	Regency B Sterling 9

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



	programs, directions, set asides and more!				
<p>Latest Enhancements to the GSA Suite of e-Tools: GSA <i>Advantage!</i>, e-Buy and Schedule Input Program (SIP)</p> 	Learn about GSA's suite of electronic acquisition tools including new icons, e-Buy, e-Library, GSA <i>Advantage!</i> and SIP.	<p>Tim Dempsey, Chief Systems MAS Program Office, Office of Acquisition Management, GSA</p> <p>Gary Jenkins, FMHAC Business Development Specialist, GSA</p>	All Schedule Contract Holders	9:45 Tuesday 2:20 Wednesday	Sterling 9 Sterling 9
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

Key:



& red font indicates a class that incorporates "innovation"

VTC Indicates Video Teleconference Class



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	Patrick Mazzei and Eric Stonner, FMHAC Contract Specialists, GSA	All Contract Holders	8:30 Tuesday 10:00 Thursday	Sterling 9 Regency B

Key:



& red font indicates a class that incorporates "innovation"

vtc

Indicates Video Teleconference Class



	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	Facilitated by Walter Eckbreth, Acquisition Ombudsman, GSA			
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

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



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

Key:



& red font indicates a class that incorporates "innovation"

vtc

Indicates Video Teleconference Class



<p>Innovations in Marketing via Social Media</p> 	<p>Presentation on GSA's social media platform. Plus corporate examples on how to use social media to market to the Federal market</p>	<p>Tim Benoit, FMHAC Director, Business Mgmt Division, GSA</p> <p>Gary Jenkins, FMHAC Business Development Specialist, GSA</p> <p>Liz Skolnik, Program Analyst, GSA</p> <p>Jono Bixby, Government Products Manager, Malcom Company</p>	<p>All Contract Holders</p>	<p>9:45 Tuesday 8:45 Thursday 10:00 Thursday</p>	<p>Regency F Sterling 9 Sterling 9</p>
--	--	--	-----------------------------	--	--

Key:



& red font indicates a class that incorporates "innovation"

vtc Indicates Video Teleconference Class



<p>Latest Innovations in High Performance Buildings</p> 	<p>Learn about the latest technological advance in High Performance Buildings</p>	<p>Laurie Gilmore, Facility Engineering Associates</p>	<p>Schedule 03FAC Contract Holders</p>	<p>1:00 Wednesday 8:45 Thursday</p>	<p>Sterling 9 Regency E</p>
<p>Department of Energy: Federal Energy Management Program (FEMP)</p> 	<p>Learn how DOE, FEMP interacts with customer agencies on their energy projects and what opportunities exist for 03FACenergy companies</p>	<p>Amanda Sahl, Federal Market Development, Federal Energy Management Program Chip Goyette, Federal Energy Management Program, Energy Efficiency and Renewable Energy</p>	<p>Schedule 03FAC Energy Services Contract Holders</p>	<p>10:30 Wednesday 2:20 Wednesday</p>	<p>Regency A Regency A</p>

Key:



& red font indicates a class that incorporates “innovation”

vtc

Indicates Video Teleconference Class



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 Snodderly, 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 Gary Jenkins,	51V Contract Holders	4:00 Tuesday	Regency CD

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



		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

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



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

Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class



Key:



& red font indicates a class that incorporates “innovation”

vtc Indicates Video Teleconference Class

