

## SPECIAL THANKS TO OUR PARTNERS:

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SCORE

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Veterans in Business Conference

Virginia Asian Chamber of Commerce

Virginia Hispanic Chamber of Commerce

Virginia Minority Supplier Diversity Council (VMSDC)

Women's Business Center of Northern Virginia

Women Presidents' Educational Organization (WPEO)

**FAIRFAX COUNTY**  
ECONOMIC DEVELOPMENT AUTHORITY

**FAIRFAX COUNTY**

ECONOMIC DEVELOPMENT AUTHORITY

*presents*

# PROCUREMENT ACADEMY



**Successful Strategies  
for Government Contracting**

**SEPTEMBER 19, 2012**

## ABOUT THE SPEAKERS:



**Gerald L. Gordon, Ph.D.**, is president and CEO of the Economic Development Authority in Fairfax County, Virginia—one of the largest office space markets in the United States. He has been with the FCEDA since late 1983. Dr. Gordon has consulted with numerous city and state governments throughout the U.S. and around the world. He holds a bachelor's degree from The Citadel, a master's from The George Washington University and a Doctorate in International Economics from The Catholic University of America. He is the author of 12 books and numerous articles on strategic planning, economic development and other management topics. In 2010, he received the Fairfax County Chamber of Commerce's James Rees Award, and Virginia Business magazine named him its 2010 Virginia Business Person of the Year. Leadership Fairfax, Inc., named Dr. Gordon the recipient of the 2011 Northern Virginia Regional Leadership Award, and in 2012, the Transwestern commercial real estate firm honored Dr. Gordon as its 2012 Public Sector TrendSetter of the Year for the Washington metropolitan area.



**Mike Bruce** is president and CEO of InScope International, a mission-centric consulting firm that consists of a family of companies focused on developing innovative solutions to address today's most pressing global issues—from housing affordability to nuclear non-proliferation to healthcare. In 2012, InScope will celebrate its 10th birthday. Mr. Bruce studied at MIT as an Air Force ROTC cadet and earned a BS in Computer Science with Honors from Worcester Polytechnic Institute and a MS/MBA from Carnegie Mellon University. After graduate school, Mr. Bruce worked in a technical marketing role at Crosswalk.com and helped lead the company's successful IPO. Shortly thereafter, he started his own venture-backed e-commerce company, SingleShop.com and then served as Vice President of Strategic Accounts at SevenSpace, which was later purchased by Sun Microsystems.



**David Garcia** is the founder, president, and chief executive of NMR Consulting. For more than 20 years, Mr. Garcia has worked in both technical and management roles in the high-tech arena. He holds a BS in political science from the University of the State of New York in Albany. Following active duty with the U.S. Army, he joined Keane Consulting and later served as the Chief of Telecommunications with the U.S. Army Center for Health Promotion and Preventive Medicine. In 1996, he founded Network Management Resources, Inc., to provide networking and IT services to the government. In 2005, the firm officially changed its name to NMR Consulting. NMR has been recognized by Inc. Magazine as one of the nation's fastest-growing private companies (Inc. 500, Inc. 5000), and by HispanicBusiness.com as one of the country's 500 largest Hispanic-owned firms by revenue, and 100 fastest growing by revenue growth.



**Dolly Oberoi** is the founding CEO of C<sup>2</sup> Technologies, Inc., founded in 1989 to provide enterprise-wide HR and E-learning solutions for federal, defense and corporate clients. She has been instrumental in C<sup>2</sup> Technologies' rapid growth and in positioning it as the fastest-growing company in the Washington, D.C., area. She also is the President of TiE DC. Ms. Oberoi serves on several academic and corporate boards including George Mason University's Board of Trustees. She is frequently quoted in newspapers and magazines, and is also featured on major television networks. She is the recipient of several awards, including GovCon's Executive of the Year in 2011 and the 2011 Asian Women Business Owners Entrepreneurial Leadership award. Ms. Oberoi holds a master's degree from Harvard University.

## Agenda

**7:30 AM – 10:30 AM**

**Welcome**

**The Value of Economic Development in Fairfax County**

**Gerald L. Gordon, Ph.D., President & CEO,  
Fairfax County Economic Development Authority**

**Successful Strategies in Government for Government  
Contracting Workshop Speakers:**

**Mike Bruce, President and CEO, InScope International**

**David Garcia, President and CEO, NMR Consulting**

**Dolly Oberoi, Founder and CEO, C2 Technologies**

**Q&A**

**Networking**

### JOIN US FOR UPCOMING WORKSHOPS!

- 10/17 Global Procurement Opportunities
- 11/14 Veteran Owned Businesses – Maximizing Opportunities in Federal Government Contracting
- 12/12 Untangling the GSA Schedule
- 1/16 Capture Planning, Proposal Development and Win Strategies
- 2/20 Legal Aspects of Government Contracting
- 3/20 Woman-Owned Businesses – Maximizing Opportunities in Public and Private Sector Government Contracting
- 4/17 Small Business Legislative Update
- 5/15 Teaming, Joint Ventures and Strategic Alliances
- 6/12 Marketing to the Government – Best Practices, Market Intelligence, Tips and Techniques

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