



Dear Forum Attendees:

Thank you for attending Montgomery County's 2nd annual Procurement Forum! At last year's event, we welcomed more than 400 attendees. This year, we have added new exciting concurrent sessions to our program. I hope you are inspired and energized by the speakers, workshops and exhibitors.

The Montgomery County Office of Procurement is dedicated to ensuring the integrity of the public procurement process through efficient and effective procurement of goods, services, and construction.

The goal of the Office of Procurement is to assure that all County procurement opportunities are issued in a manner that provides a fair opportunity for each vendor seeking to do business with the County while obtaining the best value for the taxpayer.

Through a robust outreach program, which includes regularly scheduled information sessions on certification and contracting opportunities, the Office of Procurement seeks to provide each vendor and prospective vendor with the necessary tools to participate in the procurement process.

A survey will be emailed to you after today's event. Please be sure to complete and return the survey. We want to be responsive to your needs. I hope you find today's forum worthwhile and I look forward to your participation in the County's procurement process!

Sincerely,

Cherri Branson, Director
Montgomery County Office of Procurement



240.777.9900

Please visit our NEW website for more information!
www.montgomerycountymd.gov/pro

Share your photos with us at #MoCoPRO2017
on Facebook and Twitter!



Office of Procurement

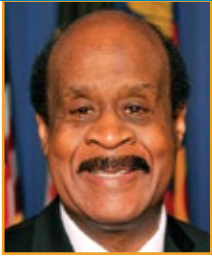
Montgomery County • MD



Montgomery County PROCUREMENT FORUM



Silver Spring Civic Building
Thursday, October 5, 2017
9:00 AM - 1:00 PM



Dear Forum Attendees:

It is my pleasure to welcome you to the 2017 Montgomery County Procurement Forum! This valuable and informative event is brought to you by the dedicated staff at the Montgomery County Office of Procurement.

Today's event will allow each of you to learn, share, engage and expand your business opportunities. You will hear from a variety of procurement professionals representing both the public and private sectors and have an opportunity to interact directly with them.

Their shared goal is to give you the information, tools and access you need to become more successful in your efforts to bid for and receive government and private sector contracts.

I wish everyone a productive day!

Sincerely,

Isiah Leggett

Montgomery County Executive

AGENDA

9:00-10:00am Registration, continental breakfast, exhibitor's showcase

10:00-10:30am **Opening Remarks** - Cherri Branson, Director, Montgomery County Office of Procurement
Welcome Remarks - Isiah Leggett, Montgomery County Executive
Partner Remarks - Alison Tavik, Director of Communications, Governor's Office of Small, Minority and Women Business Affairs

10:30-11:30am Breakout Session One (concurrently), Exhibitor's Showcase

SPRING ROOM **Writing Effective Proposals & Bonding/Insurance**
Moderator: Grace Denno, Montgomery County Office of Procurement
Pam Jones, Montgomery County Office of Procurement
Kimberly Gay-Armour, Montgomery County Department of Finance
Joseph Wells, Goldman Sachs 10,000 Small Businesses at Morgan State University

ELLSWORTH ROOM **Certifications Overview**
Moderator: Alvin Boss, Montgomery County Office of Procurement
Michael Brown, Montgomery County Office of Procurement
Shuraie L. Mackin, U.S. Small Business Administration
P. Bai Akridge, Ph.D., Capital Region Minority Supplier Development Council
Tracie Watkins Rhodes, Maryland Department of Transportation
Jacqueline Olt, Women Presidents Educational Organization

AGENDA

10:30-11:30am

GREAT HALL **Doing Business with Partner Agencies: Procurement Opportunities from Around the County**
Moderator: Dr. Devance Walker, Montgomery County Office of Procurement
Barbara Regalia, Montgomery County Public Schools
Patrick Johnson, Montgomery College
Jana Harris, Montgomery County Park and Planning
Angela McIntosh-Davis, Housing Opportunities Commission
Towanda Livingston, Washington Suburban Sanitary Commission

11:30-11:45am

Break, Exhibitor's Showcase

11:45-12:45pm

Breakout Session Two (concurrently), Exhibitor's Showcase

SPRING ROOM

The Future is Green: Building a Sustainable Montgomery County
Moderator: Grace Denno, Montgomery County Office of Procurement
Doug Weisburger, Montgomery County Department of Environmental Protection
Eric Coffman, Montgomery County Department of General Services, Office of Energy and Sustainability
Hamid Omidvar, Montgomery County Department of General Services, Division of Building Design and Construction
Wendy Howard, One Montgomery Green Representative, Pepco
Bonnie Norman, Montgomery County Green Bank

ELLSWORTH ROOM

Non-Profits: An Overview of County Grant Contracts
Moderator: Pam Jones, Montgomery County Office of Procurement
Representative, Montgomery County Council
Jed Millard, Montgomery County Office of Management and Budget
Brigid Howe, Non Profit Montgomery
Lauren Davis, WorkSource Montgomery
Adriane Clutter, Montgomery County Department of Recreation
Samir Hamatto, Montgomery County Department of Health and Human Services

GREAT HALL

The Latest Public/Private Partnerships in the Region
Moderator: Dr. Devance Walker, Montgomery County Office of Procurement
Daniel Parra, Montgomery County Economic Development Corporation (MCEDC)
Caroline Paff, Sagamore Development
Robert Chappell, Purple Line Transit Partners
Gregory Rooney, Bernstein Corporation
Jonathan Genn, Percontee, Inc.

12:45pm

Event Ends