

2nd Annual North Carolina Federal IT Symposium

Schedule - May 9, 2011

1700	Exhibitor Check In and Booth Set Up	2000
1700	Attendee Early Check In	2000
1800	Reception and Social Beverages and Hors D'oeuvres	2000

Schedule – May 10, 2011

0730	Registration Check In & Light Refreshments Trade Show (Exhibitors, Key IT Prime Contractors & Federal Agencies)			0830
0830	Welcome Remarks and Orientation			0840
0840	First General Session Kickoff Remarks (TBD) A Template to Get Started: Identify your Targets, Narrow your Focus and Develop a Winning BD Strategy for Federal IT			0920
0920	Second General Session Kickoff Remarks (TBD) Federal Agency Responses to the Template: What We Buy, How We Buy It, and How to Market Effectively to Us			1020
1020	Trade Show & Speed Networking (Exhibitors, Key IT Prime Contractors & Federal Agencies)			1050
1050	Third General Session Kickoff Remarks (TBD) Business Development Resources and Services: Helping You Find, Compete for and Win Federal Work			1150
1150	Lunch & Keynote Remarks (Invited: LTG Susan S. Lawrence – CIO/G-6, US Army)			1300
1300	Trade Show & Speed Networking (Exhibitors, Key IT Prime Contractors & Federal Agencies)			1320
1320	Market Overview: Training, Simulation & Serious Gaming	Capture Management for Federal IT Contracts	Business Financing for Federal IT Contracts	1405
1410	How the Federal Government Uses Gaming Technology	Project Management for Federal IT Contracts	Market Overview: “Green IT” in the Federal Sector	1455
1500	Trade Show & Speed Networking (Exhibitors, Key IT Prime Contractors & Federal Agencies)			1530
1530	Small Business: Big Opportunities in Serious Gaming	Federal IT Contractor Issues: Legal, Workforce, Clearances & More	Federal Market Opportunities for Small Business	1615
1620	Fourth General Session Kickoff Remarks (TBD) Lessons Learned Panel: Teaming to Win and Successfully Execute Federal IT Work			1655
1655	Closing Remarks			1700
1700	Adjourn – Exhibitor Break Down			1730

Color Legend	Redbud A	Grumman Auditorium	Redbud B	Atrium	Trillium- Dining
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