

# 30<sup>TH</sup> ANNIVERSARY

*Government Procurement Conference*

**October 14-15, 2020 | Virtual Conference**

#### **Procurement Expo**

*Network with Government agencies and Small Businesses and Prime Contractors to find out what opportunities are available*

#### **Procurement Matchmaking**

*Participate as a Buyer or Seller to increase your company's exposure through one-on-one meetings that match your company's needs to available opportunities*

#### **Procurement Sessions**

*Learn How to Do Business with the Government and what Government Programs are available at engaging conference sessions*

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October 14-15, 2020 | Virtual Conference

The Government Procurement Conference is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority-owned, HUBZone-certified, veteran-owned, service-disabled veteran-owned, and/or women-owned businesses. Now in its 30th year, the Government Procurement Conference is the premier event for small businesses throughout the U.S.

Participating firms benefit from marketing their products & services to procurement representatives and small business specialists from government agencies. Companies may choose to set up an exhibit table to showcase their capabilities or simply come as an attendee.

The conference also includes educational conference sessions, procurement matchmaking and a dynamic exhibitor showcase.



# Procurement Expo

Exhibitors from Federal, State and Local governments and their prime contractors are looking to network with small, minority, 8(a), SDB, HUBZone Empowerment Contracting Program participants, service-disabled veteran-owned, veteran-owned, and women-owned businesses to fulfill the small business requirements in their Prime contracts.

Additionally, exhibitors may bring procurement opportunities with them for distribution at the conference.

Previous GPC events have hosted more than 2,000 attendees – including small business specialists and procurement managers – representing the following:

Consumer Financial Protection Bureau

DC Office of Contracting and Procurement

DC Procurement Technical Assistance Center

DC Small Business Development Center

Defense Logistics Agency (DLA)

DoD's Defense Industrial Base Cybersecurity (DIB CS) Program

Fairfax County Economic Development Authority

Federal Aviation Administration (FAA)

Federal Deposit Insurance Corporation (FDIC)

Federal Emergency Management Agency (FEMA)

Federal Housing Finance Agency

Federal Reserve Board

GSA FAS, GSA FEDSIM, GSA OSDU and GSA PBS

Howard County Government

Internal Revenue Service (IRS)

Maryland Aviation Administration

Metropolitan Washington Airports Authority

Minority Business Development Agency (MBDA)

Missile Defense Agency

Montgomery County

NASA Goddard Space Flight Center Small Business, NASA Headquarters - Office of Small Business and NASA SEWP

National Credit Union Administration

National Institute of Standards & Technology (NIST)

National Oceanic & Atmospheric Administration (NOAA)

National Railroad Passenger Corporation (AMTRAK)

NIH - NITAAC

Office of the Comptroller of the Currency

Prince George's County Government

Smithsonian Institution

Social Security Administration

Tennessee Valley Authority

Transportation Security Administration (TSA)

U.S. Bureau of Engraving & Printing

U.S. Citizenship and Immigration Service and U.S. Citizenship and Immigration Services E-Verify Program

U.S. Coast Guard

U.S. Customs and Border Protection

U.S. Department of Agriculture

U.S. Department of Commerce

U.S. Department of Education

U.S. Department of Energy

U.S. Department of Health & Human Services (HHS)

U.S. Department of Homeland Security (DHS), DHS Headquarters Office of Procurement Operations and DHS Office of Small Disadvantaged Business Utilization

U.S. Department of Housing and Urban Development (HUD)

U.S. Department of Labor

U.S. Department of State

U.S. Department of Transportation (DOT)

U.S. Department of Veteran Affairs (VA)

U.S. Environmental Protection Agency (EPA)

U.S. Immigration & Customs Enforcement (ICE)

U.S. Mint

U.S. Navy

U.S. Nuclear Regulatory Commission (NRC)

U.S. Office of Personnel Management

U.S. Postal Service (USPS)

U.S. Secret Service

U.S. Securities and Exchange Commission

U.S. Small Business Administration and SBA Government Contracting Office

Washington Headquarters Services

# Who Will Participate?



## Small Businesses

seeking Government contracts or teaming arrangements with Prime Contractors



## Prime Contractors

who need to fulfill contract requirements for Small Business



## Procurement Representatives

from Government Agencies in need of products and services to fulfill their various mission functions

Increase awareness of your company brand to the Government and the small business community

Take advantage of the opportunity to demonstrate your product or service face-to-face with on-site Government Procurement representatives

Show your support for Small Business to the Government and the Small Business community

## Why Sponsor or Exhibit?

## Procurement Matchmaking

Procurement Matchmaking will be offered as a value-added opportunity to meet with buyers in special, pre-scheduled one-on-one meetings with participating buyers during the conference. This portion of the event is limited in availability and is offered to small business participants registered for the overall conference on a first-come, first-served basis.

Procurement Matchmaking “matches” small company “sellers” with participating “buyers” represented by government agencies and large business Prime Contractors. These buyers and sellers will convene for a series of one-on-one meetings that will occur throughout the event in a special matchmaking meeting space.

# THANK YOU TO OUR 2019 SPONSORS!

## MATCHMAKING SPONSORS

Business Match-ups  
small business *is* big business



## DIAMOND, BAG & LANYARD SPONSOR

GovSmart



## GOLD SPONSOR

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## SILVER SPONSORS



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Redefining Ingenuity

carahsoft.

## BRONZE SPONSORS

**Raytheon**

**Unanet**  
Projects, People & Financials

The logo for Winvale, featuring a colorful, multi-colored starburst icon above the text "Winvale" in a blue sans-serif font.

Winvale

# SPONSORSHIP OPPORTUNITIES

## **Diamond Sponsor \$13,000**

Only two available: One exclusive Prime Contractor & One exclusive Small Business

- Co-Sponsorship of the digital Conference Program *(includes full-page, 4-color ad with premium placement. Ad dimensions must be 8.5"(W) x 11"(H))*
- Co-Sponsorship of the Exhibit Hall
- Banner for digital booth identifying you as a Diamond Sponsor
- Conduct your own Small Business-related session
- Conference admission for 10 company representatives

## **Platinum Sponsor \$11,000**

- Co-Sponsorship of the digital Conference Program *(includes full-page ad)*
- Banner for digital booth identifying you as a Platinum Sponsor
- Conference admission for 8 company representatives

## **Gold Sponsor \$8,500**

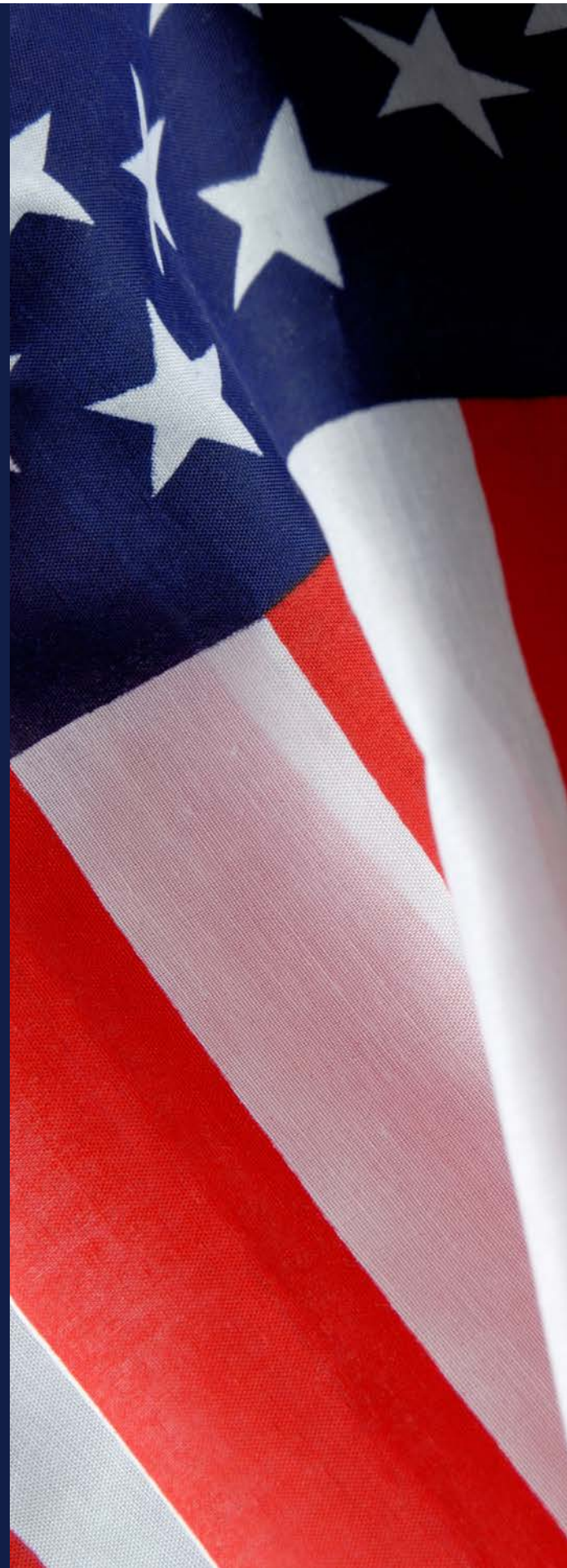
- Recognition in the digital Conference Program *(includes half-page ad)*
- Co-Sponsorship of a seminar
- Banner for digital booth identifying you as a Gold Sponsor
- Conference admission for 6 company representatives

## **Silver Sponsor \$6,500**

- Recognition in the digital Conference Program *(includes quarter-page ad)*
- Banner for digital booth identifying you as a Silver Sponsor
- Conference admission for 4 company representatives

## ***All Diamond, Platinum, Gold and Silver sponsorship levels receive the following items:***

- One premium virtual booth
- Recognition on digital signage throughout the Conference and Registration page
- Recognition during the Conference Proceedings





# Additional Sponsorship Opportunities

## **Matchmaking Sponsor \$15,000**

*Only 1 available.*

- Co-Sponsorship of Conference Program (*includes full page color ad with premium placement*)
- Sponsorship of the Matchmaking Area
- Buyer Matchmaking Table for the entire event (*Prime Contractor*)
- Banner for digital booth identifying you as a Matchmaking Sponsor
- Conference Admission for 10 company representatives

## **Bronze Co-Sponsorships Options (\$5,000 Each):**

1. Digital Advertising Sponsor - also includes advertisement on digital signage during the conference
2. Conference Program - also includes full-page ad in the digital Conference Program
3. Seminar Room - also includes recognition on digital signage in one of the seminars
4. Registration - also includes recognition on digital signage in the registration page

### **All the Bronze Co-Sponsorships above include:**

- One sponsorship virtual booth space of your choice
- Recognition on appropriate digital signage at the event
- Acknowledgment (logo) in the digital Conference Program & during the conference proceedings
- Conference admission for 2 company representatives

## **Digital Conference Program Ad Sponsorships:**

- Full-page Ad - \$1,500
- Half-page Ad (horizontal) - \$1,000
- Quarter-page - \$750

To enquire about sponsorships, please contact your account manager or call FBC at (800) 878-2940.

# Get Started

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## **Interested in sponsoring or exhibiting?**

Contact your FBC Account Manager today.

### **KAREN STRATFORD**

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## **Don't have an account manager yet?**

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