

Government Systems 101

By
Washington PTAC

NUWC Division Keyport
Industry Day

May 2018





Primary Learning Objective

Explore Government Systems critical to your sustained success:

- SAM
- DSBS
- FBO

Marketing to the Government





Washington PTAC Program

The Procurement Technical Assistance Center increase the number of government contracts won by Washington firms.

- Find
- Bid
- Win

We provide these **FREE** services through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events

Optional Bid Match service





Serving businesses throughout Washington State

Contact a Washington PTAC counselor near you today.



1: Kitsap Economic Development Alliance
Mary Jo Juarez, Kathy Cocus
360.377.9499 | kitsap@washingtonptac.org



2: Thurston Economic Development Council
Kate Hoy, Dale Colbert
360.754.6320 | thurston@washingtonptac.org



3: Greater Vancouver Chamber of Commerce
Jeannet Santiago | 360.567.1051
svwa@washingtonptac.org



4: Economic Alliance Snohomish County
Cafe Taylor | 425.248.4223
snohomish@washingtonptac.org



5: Green River Community College
Darrell Sundell | 253.520.6267
king@washingtonptac.org



5: Seattle
Kylene Peters | 206.684.8594
seattle@washingtonptac.org



6: Bates Technical College
Tom Westerlund | 253.680.7054
pierce@washingtonptac.org



7: Greater Spokane Incorporated
Ryan Rodin | 509.321.3617
spokane@washingtonptac.org



8: Tri-City Regional Chamber of Commerce
Ashley Coronado | 509.491.3231
tricity@washingtonptac.org

Washington PTAC is a program of Thurston Economic Development Council
Tiffany Scroggs, Program Director | 4220 6th Ave | Lacey WA 98503
P 360.754.6320 | F 360.407.3980 | programmanager@washingtonptac.org



▶ Registrations

Getting Registered to Sell

Register your business at www.sam.gov. FREE!

Contact a PTAC counselor for a guide to help you register.

The screenshot shows the SAM website's user interface. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are input fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. A 'Create an Account' link is located at the bottom right of the login section. Below this is a dark blue navigation bar with links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area is divided into three columns: 'CREATE USER ACCOUNT' with a 'Create User Account' button, 'REGISTER/UPDATE ENTITY' with a 'Register/Update Entity' button, and 'SEARCH RECORDS' with a search input field and a magnifying glass icon.

SAM Top Tips

- ▶ Do not pay or outsource getting into SAM.
- ▶ Store your user name and password where you can find it
- ▶ Update when there are changes to average annual revenue, number of employees, NAICS, etc.
- ▶ Mandatory update: annually
- ▶ NEW: Notarized letter on company letterhead
- ▶ If small, complete your Dynamic Small Business Search / SBA Profile

Dynamic Small Business Search/SBA Profile

- ▶ Your business resume
- ▶ Update through SAM
- ▶ Capabilities, keywords, bonding, references

“When I’m looking for small businesses for an RFQ, I rarely call the ones that don’t take time to complete their SBA Profile.”

~ ACOE Small Business Deputy

Dynamic Small Business Search/SBA Profile

Sample search results from <http://dsbs.sba.gov>

18	Abn Technologies LLC	TRENA PAYTON	2367 Tacoma Ave S Ste C105 Tacoma, WA 98402-1409	As preferred vendor by local public agencies for many years, we are a complete solutions provider. We specialize in services, hardware, and staffing to assist clients in achieving their business and goals.
19	Cool Tech Pc, Inc. Endpcnoise.com	Peter Nickol	1721 Se Grace Ave Unit B Battle Ground, WA 98604-8476	
20	KOPCZYNSKI, CARY & CO INC	Cary Kopczyński	10500 NE 8TH ST STE 800 BELLEVUE, WA 98004-4351	Structural engineering of new buildings and other structures; retrofit design for existing structures; computer aided drafting in AutoCAD/Revit platforms; Building Information Modeling (BIM); construction reviews, reports, and cost estimates.
21	Meucci & Company	Mary Meucci	3903 39th Ave SW SEATTLE, WA 98116-3846	Customized training services specifically designed for Departments of Education, Ministries of Education and School Districts; specializing in Microsoft Imagine Academy(MSIA) and Creative Coding through Games and Apps(CCGA); workshops for STEM and computer science educators.
22	HaptX Inc.	Joseph Michaels	110 Union St Ste 210 Seattle, WA 98101-2028	

Dynamic Small Business Search/SBA Profile

Sample search results from <http://dsbs.sba.gov>

Identification, Location & Contacts

This profile was last updated:	04/23/2018
Status:	Active
User ID:	P2211303
Name of Firm:	Meucci & Company
Trade Name ("Doing Business As ..."):	
DUNS Number:	062392878
Parent DUNS Number:	
Address, line 1:	3903 39th Ave SW
Address, line 2:	
City:	SEATTLE
State:	WA
Zip:	98116-3846
Phone Number:	206-390-5558
Fax Number:	
E-mail Address:	mary@meucciandco.com
WWW Page:	http://meucciandco.com
E-Commerce Website:	http://www.meucciandco.com
Contact Person:	Mary Meucci
County Code (3 digit):	033
Congressional District:	07
Metropolitan Statistical Area:	7600
CAGE Code:	7VA74
Year Established:	2000
Accepts Government Credit Card?:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
GSA Advantage Contract(s):	

(Note: Size information is now under "NAICS Codes with Size Determinations by NAICS", below.)

Dynamic Small Business Search/SBA Profile

Sample search results from <http://dsbs.sba.gov>

Products & Services

Capabilities Narrative:

Customized training services specifically designed for Departments of Education, Ministries of Education and School Districts; specializing in Microsoft Imagine Academy(MSIA) and Creative Coding through Games and Apps(CCGA); workshops for STEM and computer science educators.

Special Equipment/Materials:

(none given)

Business Type Percentages:

Service (100 %)

Bonding Levels

Construction Bonding Level (per contract) \$0
Construction Bonding Level (aggregate) \$0
Service Bonding Level (per contract) \$0
Service Bonding Level (aggregate) \$0

NAICS Codes with Size Determinations by NAICS:

#	Primary?	Code	NAICS Code's Description	"Buy Green"? (1)	Small? (2)
1	Yes	611420	Computer Training		Yes

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.

Keywords:

customized training services, Departments of Education, Ministries of Education, School Districts, Microsoft Imagine Academy (MSIA), Creative Coding through Games and Apps (CCGA), STEM and computer science focused curriculum, Microsoft technologies

Miscellaneous:

Quality Assurance Standards: (none given)
Electronic Data Interchange capable?: [] Yes [] No

Does NUWC Division Keyport buy what I sell?

► Know your customer

- NUWC is NAVSEA, not NAVFAC, DLA, NAVSUP
- Mission
- Assets
- Location



USS Nevada is one of 8 ballistic missile submarines stationed in the Pacific NW

Finding Opportunities – FBO.gov

www.fbo.gov

The screenshot shows the FBO.gov homepage with several key areas highlighted by green callout boxes and arrows:

- Advanced Search:** A green arrow points to the search filters (Posted Date, Set-Aside Code, Place of Performance, Type) and the search input field.
- User Guides:** A green arrow points to the 'USER GUIDES' section, which includes links for Buyer, Vendor, Engineer, and Location / Agency Admin.
- Demonstration videos:** A green arrow points to the 'DEMONSTRATION VIDEOS' section, which includes a link to 'Watch the Videos'.
- Log on & create search agent:** A green arrow points to the 'Vendors / Citizens' login section, which includes fields for Username and Password, and a 'Login' button.
- Additional Resources:** A green arrow points to the 'ADDITIONAL RESOURCES' section at the bottom, which lists various links like FAQs, Federal Service Desk, Recovery.gov, Whitehouse.gov/recovery/, Business Partner Network (BPN), Federal Agency Business Forecasts, Federal Assets Sales, Federal Grants, USA.gov, and Minority Business Development Agency.

Advanced Search

User Guides

Demonstration videos

Log on & create search agent

Finding Opportunities – FBO.gov

www.fbo.gov sample search for N00253

<p> 2U Servers N00253-18-Q-0177 70 -- General purpose information technology equipment</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Combined Synopsis/Solicitation</p>	<p>May 14, 2018</p>
<p> Yard Torpedo Test Range Craft 10 (YTT-10) Regular Overhaul (ROH) N00253-17-R-0010 J -- Maintenance, repair & rebuilding of equipment</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Combined Synopsis/Solicitation (Modified) / Total Small Business</p>	<p>May 10, 2018</p>
<p> TEST CABLES N0025318Q0046 59 -- Electrical and electronic equipment components</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Combined Synopsis/Solicitation / Total Small Business</p>	<p>May 09, 2018</p>
<p> Precision MobileLaptop (Brand Name or Equal) N0025318Q0170 70 -- General purpose information technology equipment</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Combined Synopsis/Solicitation (Modified)</p>	<p>May 09, 2018</p>
<p> HP RAM UpGrd Kit N00253-18-Q-0148 70 -- General purpose information technology equipment</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Award / Total Small Business</p>	<p>May 08, 2018</p>
<p> Submerged Object Recovery Device (SORD) Industry Day N00253-18-SORD-ID 20 -- Ship and marine equipment</p>	<p>Department of the Navy Naval Sea Systems Command NUWC Keyport Division</p>	<p>Special Notice (Modified)</p>	<p>May 03, 2018</p>

FBO Top Tips

- ▶ Set up search agents
- ▶ Conduct archived searches
- ▶ Respond to Sources Sought Notices
- ▶ Pay attention to “interested vendors tab”



TEST CABLES

Solicitation Number: N0025318Q0046
Agency: Department of the Navy
Office: Naval Sea Systems Command
Location: NUWC Keyport Division

Notice Details

Packages

Interested Vendors List

Print

Link

Original Synopsis

May 09, 2018
4:39 pm

Return To Opportunities List

Watch This Opportunity

Add Me To Interested Vendors

Solicitation Number:
N0025318Q0046

Notice Type:
Combined Synopsis/Solicitation

Synopsis:

ALL FILES

[DRAWINGS](#)
May 09, 2018
 Locked

[SOLICITATION](#)
May 09, 2018
 [N0025318Q0046 Test C...](#)

More Market Research

- ▶ FBO.gov – What government has bought in the past, what they are buying now
- ▶ USASpending.gov and FPDS.gov – What government has bought from in the past, who they've purchased from. *NOTE: will be integrated into SAM.gov in two years!*
- Your competition - who is registered to sell to government? www.sam.gov and <http://dsbs.sba.gov>
- Look for agency procurement forecasts at www.acquisition.gov (or Google)



Marketing to the

▶ Government

Finding Your Potential Buyers

FPDS

- <https://www.fpds.gov>

USASpending

- www.usaspending.gov

GSA eLibrary

- <http://gsaelibrary.gsa.gov>

DLA Award Database

- <https://www.dibbs.bsm.dla.mil/awards>



How does the federal government buy?

Contracting Departments
(Internal)

- DLA and other sub-agencies

Contracting Agencies
(external)

- GSA
- GSA Schedule

Contract Vehicles

- MACC
- Seaport-E
- JOC, etc.

How does the federal government buy?

Credit Cards

Purchase Card
Smart Card

Micro Purchases

<\$10,000 (\$25,00 services; \$2,000 construction services)

Simplified Acquisition Procedures

<\$250,000 must go to small business
Sole source is a form of SAP

Location	Link
Federal Opportunities (fed biz opps)	www.fbo.gov
Federal Bid Opps (lower amounts)	www.FedBid.com
FedConnect	www.fedconnect.net
Research and Challenges	www.challenge.gov
GSA eBuy	www.ebuy.gsa.gov
DLA/DLA DIBBS (Internet Bid Board System)	www.dibbs.bsm.dla.mil/solicitations
GSA Reverse Auction	www.reverseauctions.gsa.gov
Commercialization Grants (SBIR/STTR)	www.sbir.gov
Acquisition Central (forecasts)	www.acquisition.gov/procurement-forecasts
Prime Contractor Lists for Major Agencies	Ex: https://www.navfac.navy.mil/products_and_services/sb/opportunities/subcontracting_op.html

Where are the opportunities found?
FEDERAL

Where are the opportunities found?

FEDERAL

Location	Link
Commercialization Grants (SBIR/STTR)	www.sbir.gov
Acquisition Central (forecasts)	www.acquisition.gov/procurement-forecasts
Prime Contractor Lists for Major Agencies	Ex: https://www.navfac.navy.mil/products_and_services/sb/opportunities/subcontracting_op.html
SBA SubNet	https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
Broad Agency Announcements (scientific or research proposals)	Dept of Homeland Security Army Air Force Navy Missile Defense Agency DARPA USAID

PTAC Resources

Washington PTAC biz opps page

<http://washingtonptac.org/category/blog/>



KEDA Blog - Biz Opps

<http://kitsapeda.org/category/biz-opp/>



- ▶ Meet with the Small Business Officer
- ▶ Have PTAC review your capability statement
- ▶ Attend outreach events
- ▶ Attend Industry Days
- ▶ Attend Industry Events (i.e. SAME Small Business Symposium)
- ▶ Attend Alliance NW (March 7, 2019)
- ▶ Your ideas?

Capability Statement



WHY?

Physical ELEVATOR SPEECH

Great for networking events, matchmaking, sales calls, posting on your website

Can be tailored for audiences

Capability Statement

KEYS

- ▶ Bullets, Bullets, Bullets
- ▶ Photos
- ▶ Company Overview
 - ▶ Certifications
 - ▶ Contact info
- ▶ Differentiators
- ▶ Authorized photos and logos only
- ▶ Past Performance
- ▶ Core Competencies (or Capabilities)
 - ▶ Products and services

Capability Statement




Low, Medium, & High Voltage Electrical Power System Construction

Mohawk Valley Utility Construction Corp. incorporated in 1981 is experienced in all phases of Electrical Construction, specializing in Medium and High Voltage Electric Power Systems and Power Distribution. As a Self-Certified Small Business that is committed to safety, Mohawk Valley Utility Construction Corp. has established a reputation of providing quality, reliable service to our customers throughout the Northeast. Our staff includes a highly motivated, trained team of construction, engineering, and support personnel who serve our customer base. This customer base includes public utilities, educational institutions, industrial, commercial, government/military, and municipal entities.

Core Competencies

Electrical Utility Construction Services

- ☑ Electrical Substation (up to & including 345KV class)
 - ✓ Design
 - ✓ Modifications
 - ✓ Control & Control Houses
 - ✓ Equipment Packaging & Construction
- ☑ Overhead Power Installations
- ☑ Underground Power Installations
 - ✓ Trench Duct
 - ✓ Duct Banks
 - ✓ Manhole Systems to form a complete facility system
 - ✓ Up to & including 125 class
- ☑ Interior Building Power Distribution System Install.
 - ✓ Commercial, Industrial, & Institutional Facilities
- ☑ Interior & Exterior Major Lighting Systems
 - ✓ Commercial, Industrial, & Institutional Applications
- ☑ Power Generation Systems
 - ✓ Prime Backup Power
 - ✓ Emergency Backup Power
- ☑ Switchgear Installation
 - ✓ Complete New Systems
 - ✓ Modification of Existing Systems to include:
 - Low, Medium, & High Voltage Applications
- ☑ Transformer Installations & Retrofits of All Types
- ☑ Power System Studies
- ☑ Security and Facility Support Systems

High Voltage Testing & Cable Splicing

- ☑ Medium & High Voltage Testing
 - ✓ Fault Finding
 - ✓ High Potential Testing
 - ✓ Ground System Testing
 - ✓ Insulation Resistance Testing
 - ✓ Protective Calibration & Testing
- ☑ Medium & High Voltage Cable
 - ✓ Installation
 - ✓ Splicing
 - ✓ Terminating

Past Performance



Department of Defense
 # of Contracts: 28 Total Contracting Actions
 Top Agencies: U.S. Army (15 Contracting Actions)
 U.S. Navy (8 Contracting Actions)
 U.S. Air Force (7 Contracting Actions)
 Details on FPD-5.gov: [ARMY Contracting History](#)
[NAVY Contracting History](#)
[USAF Contracting History](#)



General Services Administration
 # of Contracts: 8 Total Contracting Actions
 Top Office(s): GSA/PBS/ROS Worth Service Center
 Details on FPD-5.gov: [GSA Contracting History](#)



Department of Homeland Security
 # of Contracts: 7 Total Contracting Actions
 Top Agency: U.S. Coast Guard
 Details on FPD-5.gov: [USCG Contracting History](#)



Department of Transportation
 # of Contracts: 5 Total Contracting Actions
 Top Agency: Federal Aviation Administration
 Details on FPD-5.gov: [DOT Contracting History](#)



Department of Justice
 # of Contracts: 2 Total Contracting Actions
 Top Agency: Federal Prison System
 Details on FPD-5.gov: [DOJ Contracting History](#)

Differentiators

- ☑ Incorporated in 1981. We Provide 3+ Decades of Experience in the Electrical Power System Industry.
- ☑ We Provide Emergency Response 24 hours a day, 7 days a week, 365 days a year on systems from 120 volts to 345kv.
- ☑ Proven Track Record of Excellence Delivering for our Many Government Clients.
- ☑ MVUCC uses state of the art Equipment with Highly Skilled and Trained Personnel to implement all aspects of your project needs.
- ☑ Our commitment to Safety is second to none with a record to prove our dedication.

Cage Code: 0CZM0 DUNS Number: 005520739

Willard H. Whiteman  (518) 462 - 6707  whiteman@mvucc.com

Vice President  (518) 573 - 9442  136 N. Lake Ave - Albany, NY 12206

Batir Architecture Ltd Capabilities Statement DUNS 179654376 Cage 62YLO



1121 E Main St #220,
 St Charles, IL 60174
 630-513-5109
pprice@batirarch.com
www.batirarch.com

NAICS codes

- 541310—Architectural Services
- 541330—Engineering Services
- 236220—Commercial and Institutional Building construction
- 541690—other Scientific and Technical consulting services
- 541410—Interior Design Services
- 541512—Computer Systems Design Services
- 238990—All Other Specialty Trade Construction
- 238290—Other Building Equipment Contractors

Certifications

- ◆ SBA 8(a) certified through 2024
- ◆ WBE Certified
- ◆ DBE Certified IL & TX
- ◆ WOSB Enterprise

Contract Vehicles:

- | | |
|----------------|----------------|
| 8(a) set aside | Purchase order |
| IDIQ | BPA |

Batir Architecture, Ltd has been offering Architectural design and Construction Management Services to our valued clients since 2004. As a resource partner, we strive to offer personalized and professional services matching customers needs.

Batir Architecture, Ltd has found our niche in :

- ◆ High-tech environments
- ◆ Data Center,
- ◆ Tele-presence Conferencing
- ◆ Smart Buildings

Core services:

- ◆ Architectural
- ◆ Engineering (MEP)
- ◆ Design/Build
- ◆ Interior Design

Additional Services:

- ◆ Monitoring and maintenance (Data Center) & life cycle support
- ◆ Site Assessment
- ◆ Energy Audits
- ◆ LEED/ASHRAE Compliance
- ◆ Budgeting

Vision Statement

To create a national company that is sought after to provide the most innovative high-tech environments supporting critical infrastructure and the people that dwell there.

Mission Statement

- To serve our customer as a trusted partner.
- To be an employer of choice and provide an environment of trust, fun, empowerment and learning for our employees.
- To enhance health through the built environment.

Design & Build and Sustainable Solutions

Capability Statement

Mohawk Valley
Utility Construction Corp.



www.mvucc.com

Low, Medium, & High Voltage Electrical Power System Construction

Key Personnel

Construction Division

Paul Scher - Consultant & Construction Officer

57 years experience in the Electrical Utility Construction field. Has successfully completed numerous technical training courses. Chief responsibility is supervision and coordination of all construction activities.

Willard H. Whiteman - Project Manager

30 years experience in the Electrical Construction and Utility Distribution Industry, has completed several technical training courses in switchgear, transformers, control wiring, splicing, terminating and various OSHA training courses. Chief responsibility is supervision and coordination of all construction activities.

David J. Whiteman - Project Manager

Has 28 years experience in the Electrical Utility Construction field. Has completed several technical training courses. Chief responsibility is project supervision and jobsite safety.

John W. Schwarz - Project Manager/Estimator

Has 36 years Electrical Construction experience, 16 years Electrical Utility Construction Experience. Has completed multiple technical training and OSHA courses. Chief responsibility is project management and estimating for new projects.

Administrative & Project Support

Martin H. Scher - Chief Operating Officer

Holds a Bachelor's Degree in Business Administration from Boston University. Has 46 years of experience in Electrical Utility Construction. Chief responsibilities include administration and supervision of all business activities.

Scott Flynn, MBA, CPA - Chief Financial Officer

Financial executive with 20 years of experience in public and private accounting. He has spent the last nine years in the construction industry.

Donald Bulger - Safety Support Officer

Has 43 years of experience in the Electrical Construction Industry. 33 years in the Electrical Utility Construction Industry. Chief responsibilities include project administration and safety support.



NAICS & Class Codes

237130: Power and Comm. Line and Related Structures Construction

238210: Electrical Contractors and Other Wiring Installation

238990: All Other Specialty Trade Contractors

811310: Commercial and Industrial Machinery and Equipment Repair and Maintenance

Class Code Z: Maint., Repair, Or Alteration of Structures & Facilities

Class Code Y: Construction of Structures & Facilities

Class Code H: Quality Control, Testing, and Inspection Services

Class Code K: Modification of Equipment

Class Code N: Installation of Equipment

Batir Architecture Ltd

Capabilities Statement

DUNS 179654376 Cage 62YLO



Data Center Design & Construction

Batir Architecture has found our niche creating the built infrastructure that supports mission critical environments such as data centers. When you need a firm that understands the intricacies of a high-tech environment that requires reliability we are your source! You should know:

- We have extensive experience as a data center design/build company
- We perform projects all across the US, Canada, and the United Kingdom
- Our sweet-spot project size is 10,000 s.f. to 100,000 s.f.
- The majority of our work is remodel/retrofit yet we have also performed green field projects

Telepresence Room Design and Construction

A telepresence room is a conferencing space dedicated to high-end videoconferencing. Batir Architecture has been an integral partner for our commercial clients to bring this technologically to reality nationally and internationally. Our knowledge inside the mission critical environment makes us the perfect source for high-tech conferencing solutions. Our services include:

Site selection and assessment	Project close-out
Design (architectural and engineering)	Construction Management
Permitting	Procurement
Budgeting	



Smart Buildings

As a specialist in high-performance spaces we are the perfect partner to take your building into "Smart". The architect as the main interface with the building owner can help develop the right "Smart" strategy knowing the owner's facility program, budget, time frames and goals. Batir Architecture with our deep experience in the technology rich built infrastructure is the perfect choice for helping you in developing this science as part of your building. Our services include:

- ◆ Site Assessment and documentation
- ◆ Programming
- ◆ Net Zero
- ◆ Procurement
- ◆ Commissioning
- ◆ Strategy for the control, monitoring and automation systems as well as for the "fixed" attributes of the building
- ◆ Support Federal Energy Management Programs (FEMP)
- ◆ Executive Order 13514 and Energy & Security Act (EISA)



Commercial and Industrial Design

We have decades of experience with these types of buildings and their requirements. Our repeat client base is a testament to the success of our projects. We care about the final look of your building but we also want to make sure it functions for the lifecycle of our client's intended use. When it comes light budgets, LEED Compliance, ADA Compliance, Branding interiors and exteriors and all the many facets involved with delivering a successful project we are the choice for realizing success. Notable companies that have relied on our design and construction expertise include:

Northrup Grumman Corporation	Empire Carpets
Jones Lang LaSalle	Five 9's Digital
Centegra Health System	Texas A&M University
Centa Corporation	Microsoft



Design & Build and Sustainable Solutions

Willard H. Whiteman
Vice President

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(518) 573 - 9442

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ALLIANCE NW

- ▶ 100 booth tradeshow
- ▶ Over 750 attendees
- ▶ 9 high quality workshops
- ▶ One-on-one meetings with buyers
- ▶ Keynote speeches

March 7, 2019 www.alliancennorthwest.org



➤ Questions, Comments?

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www.washingtonptac.org