



Track 3: Doing Business with the Government: Keys to Successful Estimating and Bidding

Location: Capital Room 2

As many government contractors know, bidding on proposals and estimating costs can have a profound impact on your bottom line and the stakes can be even higher for aerospace/defense and manufacturing contracts. Join CohnReznick's government contracting professionals as they discuss the keys to successful government estimates to include: basis of estimate (BOE), estimating methodologies, cost/pricing data requirements and cost estimate development. Additionally, participants will receive an inside look at how proposals are reviewed, assessed, and audited as well as best practices for preparing your next bid.

- Jeffrey Witt, CPA, CIA, CFE, Senior Manager, CohnReznick Government Contracting Practice
- Rebecca Kehoe, JD, Manager, CohnReznick Government Contracting Practice

9:25-10:25am

Track 1: Northrop Grumman Corporation

Industry Trends and Procurement Process

Location: Capital Room 3

- Moderated by Justin Osowski, Director, US Commercial Service New Hampshire

Track 2: United Launch Alliance

Industry Trends and Procurement Process

Location: Capital Room 2

- Bob Snodgrass, Senior Program Manager, Avionics Flight Hardware, United Launch Alliance
- Mark Dapore, Vice President and General Manager, CE Space Avionics, Space and Sensor Systems, L3 Technologies
- Moderated by Ron Angelo, President and CEO, Connecticut Center for Advanced Technology

Track 3: Government Contracting and Related Compliance Strategies

This panel will provide attendees with information regarding the government contracting process for suppliers and strategies for meeting some of the key non-trade compliance regimes. Topics to be covered include anti-bribery laws (such as FCPA), government contracting, and cybersecurity requirements.

Location: Capital Room 1

- Greg Bugbee, Novus Insight
- Edward Heath, Partner, Robinson + Cole
- Noelle Slifka, Government Contracts Attorney, Slifka Law