

NCMA Potomac Chapter

Website: <http://intranet.ncmahq.org/i-270hightechcorridor/default.aspx>

Chapter News February 2007

Chapter Meeting and Training Session

When: Wednesday, February 21, 2006

Where: BAE Systems, 1601 Research Boulevard, Rockville, MD 20850

Networking: 5:30 pm– 6:00 pm

Chapter Business: 6:00 pm – 6:30 pm

Training: 6:30 pm – 7:30 pm

Speaker: Karyn Greenfield, Vice President for New Business Pricing & Contracts, BAE Systems, Inc.

Topic: Contract Novations

Cost: FREE

RSVP by COB Tuesday, February 20, 2006 to ncmapotomac@verizon.net

Speaker Bio: Karyn Greenfield

Karyn Greenfield is the Vice President for New Business Pricing & Contracts for the \$2B Customer Solutions Operating Group of BAE Systems, Inc. Customer Solutions is the U.S.-based solutions services business of BAE Systems, and a leading provider of integrated technical and professional service solutions for the U.S. national security and Federal civilian markets. Previously, Ms. Greenfield held the position of Vice President/Executive Director of Contracts, Pricing and Procurement for the Civilian Agencies group (2001-2006) of Northrop Grumman Information Technology, Inc., a \$4.4B Northrop Grumman company; Deputy Senior Contract Manager/Counsel for Logicon Syscon, Inc. (1997 – 2001); and Federal Contracts Attorney at Electronic Data Systems Corporation (1986-1997), providing contractual and legal support for federal government, international, and commercial contracts and subcontracts. She received her Bachelors of Science in Management Sciences and Accounting from Duke University in May 1980, and her Juris Doctorate from Duke University School of Law in May 1983. Ms. Greenfield has been a member of the National Contract Management Association for over fifteen (15) years, and is currently active with the Battlefield Dulles Chapter. She has also been a member of the District of Columbia Bar since 1983, serving on the Government Contracts and Litigation Steering Committee since 2001.

Open Chapter Positions

We have many positions within our chapter that need to be filled. Please visit the chapter website for position descriptions and other information.

National Headquarters is Moving!

As of March 1, 2007, their new address will be 21740 Beaumeade Circle, Suite 125, Ashburn, VA 20147. Please note that the direct line telephone numbers and fax numbers may change; however the 800-number and email addresses will remain the same.

President's Corner

After a long summer and a busy year end, our chapter finally held its first 2006-2007 meeting, on January 17, 2007. The meeting was a huge success. We had many new faces in the crowd. I was glad to see you all. I tried to speak with everyone in attendance. For those of you I missed I apologize, and I hope to speak with you next time!

We recruited some new volunteers at the meeting. Beverly Allen, Contract Administrator for the Henry M. Jackson Foundation, will be heading up our Chapter Communications Committee. Usha Raman, who is currently finishing up her degree, has agreed to assist with Chapter Communications. Usha is looking for a mentor to assist with her studies for the CFCM exam. If you are willing to help with a specific section of the FAR please let me know. Monica Flinn, Contract Administration Specialist with BAE Systems, has agreed to

assist with publicity. William Oduro-Dompreh, with LexisNexis, has agreed to work on preparing a first draft of our Chapter Bylaws, however he is seeking someone to assist with the task. Please let me know if you are interested in assisting. John Yakaitis, (formerly with GAO-retired), has been researching dinner meeting venues. We hope to begin having dinner meetings before the end of this year. We'll need sponsors before this can happen. We'll keep you posted on our progress. Thank you to all of our volunteers for helping our chapter!

Our speakers, Adrian H. Tucker of the Coalition for Government Procurement www.thecgp.org and Ron Garnes of RVG Associates Ltd., www.rvgassociatesltd.com gave informative presentations on GSA and other Multiple Award Schedules at the January meeting. The open group discussion that followed the presentations provided the attendees with an opportunity to get answers to questions on GSA Schedule contracts and issues of concern with the GSA and Multiple Award Schedules. Tom Corcoran, of GSA, and a member of our chapter, provided the GSA perspective in the discussion. I believe everyone in attendance obtained something of value from their attendance. We hope to see you all in February!

I'd like to thank our speakers for their support of our chapter and their excellent presentations. I'd also like to thank our January meeting sponsors: Monster Government Solutions www.monstergovernmentsolutions.com for providing the tasty refreshments and for the "Stress" Trumpasauras monsters, and BAE Systems www.baesystems.com for providing the meeting space.

Our event sponsors provide meeting space, refreshments, speakers, etc. In return for their generosity our sponsors are given time at each meeting to promote their company, they are also given space to distribute flyers, job applications and job vacancy announcements, etc.. If your company would like to sponsor an upcoming event, please contact me for the details.

As stated above our chapter is in the process of selecting a dinner meeting location. We are seeking sponsors for the dinner meetings. This is a higher level of sponsorship and provides greater benefits. If your company is interested in discussing the opportunities associated with sponsoring dinner meetings please contact me.

I look forward to seeing you in February! Trish Downing, NCMA Potomac Chapter, President
I can be reached at trish.downing@monster.com or at 703-269-4982.

Upcoming Events of Interest:

Mid-Year Leadership Summit

February 9 – 10, 2007, Annapolis, MD

The Mid-Year Leadership Summit is open to all NCMA members. For more information please visit:
<http://www.ncmahq.org/meetings/MYLC07/>

Contract Management Executive Conference (CANCELLED)

March 1 – 2, 2007, Ponte Vedra Beach, FL

This is a program with senior executives in mind. It is designed to provide you with the latest information on contract management policy, trends, and best practices. It is a great opportunity to gain knowledge for your organization's contracts and to network with other professionals to be successful. For more information please visit:

<http://www.ncmahq.org/meetings/XC07/>

World Congress 2007

April 22 – 25, 2007, Dallas, TX

Achieving Outstanding Results Through Effective Life-Cycle Contract Management is the theme for this year's annual World Congress. The event will have a decidedly western flair because of its Dallas, Texas location. Please visit the following link for details on the training, networking and exhibiting opportunities for this highly acclaimed event. <http://www.ncmahq.org/meetings/wc07/index.asp>.