

NCMA Potomac Chapter

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

Chapter News March 2007

Chapter Meeting and Training Session

When: Wednesday, March 21, 2007

Where: BAE Systems, 1601 Research Boulevard, Rockville, MD 20850. Please bring Photo ID for access to BAE Systems facility.

Networking: 5:30 pm– 6:00 pm

Chapter Business: 6:00 pm – 6:30 pm

Training: 6:30 pm – 7:30 pm

Speaker: Jacob B. Pankowski, Partner, Government Contracts, Litigation & Dispute Resolution, Nixon Peabody, LLP, Attorneys at Law

Topic: The SAFETY Act – The Act provides extraordinary protections for any company in the Homeland security arena.

Cost: FREE

RSVP with your name, and the name of your employer, by COB Tuesday, March 20, 2007 to ncmapotomac@verizon.net

Speaker Bio: Jacob B. Pankowski

Jacob B. Pankowski is a partner in Nixon Peabody's Business Group. His practice is focused on representing government contractors and subcontractors of all sizes in their dealings and disputes with federal, state, and local governments. Mr. Pankowski's government contracts practice covers a broad range of areas and concentrates in contract and subcontract performance issues, claims analysis and preparation, information technology issues, rights in technical data and intellectual property, and systems integration contracts. Mr. Pankowski has appeared before the United States Court of Federal Claims, various federal district courts, agency boards of contract appeals, and the General Accounting Office. Mr. Pankowski has been at the forefront of issues relating to homeland security and participated in crafting recent federal legislation in this area. As a result, he has actively counseled clients participating in the federal and state homeland security marketplace, addressing a variety of issues relating to compliance with the Homeland Security and SAFETY acts, including obtaining indemnification relating to the sale of antiterrorism technologies. Mr. Pankowski has appeared on BBC World Business News and in various print publications discussing issues relating to the SAFETY Act and homeland security. Mr. Pankowski is an active member of the National Defense Industrial Association and currently serves as the chair of the Contract and Acquisition Management Committee. Prior to joining Nixon Peabody, Mr. Pankowski practiced law in major government contract firms in Washington, DC.

Admissions

Mr. Pankowski is admitted to practice in Washington, DC, and California and before the United States Court of Federal Claims and the United States Court of Appeals for the Federal Circuit

Affiliations

Mr. Pankowski is a member of the Washington, DC, and California bar associations.

Publications

Jacob Pankowski was quoted in both the *United Press International* and the *Washington Times* in articles regarding a new government program that provides registered makers of antiterrorist technology with immunity from lawsuits in the face of a terrorist attack. "‘The law is absolutely necessary,’ government contract attorney Jacob B. Pankowski told United Press International. ‘Without it,’ he said, ‘fears of unlimited liability would make industry reluctant to introduce antiterrorist goods and services into the marketplace.’"

National Headquarters has Moved!

The National headquarters of NCMA moved on Friday, March 9, 2007. Their offices were closed on Friday March 9, and Monday March 12th to accommodate the move. During this time the NCMA intranet and all Chapter websites hosted by the intranet have been down. As of Wednesday, March 14, 2007, there is intermittent access to these sites. They hope to these sites fully functional soon. We apologize for any inconvenience this has caused.

The new address for NCMA National Headquarters is 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 are the same. As soon as the new phone and fax numbers become available we will post this information on our website.

President's Corner

We had a record turnout at our February meeting. We had over 30 people attend! It was great to see so many new faces in the crowd. Our scheduled speaker, Karyn Greenfield, Vice President for New Business Pricing & Contracts, BAE Systems, was sent out of town on business at the last minute. Fortunately her supervisor, Michael Bennett, Vice President, Contracts & Procurement for BAE Systems Customer Solutions Operating Group, stepped in and gave an informative presentation on her selected topic, Contract Novations and Name Change Agreements. We were thrilled to have Mr. Bennett speak to our Chapter once again. We were privileged to have him present to the Chapter at our very first meeting in January of 2006. Mr. Bennett has a wealth of knowledge to share with the contracting community and is exceptionally skilled at engaging his audience on any topic. I highly recommend your attendance at any future speaking engagements of Mr. Bennett. It will be time well spent.

I'd like to thank our speaker, Michael Bennett for his continued support of our chapter and for his excellent presentation. I'd also like to thank our February meeting sponsors: BAE Systems www.baesystems.com and Intelligent Automation Inc. www.i-a-i.com for continuing to provide us meeting space and fostering the growth of the Chapter.

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 or Mark James, Vice President, for the details.

As stated in our previous newsletter, our chapter is working to switch to a dinner meeting forum. We have selected O'Donnell's Seafood Restaurant at the Kentland's in Gaithersburg, MD. We are still ironing out the details. We hope to begin meeting there in May. 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 or Mark James, Vice President.

I look forward to seeing you in March! Trish Downing, NCMA Potomac Chapter, President
I can be reached at trish.downing@monster.com or at 703-269-4982. You can reach Mark James at mjames@i-a-i.com or at 301-294-5221.

Upcoming Events of Interest:

FOSE

March 20-22, 2007, Washington DC Convention Center

Do you need to make the business/IT connection for your team, department, enterprise and agency? Attend the only government centric event where cutting-edge technology products, services and solutions are presented to the government community together with engaging education sessions. Registration is free for military, government, government contractors and educators, with valid ID, and \$50 for business and industry. FOSE is only open to trade professionals. Visit www.fose.com for more information and to register.

Government Contractors Beware: Changes are Afoot!

Tuesday, March 27, 2007

The regulatory gods have been busy – this time with critical changes that impact your business. If you don't have a firm grasp on their details, these new regulations may affect your relationships with subcontractors, doom your proposals to failure, change the way you grow as a contractor and make you question your revenue projections. Is your company ready to address these changes? Join Aronson & Company on March 27th for an important breakfast briefing where the experts will discuss the direct impact on your business. Topics will include: T&M Payments rule – Should you rethink your subcontractor bidding strategy? Earned Value Management System rule – The government is measuring your

performance, are you? SBA Recertification rule – Will the government love you when you're large? 2008 IT Budget – Are you a winner or a loser?

The panel of experts includes: Walter Zenner, Senior Counsel, Pillsbury Winthrop Shaw Pittman, LLP; Rich Wilkinson, Vice President, Deltek; and **Sravant Lavu, Senior Consultant, Aronson & Company, (NCMA Potomac Chapter member and Chair of the Policies and Procedures Committee)**. Seats are limited, so register today for this informative event! For more info and to register please visit:

<http://www.aronsoncompany.com/NewsEvents/EventDetails.asp?id=183>

Quarterly Small Business Forum

Tuesday, March 27, 2007

The Coalition for Government Procurement and Patton Boggs, LLP, present their Quarterly Small Business Forum. Topics and speakers scheduled to appear include: How To Get On And Be Successful On A GWAC Team: Pre and Post-Award. – Mr. Bill Hilsman, Principal, Booz Allen Hamilton; GSA GWAC Program Office – Mr. Jim Ghiloni, Acting Director GWAC Programs; Best Practices in Marketing and Proposal Development - Mr. Pete Johnson, President, Matrix. For more information and to register please visit:

<http://cgp.timberlakepublishing.com/files/Small%20Business%20Forum%20Flyer.doc>

NCMA Potomac Chapter - April Meeting

Wednesday, April 18, 2006

Scheduled Speaker: Dr. Faye Coleman, President and CEO, Westover Consultants, Inc. www.westover.com

Topic: Contracting Issues Evolving from Katrina

NCMA Potomac Chapter – May Meeting

Wednesday, May 16, 2006

Scheduled Speaker: Timothy B. Clark, Editor and President of Government Executive Magazine and GovExec.com www.govexec.com

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>.

EMPLOYMENT OPPORTUNITIES

Contracts Administrator

Location: Rockville, MD

Dynamac Corporation is a nationally recognized science and technology consulting firm. We have an immediate opening for an individual with at least 3 years of experience in Government pricing requirements, proposals, and contract administration. The successful candidate will have the ability to interpret Government as well as commercial RFP's, develop cost proposals, perform contract administration, interact with clients and all levels of internal Corporate management, prepare monthly budget reports, and assist with project management, among other duties. Familiarity with Government contracting is a must as is a working knowledge of Government regulations, including the FAR. An active security clearance is a plus as is the ability to administer a corporate security program. BA/BS degree is required; a specialization in finance, accounting, or contracts is preferred. Experience with DELTEK GCS is a plus, and some travel may be required. To apply, reference CON-KD and send resume with salary requirements to:

Fax: 301-417-6125

E-mail: hr2004@dynamac.com

Dynamac Corporation

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