

**“Finally, a business event where I can actually *do* business. No prospecting, no booths, no waiting!”**

# Matchmaking Conference

**... Go one-on-one with government and large prime contractors**



**Each year, local, state and federal government agencies and large primes purchase more than **\$400 billion** from U.S. businesses. That's a big potential market to tap.**

***But, how do you get in the door?***

**May 14, 2008**

**8:30 AM to 4 PM**

**Four Points by Sheraton Fairview Heights  
319 Fountains Parkway, Fairview Heights, IL**

**Cost: \$40 per person on or before May 1, 2008**

**\$60 per person after May 1, 2008**

**Pre-set appointments with reps from:**

U.S. Army Corps of Engineers – RI (Rock Island)

U.S. Army, TACOM LCMC RI

U.S. Army ASC/JMC RI

U.S. Army JMTC RI

U.S. Environmental Protection Agency

U.S. Forest Service

U.S. Navy – NAVFAC Midwest

Central Management Services for the State of Illinois

Southern Illinois University Carbondale

Southern Illinois University Edwardsville

Scott Air Force Base

SAIC

Unisys Corporation

Booz Allen Hamilton

Russell Construction

***A program of the Illinois Procurement Technical Assistance Center of Central Illinois and the Illinois Procurement Technical Assistance Center at John A Logan College***

# Matchmaking: How does it work?

## Step 1

Identify up to four (and two alternate) government agencies or primes with whom you'd like to meet.

## Step 2

Make your choices on the registration page and send it with payment.

## Step 3

We'll create a schedule of 15 minute meetings for you. Assignments will be made in the order we receive registrations.

## Step 4

We'll send you a confirmation with your meeting times and reps.

## Step 5

Attend the conference and do business with the government.

Bring your best sales pitch, including price lists, product descriptions, company history and reference information to the conference for your individual meetings with government buyers.

The Matchmaking Conference is unlike any event you'll ever attend. You tell us which government agencies you're interested in meeting with, and we set up the appointments for you. Whether you're a manufacturer, a distributor, a retailer, or consultant, the representatives/buyers we have assembled are looking to buy your products and services **TODAY**.

Meet the participating organizations:

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**Central Management Services** provides a broad range of programs and services to both other State agencies and to the general public ranging from personnel and employee benefits to management of numerous properties around the state. CMS serves a key role in ensuring that all State of Illinois agencies operate in the most efficient and cost effective manner to best serve the residents of Illinois.

**The Army Sustainment Command / Joint Maintenance Command (ASC/JMC)** procures a number of products and services that are uniquely suitable for Small Businesses such as metal ammunition cans & containers, pallets, and adapters ammunition, miscellaneous projectile metal parts, machined and fabricated components requiring precision machining, fabricated and weldment assemblies, and metal forging, plastic parts, injection molding, electrical cable assemblies, shipping and packaging material.

**Army Corps of Engineers – Rock Island District** administers federal water resource development programs in large portions of Iowa and Illinois and smaller portions of Wisconsin, Minnesota, and Missouri. Missions include navigation, environmental reservation, flood control, regulatory functions, recreation, federal real estate management, mobilization for both federal disaster response and national defense, and emergency operations. Goods and services procured include areas such as construction, architectural and engineering, supplies and equipment, and other services.

**The Joint Manufacturing & Technology Center (JMTC) – Rock Island Arsenal** supports the joint warfighter readiness effort by providing high quality products and services. This facility has capabilities in manufacturing, science and engineering, quality management and logistics. Items procured are manufacturing products and services, raw materials, steel, gage wire, screws, nuts, bolts, mirrors, machines, machine tools and other related items.

**Tank Automotive and Armament Command (TACOM) – Rock Island Arsenal** procures the following types of supplies and services such as Electronic Assemblies and Components, Machined and Fabricated Items, Cut and Sew Items, Optical Items, Industrial Quality Tools, Technical Manuals, Chemical Alarms/Detector Components.

**Scott Air Force Base** commands and controls all logistics of United States military in air, over land and across the sea. Team Scott sets policies and executes all air mobility operations. The installation is responsible for providing United States aeromedical evacuation capabilities, fly operational support airlift in the C-21, and air refueling missions in the KC-135. Scott Air Force Base supplies forces to theater combatant commanders. Services desired: base construction and base services.

**State Universities** purchase goods and services to support academic research and public service programs. They also purchase goods and services to support activities such as operations and maintenance, student housing, food services and bookstore operations. Items purchased include scientific equipment, medical equipment, classroom and office furniture and supplies, chemicals, building construction and repair, maintenance services and professional services.

**U.S. Environmental Protection Agency** major procurements include: automated data processing systems, hazardous waste removal and environmental research. Types of commodities and services generally acquired by EPA are: research and development - pollution abatement and control, air pollution, water pollution, other pollution, biomedical, other medical and research and development; Services - technical representative services, laboratory testing services and other architect-engineer services.

**U.S. Forest Service:** The Ohio River Basin Procurement Cluster within Region 9 National Forests is interested in the following products and services: UTV's/Trailers, tractors and loaders, radio tower electrical, dam mowing, recreational areas mowing, building disposal, road repair and maintenance, dovetail transport bed, construction of dams, flat beds for various equipment, hydro-ax mowing, crawler hauler, electrical contractors, plumbing contractors, appraisal service, general construction, custodial services.

**U.S. Navy - NAVFAC Midwest** (located at Great Lakes Naval Station, north of Chicago) is in search of construction contractors, facility support contractors (grounds, janitorial, elevator maintenance) and environmental contractors. NAVFAC does not purchase furniture and office equipment and supplies but would be glad to give points of contact for any Navy supplies and purchases that are not their primary mission.

**Science Applications International Corporation (SAIC)** is excited to learn more about and partner with small business' specialized capabilities within the areas of Supply Chain Logistics/Distribution/Transportation Operations, Business Process Reengineering, Change Management, Services Oriented Architecture Implementation, Systems Administration, Systems Engineering and Analysis, Software Engineering and a broad spectrum of Information Technology support.

**Unisys' Federal Systems** desires to create a positive, two-way relationship with Small Businesses to augment our local Midwest capabilities. Small businesses that have capabilities in the areas of Process Engineering, Systems Security, SOA Migration, Data Analysis, Logistics/Distribution/Transportation Operations, IPV6 Migration, and a broad array of IT-related specialties are of particular interest

**Booz Allen Hamilton** desires Small Businesses to team with in the areas of Operations, Economic and Business Analysis, Supply chain logistics and transportation, Organization and Strategy, and a broad spectrum of Information Technology support.

**Russell Construction** is a general contractor interested in qualified subcontractors providing all services from engineering and design to the final build stage including construction services, building materials, IT services, furniture and interior design.

# Agenda

8:30 a.m. – 9:00 a.m.

Check-in and networking

9:00 a.m. – 9:15 a.m.

Introductions and opening remarks

9:15 a.m. – Noon

Scheduled meetings with buyers

Noon – 1:00 p.m.

Lunch provided

1:00 p.m. – 4:00 p.m.

Continue meeting with buyers

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## Minority Certification Support

Meet with representatives from the SBA for information on the 8(a)/SDB and HUBZone programs. BEP will also be available to assist you with questions on the State of Illinois' BEP (Business Enterprise Program) for Females, Minorities and Persons with Disabilities program.

## About the Illinois PTAC

Provides one-on-one counseling, technical information, marketing assistance and training to existing Illinois businesses that are interested in selling their products and/or services to local, state, or federal government agencies. The services are offered through PTACs located at community colleges, universities, chambers of commerce, and business development organizations.

Event Sponsors: Illinois PTAC of Central Illinois, Illinois PTAC at John A. Logan College, Southern Illinois University Edwardsville Purchasing Department, Southern Illinois University Carbondale Purchasing Department, Southwestern IL Entrepreneurship Center, Illinois Small Business Development Center and International Trade Center Southern Illinois University Edwardsville, and the Illinois Manufacturing Extension Center

# Registration

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State and Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Phone/Fax: \_\_\_\_\_

Special dietary needs: \_\_\_\_\_

**Meetings I would like to schedule (Choose four plus two alternates. Rank your choices from 1-6)**

- Central Management Services for the State of Illinois
- Southern Illinois University Carbondale
- Southern Illinois University Edwardsville
- Scott Air Force Base
- U.S. Army Corps of Engineers – RI (Rock Island)
- U.S. Army, TACOM LCMC RI
- U.S. Army ASC/JMC RI
- U.S. Army JMTC RI
- U.S. Environmental Protection Agency
- U.S. Forest Service
- U.S. Navy – NAVFAC Midwest

**Large Prime Contractors:**

- Unisys Corporation
- Booz Allen Hamilton
- SAIC
- Russell Construction

**For registration contact:**

Southern Illinois University Division of Continuing Education  
Telephone: 618-536-7751  
www.dce.siu.edu

**Send checks to:**

SIUC Division of Continuing Education  
Washington Square Building C, M/C 6705  
Carbondale, IL 62901

SIUC DCE accepts Mastercard, Visa, Discover, and American Express

**Payment must be received before appointments will be scheduled. Limited appointments are available, so register early.**

**Cost is \$40 per person on or before May 1  
\$60 per person after May 1**

**Registration Questions?**

Contact Vanessa Sneed at 618-453-5684  
Email: vsneed@siu.edu

For directions see: <http://www.starwoodhotels.com/fourpoints/property/area/map.html?propertyID=1168>

Other questions, call Mary Turner at 217-223-5636 or Lyndsay Hughes at 618-985-2828 x8571



In cooperation with the Illinois Department of Commerce and Economic Opportunity

