

# UP NEXT: A LOOK AT UPCOMING PNDC EVENTS



INTELLIGENCE. ACCESS. SUPPORT.

**REGISTER NOW!**

[PINTS & PROFESSIONALS HAPPY HOUR | February 5 | Tualatin, OR](#)

[RESPONDING TO FEDERAL RFP'S: PROPOSAL FOUNDATIONS | February 7 | Webinar](#)

[SUPPLY CHAIN OPPORTUNITIES CONFERENCE | February 13 | Portland, OR Area](#)

[NETWORKING LUNCH & TOUR at OUT OF THE BOX MANUFACTURING | February 20 | Renton, WA](#)

[BRIEFING: GETTING YOUR INTELLECTUAL PROPERTY IN ORDER | February 26 | Seattle, WA](#)

[NETWORKING EVENT HOSTED BY OLES MORRISON RINKER BAKER LLP | March 19 | Seattle, WA - SODO Area](#)

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**RESPONDING TO FEDERAL RFP'S: PROPOSAL FOUNDATIONS | Friday,  
February 7 | Webinar**



## RESPONDING TO FEDERAL RFPS: FOUNDATIONS FOR PROPOSAL SUCCESS: MASTER THE FUNDAMENTALS

Back by popular demand and updated for 2020!

With over 20 years' expertise in proposal strategies, BID Designs offers a webinar series that will position you to bid more and win more! Join us for one or all four of our webinars presented to the PNDC membership in 2020. While each session is intended to build upon the previous content, each webinar will also be valuable as a stand-alone session.

**This webinar is for you if you desire to:**

- >> Learn to analyze your competitive market, identify opportunities ahead of time, and assess the driving needs of your customer. Avoid 'no-bids' before it's too late!
- >> Understand the critical meaning and importance of proposal compliance
- >> Ensure your team understands document reviews: Why are some reviews so painful?
- >> Consistently submit exceptional, compliant, easy-to-evaluate proposals to both existing and new customers
- >> Learn tips for building a robust and smooth-working system so your staff avoids burnout and looks forward to supporting future proposals
- >> Recognize false starts on proposals: why they happen and how to avoid them
- >> BONUS! Brent and Sandy will be available to answer your most pressing proposal related questions

**REGISTER NOW!**

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## SUPPLY CHAIN OPPORTUNITIES CONFERENCE | Thursday, February 13 | Portland Area

Through a combination of presentations and round-table discussions, this Supply Chain Opportunities Conference is designed to help companies develop new knowledge, new contacts, and most importantly, **new business**. This is a unique opportunity for manufacturers to network with primes and each other.

**Learn to do business with...**



**US Army Corps  
of Engineers**®  
Portland District



**LEUPOLD**



**Jet Propulsion Laboratory**  
California Institute of Technology



**VIGOR**

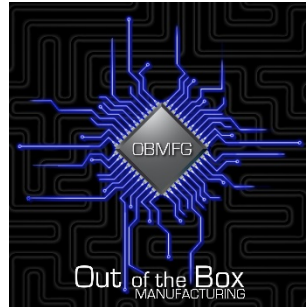
**...and more!**

Grow your business at the Supply Chain Opportunities Conference: In following up with attendees of the last Supply Chain Opportunities Conference, 100% of them said that they made connections that might lead to business sales opportunities!

**REGISTER NOW!**

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**NETWORKING LUNCH & TOUR HOSTED BY: OUT OF THE BOX  
MANUFACTURING | Thursday, February 20 | Renton, WA**



Please join us for a networking lunch and tour hosted by Out of the Box Manufacturing. This is a great opportunity for you to engage with PNDC Members and other businesses in the defense/security industry.

**REGISTER NOW!**

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**BRIEFING: GETTING YOUR INTELLECTUAL PROPERTY IN ORDER |  
Wednesday, February 26 | Seattle WA**



**CLOUTIER ARNOLD JACOBOWITZ**

Each year companies lose opportunities and money because they do not have an Intellectual Property program in place. PNDC is pleased to welcome Priya Cloutier, Attorney, CLOUTIER ARNOLD JACOBOWITZ PLLC to share her proactive approach to protecting your “secret sauce.” Those managing their organizations Intellectual Property program, executives, technical and engineering staff should attend.

**REGISTER NOW!**

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**NETWORKING EVENT HOSTED BY OLES MORRISON RINKER BAKER  
LLP | Thursday, March 19 | SOUTH OF DOWNTOWN SEATTLE (SODO) -  
Seattle, WA**

# OLES MORRISON

OLES MORRISON RINKER BAKER LLP

Please join us for an evening of networking and refreshments hosted by Oles Morrison Rinker Baker LLP. This is a great opportunity for you to engage with PNDC Members and other businesses in the defense/security industry.

[REGISTER NOW!](#)

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## SUPPLY CHAIN OPPORTUNITIES CONFERENCE | Thursday, May 14 | Puget Sound Region

Through a combination of presentations and round-table discussions, this Supply Chain Opportunities Conference is designed to help companies develop new knowledge, new contacts, and most importantly, **new business**. This is a unique opportunity for manufacturers to network with primes and each other.

Learn to do business with...



**SIEMENS**  
*Ingenuity for life*

... and more!

[REGISTER NOW!](#)

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## MEMBER NEWS

**PNDC's Shared Booth at Association of the U.S. Army (AUSA)  
Annual Meeting & Exposition | October 12-14, 2020 | Washington,  
D.C.**

We are now taking reservations for PNDC's shared booth at the Association of the U.S. Army (AUSA) Annual Meeting & Exposition. Members have found this shared booth to be an easy and inexpensive way to exhibit at this event that attracts over 30,000 attendees including U.S. Military, companies that supply the military, and foreign buyers who come to the U.S. for this event. Contact Kate Kanapeaux at [kate@pndc.us](mailto:kate@pndc.us) or 888.701.7632 for more information and some grant opportunities to help fund your participation.

**Limited shared booth spaces available - reservation deadline is February 14, 2020.**

*"Silicon Forest Electronics has found exhibiting in PNDC's shared booth at the AUSA Annual Meeting a great opportunity to connect directly with significant business opportunities. This is a big event with over 30,000 attendees, giving us excellent visibility with a variety of military procurement professionals and program officers, we have also made great connections with other defense contractors that need our manufacturing services. As a small business, The PNDC shared booth allows us to exhibit at AUSA without the expense and coordination of our own booth. We could not get this level of exposure and connections without PNDC presence and leadership."*

*- Jay Schmidt, Executive VP & General Manager, Silicon Forest Electronics*

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## CONNECT WITH THE PNDC COMMUNITY!



By sponsoring PNDC events, your organization will gain visibility and build relationships with regional Presidents, CEOs, senior executives, and management staff, as well as defense and security agency leaders. In addition, your sponsorship reinforces your support of our region's economy and our nation's security. [2020 PNDC Sponsorship Overview](#).

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## INTERESTED IN ATTENDING ASSOCIATION OF THE U.S. ARMY (AUSA) CONFERENCES?

A limited number of members can use PNDC's AUSA National Partner Membership, saving approximately \$500 off a Full Symposium Pass, that includes access to all program sessions, the exhibit hall, and any networking receptions within the exhibit hall. Contact information at [info@pndc.us](mailto:info@pndc.us) or call 888.701.7632 for more information.

>> [2020 Global Force Symposium & Exposition](#) | March 17-19, 2020 in Huntsville, AL

>> [2020 LANPAC](#) | May 19-21 in Honolulu, HI

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**Thank you to PNDC's Sustaining Members who provide support, expertise and leadership within our community!**

UNTAPPED  
C R E A T I V E



Buchalter

ATERWYNNE

AND MORE!

The Pacific Northwest Defense Coalition (PNDC) - The Business Trade Association for the Pacific Northwest Defense and Security Industry

See what's happening on our social media sites:



Pacific Northwest Defense Coalition (PNDC) | 888.701.PNDC | [www.pndc.us](http://www.pndc.us)

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