

**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

SUPPLY CHAIN OPPORTUNITIES CONFERENCE | May 14 | Puget Sound 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**



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

## AEROSPACE & DEFENSE SUPPLIERS SUMMIT | April 6-8, 2020 | Seattle, WA

Aerospace & Defense Suppliers Summit is the established Boeing supply chain gathering entirely based on pre-arranged one-on-one meetings. **The 5<sup>th</sup> annual event is April 06-08, 2020 in Seattle, WA.** Please contact [Karlee@pndc.us](mailto:Karlee@pndc.us) for information on a discount for Oregon and Washington based PNDC Members to exhibit at the program.

[CLICK HERE FOR MORE INFORMATION](#)

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## SUSTAINABILITY MISSION TO CHILE 2020 | April 13-23, 2020

Business Oregon and Prosper Portland will lead a group of Oregon exporters to Santiago and Valdivia, Chile from April 13-23, 2020 to meet with local municipalities and private companies interested in learning about sustainable industry sectors such as recycling technologies, smart transportation, renewable and energy efficiency technologies and more. In-country support by the US Commercial Service and private industry firms will help ensure that you receive the type of meetings that will bring you more business.

[CLICK HERE FOR MORE INFORMATION](#)

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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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