

UP NEXT: A LOOK AT UPCOMING PNDC EVENTS



INTELLIGENCE. ACCESS. SUPPORT.

**DEADLINE THIS THURSDAY | PNDC SCHOLARSHIP | APRIL 30, 2020 |
APPLY NOW!**

Applications are now being accepted for the 2020 PNDC Scholarship program! We will award two individuals who are PNDC Member Company employees, and/or children/dependents of PNDC member company employees (including High school seniors in either Oregon or Washington; current or previous military experience members; life-long learners wishing to continue their education; or members pursuing continuous education and workforce training within STEM) are encouraged to apply.

[LEARN MORE & APPLY NOW!](#)

REGISTER NOW FOR THESE ONLINE PROGRAMS!

**TOMORROW! RECESSION RESILIENCY WORKSHOP | April 29 | 12:00 -
1:30 PM | Online**

The logo for the Recession Resiliency workshop consists of the word 'RECESSION' in white, all-caps, sans-serif font above the word 'RESILIENCY' in a light blue, all-caps, sans-serif font. Both words are set against a solid black rectangular background.

Recessions are an inevitable force. And, while you can't change the economic headwinds, you can change how your company responds to turbulent times.

In this talk, we'll explore how to position your business for success through a downturn. You'll learn proven strategies from past recessions, and discover the importance of focusing on three critical areas of your business:

- Your team and culture
- Current and potential customers
- Your business model and product innovation

REGISTER NOW!

**RESPONDING TO FEDERAL RFP'S: UNDERSTANDING & ENSURING
PROPOSAL COMPLIANCE | May 8 | Webinar**



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.

REGISTER NOW!

**WHAT'S NEXT IN U.S. MILITARY AEROSPACE SPENDING? | May 20
| 10:00 AM - 11:30 AM (PST) | Online**



This session will help businesses in the defense aerospace supply chain gain the intelligence needed to plan for the future and identify business opportunities.

Join JJ Gertler, Senior Specialist in Military Aviation, Congressional Research Service (CRS). Congress' in-house think tank, CRS is well-known for analysis that is authoritative and nonpartisan. Mr. Gertler will once again share his valuable insights into the strategic context on Department of Defense priorities and military aerospace spending.

REGISTER NOW!

**SAVE THE DATE: NORTHWEST HOMELAND SECURITY CONFERENCE |
May 28, 2020 | 10:00AM - Noon (PST) | Online**

This is an opportunity to hear directly from Department of Homeland Security (DHS) procurement leaders from Washington D.C... DHS is interested in connecting with Pacific Northwest businesses that supply a wide range of products and services.

FOR MORE INFORMATION

MEMBER NEWS

PNDC NEWS: We are constantly updating the NEWS Section of our website to keep you informed and share articles from fellow PNDC Members. For COVID-19 updates, past Up Next issues, and more visit: [PNDC NEWS](#)

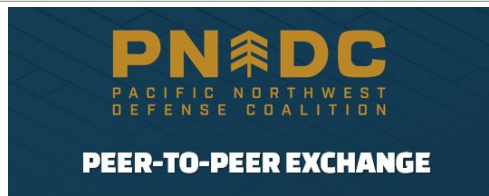
DEPARTMENT OF HOMELAND SECURITY (DHS) REVERSE INDUSTRY DAY

PNDC was pleased to participate in last week's Department of Homeland Security (DHS) Reverse Industry Day hosted by Soraya Correa DHS' Chief Procurement Officer. During this virtual meeting, over 100 DHS procurement and contracting professionals heard from associations and industry about their needs during the COVID crisis. Brice Barrett, PNDC Board Vice Chair & Manager Marketing, Strategy and Proposal Development for Insitu, let DHS procurement know that Pacific Northwest critical manufacturers are open for business - able to provide vitally needed products and taking precautions to protect their staff. Brice shared his appreciation for the Coast Guard's clear communication on orders to Insitu, as well as the agencies support of PNDC through annual industry outreach visits to the Pacific Northwest over the last 5 years.

Soraya Correa communicated that although DHS procurement staff is actively supporting FEMA's COVID response, they are business as usual for other components. DHS Procurement continues to seek suppliers and innovative solutions to support their mission. To

this end, on **May 28, PNDC will host our annual Department of Homeland Security Conference** with online presentations from DHS agency wide procurement and specific presentations from components (Coast Guard, Custom & Border Patrol, Science and Technology, etc.) Please join us at this Conference to find out more about doing business with DHS. In addition to the online program, conference attendees will have the opportunity to schedule virtual one-on-one meetings with DHS Office of Small Business.

REGISTER NOW FOR PNDC'S ANNUAL DEPARTMENT OF HOMELAND SECURITY CONFERENCE | May 28



Your company & staff are valued members of the Pacific Northwest Defense Coalition (PNDC). Our strength is the collective knowledge and support that we offer our members, and although we cannot meet in person at this time, we would like to continue to arrange peer-to-peer exchanges on topics that will support our members' businesses and our mission to bring more defense & security contracts to the Pacific Northwest, and support the supply chain for these contracts.

Would you like to arrange a 30-minute phone meeting with a peer to ask questions, hear their experience, and gain insights?

Subjects include very timely topics such as:

- Developing a COVID-19 contingency plan
- Planning for changing real estate needs
- Lessons learned with implementing a cybersecurity program
- Alternate funding sources
- Social media marketing
- Ideas on marketing to the military

For more details on volunteering or arranging to talk to a subject matter expert: See the Peer-to-Peer Exchange Site

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

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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

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