

UP NEXT: A LOOK AT UPCOMING PNDC EVENTS



INTELLIGENCE. ACCESS. SUPPORT.

In these uncertain times, we should all be proud of the community we built. Being part of an organization is a ready-made resource that can support, react and respond. **Pacific Northwest Defense Coalition Members – THANK YOU.** Your efforts, big and small, will help us weather the impact of the COVID-19 crisis.

Over the last week the PNDC community has:

- Conducted one-on-one match making to overcome gaps in supply chains caused by business shut-downs or lack of needed imports.
- Worked with partners to develop a **Supply Chain Alert Survey**, quickly providing emergency management authorities names of 40 manufacturers that have needed supplies to respond to COVID-19 or could re-tool to make these supplies.
- Launched the **Peer-to-Peer Exchange** where members can set-up phone calls with subject matter experts on relevant subjects to help them respond to the current crisis, manage their business, or grow opportunities.
- Hosted a **Town Hall on Managing in Scary Times**. Great information on employment law, launching a remote work plan, marketing during a crisis and dealing with stress was shared.

Do you need to access support? Please contact PNDC's offices [888.701.7631](tel:888.701.7631)/info@pndc.us – we will see what we can do to help. Have a story to share, be sure to tag #nwdefense.

Thank you. Stay safe. Stay strong.

REGISTER NOW FOR THESE ONLINE PROGRAMS!

THIS THURSDAY! UNDERSTANDING AND COMPLYING WITH THE DEPARTMENT OF DEFENSE'S (DOD) NEW CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC) | April 9 | Online

The Department of Defense's (DoD) New Cybersecurity Maturity Model Certification (CMMC) released in early 2020, is a new tiered cybersecurity framework that all DoD contractors (both prime and subcontractors) will need to implement. The CMMC adds audits to assure compliance to one of 5 CMMC levels, depending on your contract or flow-down requirements. This seminar will provide expert guidance on what defense contractors need to know about these requirements, a timeline for implementation, and overview of the areas covered.

REGISTER NOW!

MARKETING BEYOND TRADE SHOWS | April 23 | 10:00 - 11:00 AM | Online



This year, businesses across industries are seeing an accelerating shift in how they're interacting with potential customers. It's a tough reality, but many actions that guided your sales and marketing team to success last year are simply not available in the outlook for 2020.

Now is a key time to ask your team three very important questions:

1. Where are potential clients looking for the solution that you offer online?
2. If so, are they coming to (or being driven to) your site or a competitor?
3. Once they have found you, are your digital efforts built to effectively convert them to customers?

Please join GRAYBOX's VP of Strategy, David Hughes, for an hour-long deep dive into strategies to evaluate your industry's digital landscape, company website, marketing strategy, and best practices of companies succeeding online.

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!

PNDC has some Great Online Resources Available:

PNDC offers members on-demand viewing of valuable educational resources through the Member Resource Library. Make sure to check out these recent programs: (member log-in required).



Responding To Federal RFPs: Proposal Foundations - BID Designs'

President, Sandy Allbee, shares basics of the federal acquisition process, as well as project management skills designed to keep your proposal on track. You will learn what to expect, recognize traps to be aware of, and possess success points that move you through the RFP process with confidence, ease, and results.



Defense Contracting Updates to the FARs and DFARS - Jonathan

DeMella, Partner, Davis Wright Tremaine LLP shared his 2019 year end update on important changes and developments in Government contracts law and regulations, including the Federal Acquisition Regulation (FAR) and the Department of Defense Federal Acquisition Regulation Supplement (DFARS). Join us for a discussion on changes that are likely to impact your business in the coming year.



Getting Your Intellectual Property in Order - Each year companies lose opportunities and money because they do not have an Intellectual Property program in place. Priya Cloutier, Attorney, CLOUTIER ARNOLD JACOBOWITZ PLLC shared her proactive approach to protecting your “secret sauce.” Those managing their organizations Intellectual Property program, executives, technical and engineering staff should watch.

MEMBER NEWS

PNDC NEWS: We are constantly updating the NEWS Sections 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](#)

A few highlights:

- PNDC Member Stoller Wines is a B Corp company and they are stepping up to practice what they preach and are asking for your help to achieve maximum impact! Purchase any of the wines listed [here](#) and Stoller will donate 30% of the proceeds to Meals on Wheels People and Botanist House. HOW TO BUY: Simply pick the wines you would like and [order online](#).
- Summary of [Resources for Small Business Owners During the Shutdown](#) - Provided by PNDC Member: Cloutier Arnold Jacobowitz

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

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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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