



Homeland Security Marketplace

Opportunities for Tech-based Companies
December 9, 2003 8:00 a.m. - 12:00 noon
Fullerton Marriott

SPONSORS

Event Sponsor:

Preston | Gates | Ellis LLP

General Sponsor:

ccat
info.com

Committee

Diane Wirth
[TriTech SBDC](#)

Carey Harrington
[CCATinfo.com](#)

Rebecca Jones
[So Cal Edison](#)

Rick Sharga
[CJ Patrick Company](#)

Cynthia Trevino
[Resonnect](#)

Linda Yonamine
[Radiance Communications](#)

Hilary Kaye
[Hilary Kaye Associates](#)

Alice Lei
Nightingale Technology

TriTech SBDC is partially supported by the U.S. Small Business Administration (SBA) and the California State University Fullerton Tri-County Lead SBDC. SBA funded programs are extended to the public on a non-discriminatory basis. This material is based upon work supported by the U.S. Small Business Administration under the current Cooperative Agreement. Any opinions, findings and conclusions or recommendations expressed in this publication are those of the author(s) and do not necessarily reflect the views of the U.S. Small Business Administration or California State University Fullerton. Reasonable accommodations will be made for handicapped individuals upon their request.

Conference by TriTech SBDC

Date: Tuesday, December 9, 2003
Time: 8:00 a.m. - 12:00 noon
Place: Fullerton Marriott, adjacent to CSU Fullerton
2701 Nutwood Ave, Fullerton [map](#)
Cost: \$79 pre-registration
\$85 at the door

Please RSVP by 5:00 p.m., Wednesday, December 3, 2003, to Diane Evans at 909.779.6700 ext. 236 or devans@ieep.com

Checks: CSUF Foundation
ATTN: TriTech SBDC HLS Conf.
800 N. State College Blvd.
LH 640
Fullerton, CA 92834

Hosted by: TriTech SBDC, an SBA-funded Small Business Development Center serving tech-based companies headquartered in Orange, Riverside and San Bernardino Counties.

Inquiries: tritechsbdc@fullerton.edu

Who should attend?

This conference has been designed for tech-based small businesses headquartered in Orange, Riverside or San Bernardino Counties with an interest in selling their products or services to the Department of Homeland Security (DHS) and/or Department of Defense (DoD). It will be of interest to companies with existing products and those with an interest in SBIR/STTR research and development grants.

What will you learn?

- Learn how to sell your products to the Department of Homeland Security and the Department of Defense.
- Learn which are the key agencies at both the federal and state level that are interested in your products and services.
- Listen to examples of how others have mastered the process of receiving grants from federal and state agencies to do research and product development.
- Listen to purchasing officers from large government contractors tell you how to sell to them or partner with them on large federal contracts.
- And, find out more about the TriTech SBDC, your new resource for help and information on growing your business.

Agenda

7:30 - 8:00	Registration and Continental Breakfast
8:00 - 8:15	Introductions
8:15 - 8:45	Presentation – Dr. William Jeffords
8:45 - 9:00	Break
9:00 - 9:45	Panel 1: 4 speakers, 5 min each; 25 minutes Q&A
9:45 - 10:15	Presentation – Kim Nobles
10:15 - 10:30	Networking break
10:30 - 11:15	Panel 2: 4 speakers, 5 min each; 25 minutes Q&A
11:15 - 11:45	Presentation – Michael Zani
11:45 – 12:00	Wrap up / Adjourn

Presentations by: Michael Zani, Irvine Sensors & Invited Speaker, **Dr. William Jeffords**, newly appointed Director of GS for the State of California, **Kim Nobles**,

PANEL 1 – Discovering Homeland Security Opportunities

Stu Gordon, Director Office of Technology Transfer and Commercialization, CSUSB

Tom McLaughlin, Program Manager, Office of Law Enforcement Technology Commercialization (OLETC), from Wheeling, W.VA

Barbara Taylor, Sr. Manager, Supplier Diversity Program, Boeing Integrated Defense Systems
UNISYS or **Raytheon**

PANEL 2 – Following the Money

JoMarie Diamond, Director of connectory.com, soon to be utilized by the DoD for Rapid Identification of Technology Sources.

Paul McGuire, Vice President Marketing, Prologic, from Manasas VA, Prologic just received \$4M in appropriations for the development of their HS technology.

Alex Young, President, Mirabila, report on Bio-terrorism and government funding trends