# STRENGTHENING OUR REGION'S ECONOMY, NATIONAL SECURITY & EMERGENCY PREPAREDNESS

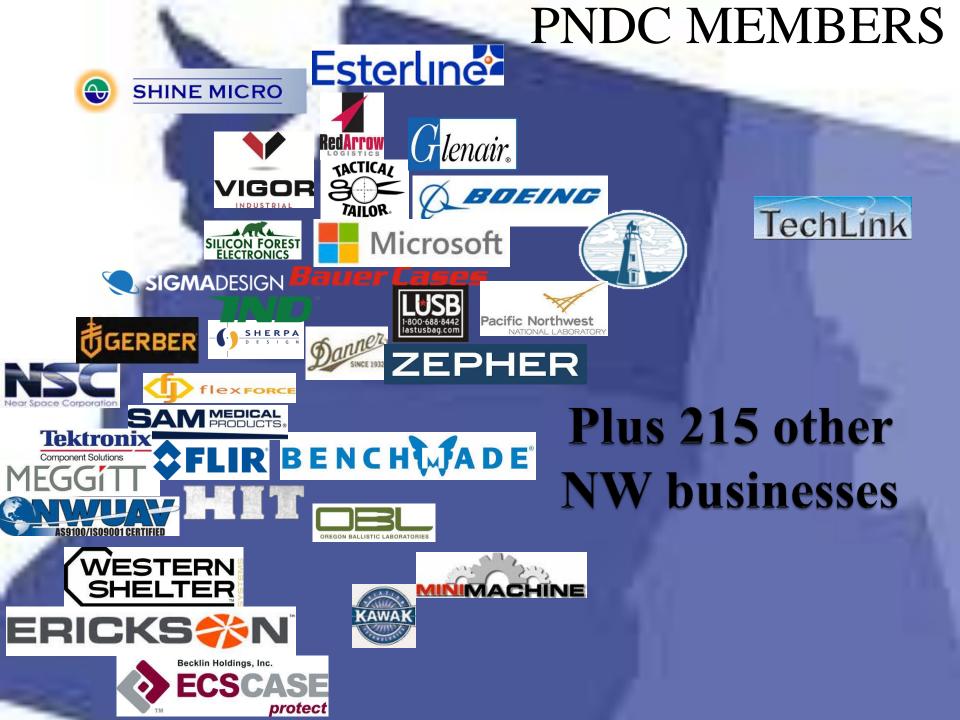


OREGON HOUSE COMMITTEE ON VETERANS AFFAIRS & EMERGENCY PREPAREDNESS

APRIL 4, 2017



- The Pacific Northwest Defense Coalition is the association of over 250 Northwest defense and security businesses.
  - PNDC focuses on strengthening our members' business growth, our region's economy, and our nation's security through training, one-on-one counseling, business-tobusiness networking, and advocacy.







## NETWORKING

- Monthly Receptions @ Member Businesses
- VIP Summer Bash
- Annual Dinner
- Shooting Range Day
- Year End Celebration
- & MORE!









## TRAINING

- Regular Procurement Webinars & Seminars
- Quarterly ITAR & EAR Trainings
- Defense & Homeland Security Symposia
- SBIR/STTR
- FARS & DFARS
- Cybersecurity & Data Security







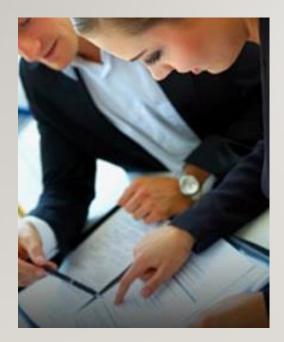
#### ADVOCACY

PNDC convenes regular Congressional Roundtables to bring members face-to-face with U.S. Representatives & Senators to ensure that Congress and federal agencies address the unique needs of Northwest defense and security





#### COUNSELING



**Our full-time Procurement** Counselor assists companies with navigating FARS/DFARS, certifications, and registrations including DUNS, System for Award Management, Dynamic Small **Business Search, and Federal** Business Opportunities. Plus, we offer a FREE bid match service for our Washington and **Oregon Members!** 





### CONNECTING

NWB2B is an online sourcing platform that connects manufacturers with suppliers of products and services in the Pacific Northwest. This easy-touse tool streamlines supplier discovery, and is a fast, efficient way to build buyer-supplier relationships with local companies.



Superior Connections for NW Buyers and Suppliers

"Other tools in this category are very specific to certain industries and extremely expensive. Here, search criteria can be as specific as you wish or as broad as you wish, making it very user friendly."

– Lori Luchak, Miles Fiberglass and Composites

#### Join for FREE at nwb2b.com!



# FUTURE OPPORTUNITIES

- Accessing <u>federal</u> Defense and Homeland Security (Coast Guard, CPB, FEMA, ICE, etc.) funds
- Increasing <u>foreign</u> defense and emergency prep \$\$
- Change federal (state?) acquisition regs. to ensure long-term quality/durability and not just lowest price
- Keep supply chain work here in the Northwest
- Unmanned Systems: air, land, and underwater
- <u>Small Business Innovation Research</u> (SBIR) grants

#### PNDC STAFF

George Cargill, Puget Sound Outreach Carley Dirks, Procurement Counselor & Program Manager Leslie Everson, CPA/Finance Director Bailey Simpson, Program Coordinator Dave Hunt, President & CEO Emily Houg, Puget Sound Event Coordinator Kate Kanapeaux, Program & Events Director Anna Rymill, Marketing & Event Coordinator Amanda West, Puget Sound Regional Manager

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