

FEDERAL CONTRACTING ENTRY POINTS

MONDAY, JUNE 29 | 11:00 AM - 12:00 PM PACIFIC | VIRTUAL

REGISTER

Members \$50
Nonmembers \$100

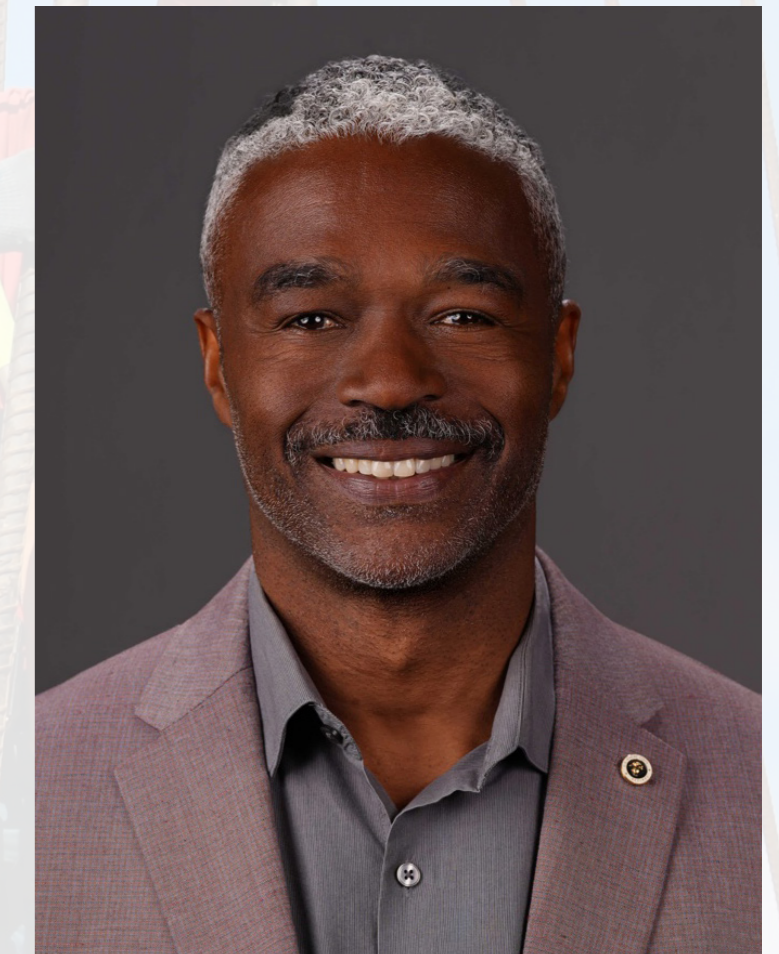
Attend This Course to Learn:

- Why federal contracting matters to CalGeo firms
- Federal market fit for geotechnical and geo-professional services
- Traditional federal and A/E contracting opportunities
- Subcontracting and teaming as a practical first step
- When SBIR/STTR and OTA pathways may be viable
- Readiness checklist and common mistakes to avoid
- Q&A and recommended next steps

Troy A. Small is Vice President of Sales for Skyway Acquisition and a government contracting consultant who helps businesses understand, position for, and pursue opportunities in the federal marketplace.

Troy is a retired United States Marine with more than three decades of experience in the Defense Acquisition Workforce, including 15 years as a Contracting Officer and six years as an Assistant Program Manager for Contracting. His Department of Defense career included roles as a Purchasing Agent, Contract Specialist, Contingency Contracting Officer, Procurement Chief, Chief of Contracting for Regional Contracting Center – Fallujah, and Assistant Program Manager for Contracting at Program Executive Office C4I.

Troy holds an MBA from National University and is DAWIA Level III certified in Contracting and Level II certified in Program Management. He brings practical insight from the government buyer's perspective to help firms better understand federal contracting, evaluate market entry points, and position their capabilities for growth.



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