

State of Michigan Second Annual

Public Purchasing CONFERENCE

2009

Tom McNally

**Panelist: Building a Better Procurement The
Vendor Perspective**



Tom McNally

Director of Business and
Industrial Development
Gateway

For the last 22 years, Tom has been responsible for sales and marketing activities for Gateway, a not-for-profit Community Rehabilitation Organization in Berrien County, Michigan. Gateway assists people with disabilities to help them achieve their potential through therapeutic programs, vocational opportunities, training, and community life skills.

Tom is a graduate of Central Michigan University, is a Service-Connected

Disabled Veteran, and a Certified Rainforest Strategies Business Coach. He believes strongly that “Life isn’t about waiting for the storm to pass, it’s about learning how to dance in the rain.” - Unknown

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Ron Moretto

Panelist: Building a Better Procurement The
Vendor Perspective



Ron Moretto
Cofounder
LDR Construction, LLC.

Ron Moretto established LDR Construction, LLC, a Disabled Veteran Construction Company in 2008 and attained its first project with the US Property & Fiscal Office in Lansing, Michigan in October 2008. The project entails the renovation of three connected buildings, and demolition of a large building that will be replaced with parking and truck wells.

Ron also owns and operates a contracting company that handles all types of public, private, and commercial property, including industrial and loft condominium projects. He has more than 30 years experience in the construction industry serving positions in the field as well as Superintendent. Having worked in the construction business for many years, Ron noted the changing economy and took the opportunity to work with his partner, Larry Lay, a disabled veteran, to successfully create LDR Construction, LLC.

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Christine Rice

**Panelist: Building a Better Procurement The
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Christine Rice

President

VisionIT, Inc.

www.visionitinc.com

In February of 2007, Christine Rice was named president of VisionIT, Inc., the first woman and second person to hold the firm's title in its 11-year existence. For more than eight years as vice president, Christine Rice has played an integral role in helping VisionIT become one of the fastest-growing IT staffing firms in the nation today. Having worked more than 20 years in the human resource and staffing industry has equipped Christine with the necessary tools to help take VisionIT to even greater horizons.

As vice president, Christine oversees all operations including human resources and recruitment operations. Her focus is simple: to continue to find creative ways to serve clients better by improving processes, while identifying and recruiting the best talent in the industry. She has been with VisionIT since 1998.

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John Tellier

Panelist: Building a Better Procurement The
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John Tellier

President
JetCo Solutions.
www.jetcosolutions.com

Jon is the President of JetCo Solutions, which specializes in packaging design and supply chain management, including military packaging. JetCo, a veteran-owned and operated company headquartered in Michigan, has grown into a strong government contractor at the federal, state and local levels. Jetco also works with clients in: health care, manufacturing, information technology, telecommunication, and professional services.

Major Jon Tellier continues to serve his country as a reservist in the United States Army and he received his Bachelor of Science degree in Engineering from the United States Military Academy. He has amassed more than twenty years of experience working with military, manufacturing and business development.

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Sarah Wrasse

**Facilitator: Building a Better Procurement The
Vendor Perspective**



Sarah Wrasse

Sarah Wrasse has been working in the government contracting arena for five years helping small and large businesses contract with the Federal, Local and State governments. Sarah started in commercial contracting for a private company and moved into the Procurement Technical Assistance Center in Kalamazoo , MI in 2007 to help companies in that region successfully contract with the government.

She has served on state and national committees of procurement professionals. She also works with the Grand Rapids PTAC which began operation in July 2008. The office is funded by the MEDC Defense Contract Coordination Center and services are free of charge.

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