

State of Michigan Second Annual

Public Purchasing CONFERENCE

2009

Jon Ahlbrand

Panelist: DC3 and Other Federal Contracting Opportunities



Jon Ahlbrand

Native Green
www.gonativegreen.com

Jon is responsible for environmental supply chain management, supplier development, and sales and marketing at Native Green. Jon is especially versed in eco-labeling, supplier readiness, and performance management. Prior to joining the company, he was the Chief Operating Officer of The Diversity Network, responsible for all aspects of minority supplier development and multi-cultural workforce recruitment. With over 26 years of industry related experience in outsourcing and procurement, including several multi-national assignments, Jon understands the rules of engagement in today's metric driven market.

Grand Valley State
University
De Vos Center
Grand Rapids, Mich.
June 10, 2009

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KEVIN B. LASSER

Panelist: DC3 and Other Federal Contracting Opportunities



Kevin B. Lasser
CEO
Encryption Security
Solutions
Pure Entropy
Technologies

A self-admitted “serial entrepreneur” Kevin B. Lasser has 25 years worth of experience in finance, IT security and business building. As Chief Executive Officer of Encryption Security Solutions (ESS) and Pure Entropy Technologies (PET) he is spearheading the efforts of the companies to become a world class provider of encryption solutions to commercial concern (through ESS) and to government/military installations (thru PET). Mr. Lasser oversees the sales/marketing, and operations of the companies. The companies were rewarded for their excellence in 2008 when they were nominated for Automation Alley’s emerging IT Company of the year award.

Prior to that, Mr. Lasser was President/Founder of Sage Financial Corporation (Sage) which excelled over a 10 year period. Sage raised over \$220M for businesses and was consistently in the “Top 10 Money Finders Group” from esteemed organizations such as GE Capital, Pitney Bowes Financial and Maryland National Financial.

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**LAURIE S.
MONCRIEFF
PRESIDENT
SCHMALD TOOL &
DIE, INC.**

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LAURIE S. MONCRIEFF

Panelist: DC3 and Other Federal Contracting Opportunities

Laurie Schmalld Moncrieff received her Bachelor of Science Degree in Packaging Engineering from Michigan State University in 1982. She has held various sales and management positions with several Fortune 500 companies. Laurie joined her father's company, Schmalld Tool & Die, as Sales Manager in 1995. She purchased the business in 1997 to become the third generation owner.

Federal Testimony

- **International Trade Commission Testimony, October 2002 on Tools, Dies, and Industrial Molds: Competitive Conditions in the U.S. and Selected Foreign Markets**
- **House Ways and Means Trade Subcommittee Testimony, March 26, 2003, 201 Hearing on Safeguard Action on Steel**
- **International Trade Commission Testimony, June 19, 2003, 322 Hearing on Steel Tariffs**
- **China Commission Automotive Hearings, June 17, 2006, Hearing on China's Impact on the Automotive Industry**

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Rosanne M. Oliver
Manager
DC3 Capture

Rosanne M. Oliver

Facilitator: DC3 and Other Federal Contracting Opportunities

Rosanne joined the Defense Contract Coordination Center with 16 years government contracting and economic development experience. Rosanne's most recent position was Program Director for the Macomb Regional Procurement Technical Assistance Center. The program was moved to a new host, Macomb Community College in 2006 and revitalized over the past two years. The Macomb Regional PTAC covers six counties in Southeast Michigan Macomb, St. Clair, Huron, Lapeer, Sanilac and Tuscola and has satellite offices in Marlette at Thumb Area Michigan Works and in Port Huron at St. Clair County Community College - MTEC.

She had served as PTAC Program Director in Genesee/ Shiawassee Counties under the Flint Genesee Economic Growth Alliance in 2001 - 2005 where she transferred the PTAC Program into the Economic Development Agency. In this role Rosanne worked closely with companies to combined Defense Contracting and Economic Development to create jobs and investment for the community. She also held positions as Business Attraction Account Manager and Foreign Trade Zone Director. Prior to that, she was employed at the Economic Development Alliance of St. Clair County.

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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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