

PLEASE COMPLETE & RETURN TO Survey@FederalAllies.org or Fax 800-401-5371.

*Thank you!*

SECTION I

1. Did your conference participation help you to reach a top departmental goal?  
Yes                      No  
The Departmental Goal: \_\_\_\_\_
  
2. In comparison to all of the ways available to you to accomplish this same top goal, how significant is it that you participate at conferences?  
Not Necessary              Somewhat Important              Moderately Important              Very Important  
Please explain. \_\_\_\_\_
  
3. Instead of conference participation, how many more-efficient ways do you have at your disposal, in order to fulfill this same top goal?  
0              1              2              3              4              5              6              7              8              9              10 or more
  
4. What is the best way for you to communicate with the public to reach this same top goal?  
Please explain. \_\_\_\_\_
  
5. After you attend a conference and once you return to your office, for how long does the *information obtained at the conference* remain useful to you?  
Please explain. \_\_\_\_\_
  
6. After you attend a conference and once you return to your office, how much more time is required of you in order for you to assimilate back into the normal ebb and flow of your regular work week duties?  
Please explain. \_\_\_\_\_
  
7. What can the conference organizer do to help reduce the amount of office time required in order for you to assimilate back into your regular office duties?  
Please explain. \_\_\_\_\_
  
8. What are your expectations of the Entrepreneurs that you talked with at the conference?  
Please explain. \_\_\_\_\_
  
9. After the conference is over, for how long might you *personally* stay in touch with these Entrepreneurs? (Circle all that apply.)  
A Few Days              A Week                      A Month                      A Few Months              A Year
  
10. In the earliest stage of obtaining a federal contract from your department or agency, how significant is it that an Entrepreneur meet one-on-one with you and/or colleagues within your department or agency? (Circle one.)  
Not Necessary              Somewhat Important              Moderately Important              Very Important
  
11. Of all businesses that receive federal contracts from your department or agency within the past year, what portion would you estimate included one-on-one meetings with you? (Circle one.)  
None              Few              Some              Many              A Lot
  
12. Of all businesses that receive federal contracts from your department or agency within the past year, what portion would you estimate included one-on-one meetings with a colleague within your department or agency other than yourself? (Circle one.)  
None              Few              Some              Many              A Lot              Please continue on page 2

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13. For the sake of accomplishing your departmental goals do you get better results from one-on-one meetings: in-person, by telephone or e-mail, or, do you get better results by communicating to a broad audience using mass communications: e-mail, teleconferences, web casts, press releases?  
One-on-One                      Mass Communications                      (Circle one.)
14. Which method of communication that you personally use do you find is most popular by the business community?  
Please explain. \_\_\_\_\_
15. What do businesses *too often* need to know in order to properly interact with your department or agency?  
Please explain. \_\_\_\_\_
16. What federal procurement advice or anecdote would you like to share?  
Please explain. \_\_\_\_\_
17. How many of the business conference registrants did you already know well? (Circle one.)  
0      1      2      3      4      5      6      7      8      9      10 or more
18. How many of the government conference registrants did you already know well? (Circle one.)  
0      1      2      3      4      5      6      7      8      9      10 or more
19. Did you build a stronger relationship with an Entrepreneur at the conference? (Circle one.)  
Yes                                      No
20. During the past five weeks have you contacted or been contacted by one or more Entrepreneur that you *met for the first time* at the conference? (Circle one.)  
Yes                                      No
21. Which conference formats were most important to you?  
Number in priority (1 is most important and 7 is least important)  
\_\_Breakfast \_\_Exhibits \_\_Presentations \_\_Lunch \_\_One-on-Ones \_\_Reception \_\_Networking
22. Did this conference meet with your expectations for a 2<sup>nd</sup> Annual event? (Circle one.)  
Yes                                      No  
Please explain \_\_\_\_\_
23. Did this annual conference surpass your expectations in comparison to other conferences? (Circle one.)  
Yes                                      No  
Please explain \_\_\_\_\_
24. In general if you had more time, would you attend more conferences or work in other ways? (Circle one.)  
Attend More Conferences                      Work in Other Ways

SECTION II

Please indicate on a scale of 1-5 your satisfaction, where 1 is not satisfied, 2 is somewhat satisfied, 3 is satisfied, 4 is mostly satisfied, 5 is extremely satisfied and NA is not applicable.

25. All communications prior to the conference with staff and volunteers (Circle one.)  
1      2      3      4      5      NA
26. All communications at the conference with staff and volunteers (Circle one.)  
1      2      3      4      5      NA
27. All communications after the conference with staff and volunteers (Circle one.)  
1      2      3      4      5      NA

SECTION III (No Government Endorsement Implied)

*In the spirit of effective meetings and being prepared to meet with me...*

28a. A highly-prepared Entrepreneur that I met at the conference?

Name/Company \_\_\_\_\_

28b. What were the characteristics of this meeting? \_\_\_\_\_

29a. A Presentation that quintessentially represents best practices among Federal Contracting?  
(Check one)

- Welcome and Opening Remarks: Colonel Laura J. Richardson
- Fort Myer Procurement Office: Kenneth L. Mitchell and staff
- Small Business Strategic Planning: Daniel Gill
- BRAC & Construction: Fort Meade Regional Growth Committee: Kent Menser
- BRAC & Construction: Clark Construction Group: Wesley Stith
- National Security Agency: Pamela L. Porter
- National Geospatial-Intelligence Agency: Sandra Broadnax
- U.S. Department of Homeland Security: Kevin Boshears
- Prime Sub Relationships: Diane G. Dempsey, BAE Systems EI&S
- Prime Sub Relationships: Kurt Heckman, Sycamore US
- Prime Sub Relationships: Haresh Bhungalia, 2020 Company LLC

29b. What is a key best practice of this presentation? \_\_\_\_\_

30a. A helpful Event Volunteer that I noticed while at the conference? (Check one.)

- Registration: Debra Chandler and crew
- Presentations: Base Realignment and Closure & Construction: Beth Tilahun
- Presentations: National Geospatial-Intelligence Agency and National Security Agency:  
Gaurav 'GP' Pal
- Presentations: U.S. Department of Homeland Security: Ralph E. Winnie, Jr.
- Presentations: Prime Sub Relationships: Ralph E. Winnie, Jr.
- One-on-Ones: Rebecca Stewart

30b. What Volunteer Assistance did you require at the conference? \_\_\_\_\_

31. What was the best part of Washington's DC Metro Expo 2009? Please explain  
\_\_\_\_\_

32. What was the worst part of Washington's DC Metro Expo 2009? Please explain  
\_\_\_\_\_

33. My department attends \_\_\_ government contractor conferences/expos per year? (Circle one.)  
1      2      3      4      5      6      7      8      9      10 or more

34. Within my agency there is another department that attends \_\_\_ similar events per year? (Circle one.)  
1      2      3      4      5      6      7      8      9      10 or more      NA

35. Which internal or external conference/expo that you attend is the most effective in meeting your top departmental goals?

Best Conference \_\_\_\_\_ City/State \_\_\_\_\_

2<sup>nd</sup> Best \_\_\_\_\_ City/State \_\_\_\_\_

3<sup>rd</sup> Best \_\_\_\_\_ City/State \_\_\_\_\_

36. Please describe your most positive conference experience. Include any other comments.

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37. In all sizeable public events, there are a percentage of public servant registrants and business registrants that are called away and precluded from participation, although they try their very best to attend.

As for public servants, what would you say is the primary unique reason for sudden cancellation?  
(Circle one.)

Staff Stretched Too Thin

Sudden Emergence of New Higher Priority Work Item

Other. Please explain \_\_\_\_\_

38. What important question, that has not been asked in this survey, *should be asked* in order that you could better serve the public at public events, such as Washington's DC Metro Expo?

Q. \_\_\_\_\_

A. \_\_\_\_\_

38. Name (optional) \_\_\_\_\_

*Thank you for answering these questions. Your answers can help us improve the conference.*

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