



“Doing IT Business with Marines”

17 July 2013

LeeCor, AEQUUS Strategy Group, and GCC Associates proudly present a unique business development opportunity for your organization:

- A **morning classroom session** that focuses on “Doing IT Business with Marines” at the Holiday Inn Express in Dumfries, VA.

This class will be open to **any industry reps** who are interested in this subject, and they will be charged for seats in the class.

Companies who purchase seats in the class will also be invited to attend the rest of the day’s activities aboard the USMC base at Quantico.

- An **afternoon “IT county fair”** with demo tables for a few selected companies to demo their new IT technologies to government reps, held in the Marine Corps Base Clubs at Quantico.

Personal invitations for these demo’s will go out to PM’s and other decision makers at MCSC, MCNOSC, MCWL, MSTP/C2TECOE, MCCDC, etc.

- A **no-host government-industry networking event** that evening with invitations to all the General Officers and senior civilians at Quantico and HQMC C4, as well as their Program Managers and senior staff officers.



Agenda:

- **0800-1230-- Morning session for industry reps: insights, tips and lessons-learned for successfully doing business with the USMC...**
 - **The Marine Corps Customer: Col's Larry Groves and Mike Micucci, former HQMC Requirements & Resource Sponsor and Acquisition Professional.**
 - **What you should know about the Marine Corps Force Development System: Col Garry Lewis USMC (ret), government support contractor at the Marine Corps Combat Development Command.**
 - **Lessons learned from managing large IT programs for the Marine Corps: Mr. Randy Delarm, COO/EVP for Anglicotech, LLC, and former USN Deputy Program Executive Officer for Enterprise Information Systems, and also the USMC PM for the Global Combat Support System.**
 - **Trends in the IT industry that affect your business with the Marine Corps: LtCol Terry Morgan USMC (ret), retired business development executive, CISCO Systems.**
 - **Special Guest Speaker: Mr. Ray Letteer, Director, IA, Division, Headquarters, USMC (invited).**

- **1230-1430 Break for lunch, and re-locate to the Clubs at Marine Corps Base, Quantico.**



- **1500-1700—(Government reps present) 5 minute presentations from each of the IT clients, followed by informal demos at each of the clients' display tables.**
- **1700-1900—“VIP Reception”:** A “no host” government-industry networking event, co-sponsored by the Quantico-Potomac Chapter of AFCEA.

Registration Information

- **Cost:** \$900/seat in the morning session in Dumfries. A \$100 discount will be extended to existing clients of the three sponsoring companies.

Seats are limited...claim yours today. Advanced registration and payment is required, and payment may be mailed to:

**GCC Associates
5650 Lick River Lane
Gainesville, VA 20155**

- **Please include the following information when sending payment:**
 - **Company name and point of contact info.**
 - **Number of seats desired and individual names of attendees.**
 - **Number of additional company reps who may attend either the “IT County Fair” or the networking event aboard the Marine Base at Quantico.**



LeeCor



- **For out-of-town attendees: The Holiday Inn at Dumfries, VA offers a special room rate for this event. Please contact the hotel directly for reservations:**

<http://www.ihg.com/holidayinn/hotels/us/en/dumfries/dumva/hoteldetail>

**For additional information:
Email: info@gccassociates.com
Phone: 571 239 1453**