



2020 NVBDC National Veteran Business Matchmaking Virtual Conference & Vets Night Out

EVENT SPONSORS

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DiverseSuppliers

DIVERSE SOLUTIONS

**OUR SUPPLIERS ARE AS DIVERSE
AS OUR CUSTOMERS.**

At Sonoco, diversity is a key component
of our winning strategy.

We are committed to partnerships with
innovative, process-focused suppliers
with a passion for excellence.

*If you are this kind of company,
we want to hear from you.*

Contact us:

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NVBDC Matchmaker Conference

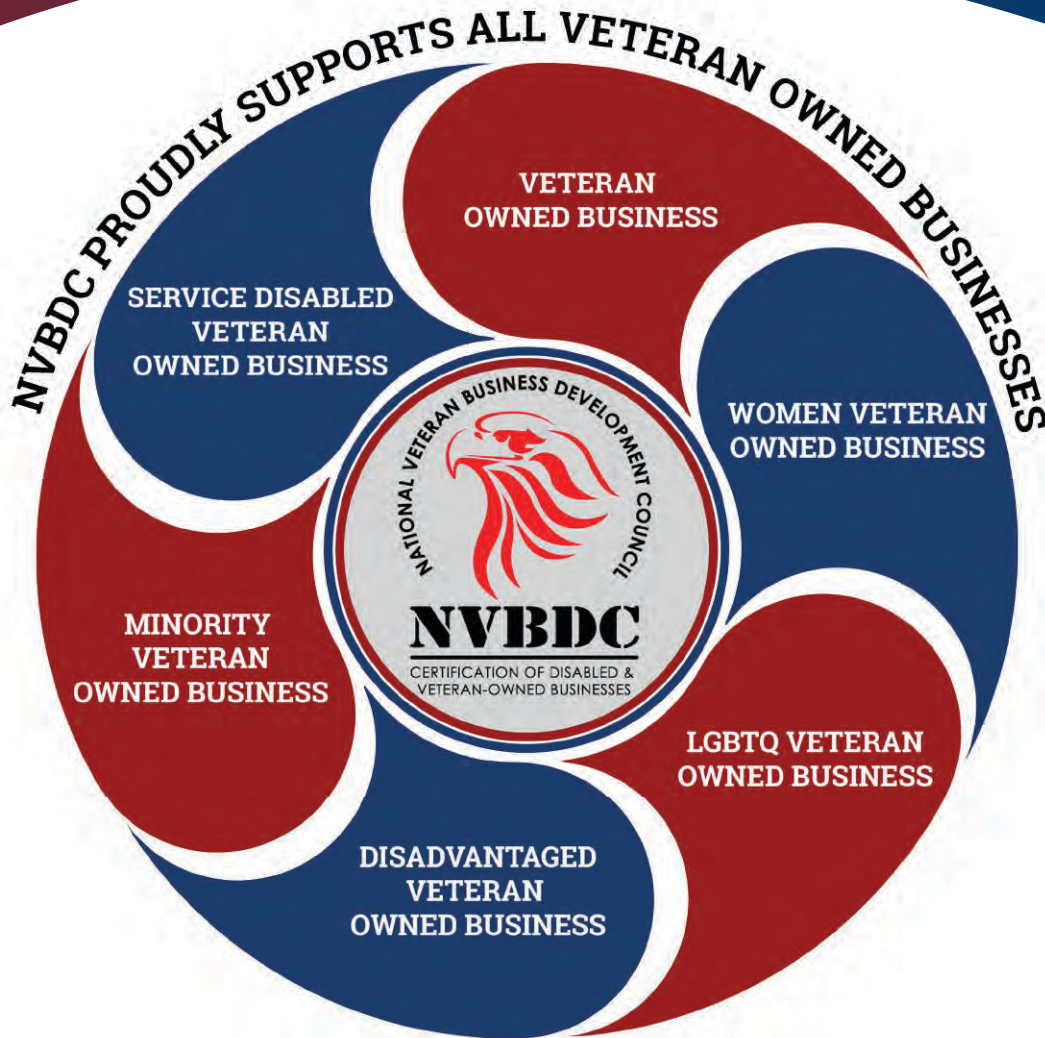
National Veteran Business Development Council (NVBDC) was not going to let 2020 get away without providing our Veteran and Supplier Diversity communities the opportunity to engage with each other. We established NVBDC to address the growing need to identify and certify both Service-Disabled and Veteran Owned Businesses (SD/VOBs) for the commercial marketplace. Our initiatives focus on being the Veteran business certifying authority providing reliable revenue and management information to the business community. NVBDC extends opportunities for our Veterans with access and opportunities made possible by our supporting corporations. NVBDC conferences are the largest collection of certified Veteran Owned Businesses & Supplier Diversity Professionals in the industry.

"We are continually expanding NVBDC value through our benefits for Certified Service-Disabled and Veteran-Owned Businesses. With all our corporate members, we are proud to offer an opportunity to engage, network, and educate our Veteran community." Said Brigadier General (ret) Dick Miller, President, NVBDC.

Vets Night Out this year will be off the charts! We have a full mix of multi-award winning, Rock & Roll Hall of Fame, Grammy Hall of Fame singer songwriters. Mark Farner's American Band, Felix Cavaliere's Rascals and B. Taylor will rock the house with a special tribute to our Veterans on November 5, 7:00 p.m. – 10:00 p.m. virtually to our attendees. Each bring their own history, contributions and fame to our virtual stage for NVBDC's Vets Night Out.

"NVBDC is maintaining the same agenda structure as we would have at our live event. We know our Veteran Business Owners and Supplier Diversity Professionals rely on our annual event to build relationships. The opportunity for our corporations to see the incredible products and services of our Veterans, and for our Veteran Business Owners to see the true value of NVBDC Certification is key for upholding our promises to the community." Said Keith King, Founder & CEO, NVBDC.

NVBDC STATEMENT OF INCLUSION, DIVERSITY AND EQUITY



By the nature of the U.S. Military our clients represent every element of American society. Veterans have a unique culture and language that in many cases only another prior service member understands and appreciates. NVBDC strives to represent and hire our fellow veterans and non-veterans across race, gender, age, religion, identity and life experiences that helps our veteran clients feel comfortable when they are interacting with us and each other.

Please contact us for more information or to find out how to get NVBDC certified.

www.NVBDC.org



(888)-CERTIFIED



Diversity is the one thing we all have in common.

The opportunity to grow your business is always within reach.

MetLife Supplier Inclusion and Development

MetLife is committed to identifying and working with diverse business partners: women-owned, minority-owned, LGBTBE, veteran-owned, disability-owned and federally qualified small businesses.

We recognize that we benefit from the innovation and creativity of our diverse suppliers in many of the same ways we benefit from the diversity of our workforce.

Our program strives to develop sustainable relationships with diverse suppliers that contribute to job growth and the economic strength of their communities.

To learn more about Supplier Inclusion and Development at MetLife, contact
MetLifeSupplierDiversity@MetLife.com.



Navigating life together

2020 NVBDC NATIONAL VETERAN BUSINESS MATCHMAKING VIRTUAL CONFERENCE AGENDA

DAY 1 - THURSDAY NOVEMBER 5, 2020

9:00 A.M. – 10:00 A.M.	OPEN EVENT PORTAL FOR ATTENDEES TO EXPLORE
10:00 A.M. – 10:50 A.M.	Opening Ceremony Posting of Colors & National Anthem Pledge of Allegiance Welcome Remarks and Introduction of Keynote Speaker Presenters Keith King, Founder & CEO, NVBDC Brigadier General (ret) Dick Miller, President, NVBDC
10:50 A.M. – 11:00 A.M.	Break
11:00 A.M. – 11:50 A.M.	Opening Keynote Speaker Matthew Kaiser Senior Director Global Indirect Sourcing AmerisourceBergen
11:50 A.M. – 12:00 P.M.	Break
12:00 P.M. – 12:50 P.M.	Supplier Diversity Panel: “The Impact of COVID-19 on Supplier Diversity” Moderator Mark Hands, Supplier Diversity Program Manager, Federal Reserve Bank of Chicago Panelists Sheri Shafir, Head, Supplier Diversity, Novartis Jason Trimiew, Director, Global Supplier Diversity, Facebook Steve Charles, Director, Strategic Sourcing, Sonoco Products Company Sharon Manker, Sr. Diversity Program Lead, American Water Works Company, Inc.
12:50 P.M. – 1:00 P.M.	Break
1:00 P.M. – 3:55 P.M.	1:1 Matchmaking Sessions • Exhibit Hall • Networking Lounge
1:00 P.M. – 1:15 P.M.	1:1 Matchmaking Session 1
1:20 P.M. – 1:35 P.M.	1:1 Matchmaking Session 2
1:40 P.M. – 1:55 P.M.	1:1 Matchmaking Session 3
2:00 P.M. – 2:15 P.M.	1:1 Matchmaking Session 4
2:20 P.M. – 2:35 P.M.	1:1 Matchmaking Session 5
2:40 P.M. – 2:55 P.M.	1:1 Matchmaking Session 6
3:00 P.M. – 3:15 P.M.	1:1 Matchmaking Session 7
3:20 P.M. – 3:35 P.M.	1:1 Matchmaking Session 8
3:40 P.M. – 3:55 P.M.	1:1 Matchmaking Session 9
3:55 P.M. – 4:10 P.M.	Closing Day 1 Remarks

VETS NIGHT OUT

NOVEMBER 5TH
7:00 P.M. - 10:00 P.M. (EST)



B. TAYLOR

A GLOBAL AMBASSADOR AND ADVOCATE
OF ENTERTAINMENT FOR U.S. MILITARY,
VETERANS, AND FIRST RESPONDERS.

#1 BILLBOARD CHARTING ARTIST/PRODUCER

LATEST RELEASE:

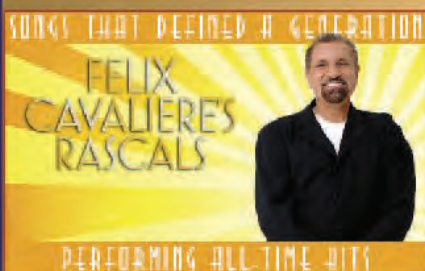
"WE ARE ONE, LOVE IS ALL WE NEED"

LIVE CHAT WITH
B. TAYLOR & MARK FARNER +
CHAT WITH ALL ATTENDEES

MARK FARNER'S AMERICAN BAND

1ST TIME RELEASE OF
THEIR NEW SONG/VIDEO:
"ROCK N' ROLL SOUL"

IN HONOR OF VETERANS DAY ALL
VNO ATTENDEES WILL RECEIVE A
LINK FOR A COMPLIMENTARY
DOWNLOAD OF THE VIDEO!



FELIX CAVALIERE'S RASCALS

PLAY ALL HIS HITS, INCLUDING
#1 HIT SONGS:

"GROOVIN"

"GOOD LOVIN"

"A BEAUTIFUL MORNING"

"PEOPLE GOT TO BE FREE"

TICKETS: \$25

VOBs: COMPLIMENTARY WITH
CONFERENCE REGISTRATION

CLICK HERE TO REGISTER



GIVE-AWAYS!

2 SETS OF ROUND TRIP TICKETS
ANYWHERE IN THE UNITED STATES



NVBDC VETS NIGHT OUT SPONSORS



MetLife



DELTA

2020 NVBDC VETS NIGHT OUT AGENDA

DAY 1 - THURSDAY NOVEMBER 5, 2020

4:10 P.M. – 5:00 P.M. **Event Portal will remain open to network and explore**

6:30 P.M. – 7:00 P.M. **Vets Night Out Open to Attendees**

7:00 P.M. – 7:15 P.M. **Vets Night Out Kick-Off**

Emcee

Keith King, Founder & CEO, NVBDC

B. Taylor, Global Ambassador and Advocate of

Entertainment for U. S. Military,

Veterans, and First Responders.

#1 Billboard charting artist/producer

7:15 P.M. – 7:45 P.M. **B. Taylor performance including his latest release:**

"We Are One, Love Is All We Need"

7:45 P.M. – 8:00 P.M. **Meet & Greet with B. Taylor**

Delta 1st Give-Away:

2 round-trip tickets anywhere in the U.S.

8:00 P.M. – 8:40 P.M. **Mark Farner's American Band live performance**

1st Time Release of their new song/video:

"Rock N' Roll Soul"

In honor of Veterans day all Vets Night Out attendees will

receive a complimentary link to download their video.

8:40 P.M. – 8:45 P.M. **Delta 2nd Give-Away**

2 round-trip tickets anywhere in the U.S.

8:45 P.M. – 9:00 P.M. **Meet & Greet with Mark Farner's American Band**

9:00 P.M. – 9:45 P.M. **Felix Cavalier's Rascals live performance**

#1 Hit songs including "Groovin", "Good Lovin", "A Beautiful

Morning", "People Got to be Free", and "How Can I Be Sure".

9:45 P.M. – 10:00 P.M. **Meet & Greet with Felix Cavalier's Rascals**

Closing Remarks





Supplier Diversity: Engage, Commit, Transform

For over 50 years, AT&T Supplier Diversity has championed for diverse suppliers within our supply chain. Our impact on diverse communities is evident as we stimulate job growth, create opportunities for technical skills development and make a positive economic impact in cities across the U.S.

Guided by strategic outreach, advocacy, prime supplier engagement, business development, education and involvement in community initiatives, AT&T's Supplier Diversity program aims to improve the livelihoods of diverse individuals in communities across the country for years to come.

www.attsupplierdiversity.com

50
YEARS

ESTABLISHED 1968

Building on Supplier
Diversity Success

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HERE TO HELP MICHIGAN BUSINESSES.

PURE MICHIGAN BUSINESS CONNECT

The PMBC program connects Michigan businesses to local and national purchasers through networking, concierge services and exclusive events. We're basically matchmakers for businesses.

Whether your company is big, small, global or local, MEDC offers programs and access to capital that can help your business grow.

Learn more at michiganbusiness.org/pmbc

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION
PURE PARTNERSHIP



2020 NVBDC NATIONAL VETERAN BUSINESS MATCHMAKING VIRTUAL CONFERENCE AGENDA

DAY 2 - FRIDAY NOVEMBER 6, 2020

9:00 A.M. – 10:00 A.M. **OPEN EVENT PORTAL FOR ATTENDEES TO EXPLORE**

10:00 A.M. – 10:30 A.M. **Opening Remarks**

Pledge of Allegiance
Welcome Remarks
NVBDC Supplier Mentoring Program (SMP)

10:30 A.M. – 11:20 A.M. **Presenters**

Keith King, Founder & CEO, NVBDC
Brigadier General (ret) Dick Miller, President, NVBDC
Annette Stevenson, Certified Professional in Supplier Diversity & Procurement, NVBDC Board of Directors

Veteran Panel Discussion: "Making It Work"

Moderator

Randall Laird, Senior VP, Anchor Trading

Panelist

Sgt U.S. Army (ret) De'Andre B. Wells, Owner, AGX
John J. Piekarski, President, ALLY Construction
Dean Wegner, Founder & CEO, Authentically American

11:20 A.M. – 11:30 A.M. Break

11:30 A.M. – 11:50 A.M. **NVBDC Awards**

11:50 A.M. – 12:00 P.M. Break

12:00 P.M. – 12:50 P.M. **Corporate Veterans in Supplier Diversity Panel**

Moderator

Brigadier General (ret) Richard Miller, President, NVBDC

Panelists

John Perez, Head of Military & Veterans Affairs, Johnson & Johnson
Wayne Shanks, Supplier Diversity Director, USAA Global Sourcing & Procurement
Michael K. Jackson, Business Development Specialist, Export-Import Bank of U.S.

12:50 P.M. – 1:00 P.M. Break

1:00 P.M. – 3:55 P.M. **1:1 Matchmaking Sessions • Exhibit Hall • Networking Lounge**

1:00 P.M. – 1:15 P.M.	1:1 Matchmaking Session 1
1:20 P.M. – 1:35 P.M.	1:1 Matchmaking Session 2
1:40 P.M. – 1:55 P.M.	1:1 Matchmaking Session 3
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3:20 P.M. – 3:35 P.M.	1:1 Matchmaking Session 8
3:40 P.M. – 3:55 P.M.	1:1 Matchmaking Session 9

3:55 P.M. – 4:10 P.M. **Closing Remarks**

4:10 P.M. – 5:00 P.M. **Event Portal will remain open to network and explore**

SPEAKERS

MASTERS OF CEREMONY



Keith King
Founder and CEO
NVBDC

40 Year Veteran advocate with heavy legislative experience, strong record of success in writing, lobbying for, and getting passage of laws to benefit ALL Veterans. Keith enlisted in the US Army in 1969 and after completing the Military Police Advance training he was sent directly to Vietnam. He served with the 18th Brigade (218th and 630th MP companies) as a convoy escort gunner and was a specialist E-4 when honorably discharged.



Brigadier General (ret) Richard Miller
President
NVBDC

Brigadier General (ret) Dick Miller served in the U.S. Army and then the National Guard for 33 years, ultimately becoming the Deputy Commanding General of the 38th Infantry Division, Indiana National Guard. He was deployed to Afghanistan in 2004 where he served as the Senior Military Advisor for the 205th Corps Commander of the Afghan National Army.

SPEAKERS

KEYNOTE SPEAKER



Matthew Kaiser

Senior Director, Global Indirect Strategic Sourcing
AmerisourceBergen

Matthew Kaiser is currently the Senior Director of Indirect Strategic Sourcing at AmerisourceBergen Corporation. In this role, Matt leads the project management office for the Sourcing Team to improve process, find the best suppliers, and report on Supplier Diversity initiatives. Often times, Matt is on the search to find the best supplier partners in both the Goods Not for Resale as well as the Direct Trade areas. Matt is also the architect behind the Supplier Diversity Program, as the Company seeks to expand their presence in this space.

Prior to joining the Strategic Global Sourcing Team in 2020, Matt spent the last five years in Strategic Global Sourcing Finance. Matt leads the CoOp and Internship Program at AB, and works with colleges and universities providing mentoring opportunities to those who are early in their careers.

Prior to joining AmerisourceBergen in 2015, Matt spent 10 years at Johnson & Johnson in various levels of increasing responsibility within the Finance Organization. There, he managed the global transformation of Finance and led the Finance Team on several key pharmaceutical brands. Prior to J&J, Matt worked for several years in public accounting at PricewaterhouseCoopers, LLP. Matt received his bachelors degree with dual majors in Finance and Accounting from Saint Joseph's University, and his MBA in Finance and Management Information Systems from LaSalle University.

Matt is a true Philadelphia native, and firmly believes it is "always sunny." His undying support for the Philadelphia sports teams underscores the love he has for the Phillies, Eagles and 76ers. When not at work or watching the game, you can find him at his local CrossFit Box or along the Jersey Shore.

SPEAKERS

SUPPLIER DIVERSITY PANEL "IMPACT OF COVID-19 ON SUPPLIER DIVERSITY"



MODERATOR

Mark J. Hands

Director of Supplier Diversity &
Associate Office of Minority Women Inclusion (OMWI) Director
Federal Reserve Bank Of Chicago

Mark helps Business Units source quality minority and women-owned business enterprises (M/WBE) suppliers to meet the Bank's operational needs and collaborate with key advocacy groups to provide technical assistance to M/WBE suppliers. As Associate OMWI Director, Mark assists and represents the OMWI Director in planning, directing, coordinating and evaluating the OMWI program functions and initiatives throughout the Bank and the Federal Reserve System. Mark joined the Bank in November 2010 and brings established relationships in the business community and a wealth of experience in increasing opportunities for M/WBEs.



Sheri A. Shafir

Head of Supplier Diversity
Novartis Business Services, Novartis' shared services organization

Sheri champions Supplier Diversity by educating Novartis associates about the benefits of utilizing diverse suppliers to help drive innovation. Sheri mentors, coaches and introduces qualified diverse suppliers to Novartis Procurement professionals and internal business partners. She began her career at Novartis 19 years ago as a Senior Procurement Specialist for Marketing Services and Patient Recruitment. Prior to Novartis, Sheri worked at McGraw-Hill Publishing for a decade as an Advertising/Production Manager in the College Testbook division, and for five years at McBee, a checks & forms manufacturer, as the Director of Advertising and Communications.



Jason Trimiew

Director, Global Supplier Diversity
Facebook

For two decades, Jason has worked at the intersection of the marketplace and social impact in international microfinance, community and economic development, and venture philanthropy. In 2016, Jason joined Facebook to launch and lead the company's supplier diversity program and create more opportunity for diverse-owned firms to do business with Facebook and the people and communities that Facebook connects. Facebook has now spent more than \$1.1 billion cumulatively with U.S. companies certified as minority, women, veteran, LGBTQ, or disabled-owned in categories spanning creative services, network infrastructure, facilities management and more.

SPEAKERS

SUPPLIER DIVERSITY PANEL

"IMPACT OF COVID-19 ON SUPPLIER DIVERSITY" (CONT.)



Steve Charles

Director of Strategic Sourcing
Sonoco Products Company

Steve is the Director of Strategic Sourcing in our Global Supply Management organization at Sonoco Products Company. In this role, he has responsibility for the Company's Strategic Sourcing Team. His team is responsible for the execution of our Sonoco Strategic Sourcing (3SP) process with goals to improve Cost, Quality and Service from our global supply base.

Prior to this appointment, Steve spent time in Sourcing, Category Management and lead the European Supply Management team during an interim assignment in Germany. He has extensive experience with our Integration Management Office as a key leader with the integration of new acquisitions. Steve has spent 14 years as a member of the Supplier Diversity Team here at Sonoco, where we have seen significant growth in our total spend with certified suppliers. Steve serves on the Board of Directors for the National Veterans Business Development Council.



Sharon Manker, M.ED.

Senior Diversity Program Lead
American Water Works Service Company, Inc.

Sharon is a Philadelphia native with nineteen years in Supply Management with a focus on procurement, strategic sourcing, and supplier diversity and supplier development. She received the Bachelor of Science degree in Communications & Applied Technology from the Drexel University in 2014, and the Master of Education degree in Organizational Leadership from Northcentral University in 2017. Additionally, she holds certifications from OSHA in construction, from Toastmasters International in public speaking and Lean Six Sigm Yellow belts from both American Water and Shriners International.

THE ROAD TO SUCCESS STARTS WITH HELPING VETERAN BUSINESSES

Service-Disabled / Veteran-Owned Businesses (SD/VOBs) hire more veterans. Using Veteran-Owned Businesses meets corporate diversity goals, and demonstrates support of the contributions military members have made on behalf of our country.

NVBDC Certification is the credible and reliable source of documentation for Veteran status, ownership and operational control.

(888)-CERTIFIED
WWW.NVBDC.ORG



National Veteran Business Development Council (NVBDC) provides corporations with a robust database to find NVBDC Certified Service-Disabled / Veteran-Owned Businesses (SD/VOBs) by industries, location, skills and NAICS codes.

**NVBDC IS THE SOURCE FOR
SERVICE-DISABLED/
VETERAN-OWNED BUSINESSES.**



FIND US | LIKE US
FOLLOW US | JOIN US



BY HELPING OUR VETERAN BUSINESSES GROW

WE ARE HELPING OUR VETERANS, THEIR FAMILIES AND THE COMMUNITY

SPEAKERS

VETERAN OWNED BUSINESS PANEL "MAKING IT HAPPEN"



MODERATOR

Randall Laird

Senior vice President, Asset Acquisition
Anchor Trading

Randall is the Senior Vice President of Asset Acquisition, overseeing the development of new business and the asset procurement for all of Anchor's Corporate Trade programs. In addition to this position, he plays a key role on the management team to maximize Anchor's involvement with its Veteran affiliations, including the U.S. Department of Veteran Affairs, New York State Office of General Services, National Veteran-Owned Business Association (NaVOBA) and National Veteran Business Development Council. A 1984 graduate of Washington State University, Randall was a 4-year Army ROTC scholarship recipient and a Distinguished Military Graduate. Randall served six year on active duty which included assignments with the 3rd Infantry Division in West Germany and the U.S. Army Air Defense Artillery Center at Fort Bliss, TX. He is a graduate of the U.S. Army Ranger and Airborne Schools.



Dean Wegner

Founder & CEO
Authentically American

Dean is the Founder & CEO of Authentically American, a Veteran owned, American made premium apparel brand. They are a company that celebrates patriotism, believes in the American worker, and honors our American heroes by intentionally donating 10% of profits to Veteran and First Responder charities. A West Point graduate, Dean served 7 years as a helicopter pilot and Army Ranger, and holds an MBA in Finance from Cal State. A majority of his business career was spent in business development, marketing, and strategy with Mars Inc. and Procter & Gamble. As a former Division I ice hockey player, he is highly competitive and possesses a tireless work ethic. His primary focus is on growth, team-building, and creating a winning culture. Dean is happily married to his bride of 25 years and they have 4 children, with the youngest being adopted from Ethiopia. Dean is active in his church and has served on the board of several for-profit and non-profit companies and organizations.

SPEAKERS

VETERAN OWNED BUSINESS PANEL (CONT.) "MAKING IT HAPPEN"



Sgt US Army (ret) De'Andre B. Wells

Owner
AGX

SGT US Army (ret) De'Andre B. Wells served as an NCO in the US Army, 5th Special Forces Group, where he completed three tours of combat duty during the global war on terrorism and served as an ODA team member during the heated 2004 "Battle of An Najaf." Sgt. Wells was recently elected by his peers to lead a team of subject matter experts in engineering, manufacturing, 3d printing, infection control, industrial, and experience design, and healthcare. In Collaboration with Challenge America, The VHA Innovation Ecosystem, and Make America, this team will be designing and developing innovative solutions to address First Responder's challenges arising from the COVID-19 pandemic.



John J. Piekarski

President
ALLY Construction Services

John loves to tear things down and build them back up better than before. As an entrepreneurial minded, strategic thinking, 20-year construction management executive, John provides decisive construction management oversight. His tenure includes commercial construction experience in pharmaceutical, industrial and retail industries with projects ranging from \$1MM to \$90MM. Technically savvy, sharp intellect and a demonstrated ability to build and maintain organizational teams, he successfully directs his leadership team and office support staff in planning, coordinating and executing work in accordance with contract documents, schedule and budget.

SPEAKERS

CORPORATE VETERANS IN SUPPLIER DIVERSITY PANEL



MODERATOR

Brigadier General (ret) Richard Miller

President
NVBDC

Brigadier General (ret) Dick Miller served in the U.S. Army and then the National Guard for 33 years, ultimately becoming the Deputy Commanding General of the 38th Infantry Division, Indiana National Guard. He was deployed to Afghanistan in 2004 where he served as the Senior Military Advisor for the 205th Corps Commander of the Afghan National Army.



John Perez

Head of Military & Veterans Affairs
Johnson & Johnson

John is a graduate of Johnson & Johnson's Procurement Leadership Development Program and the Shaping Talent & Accelerating Results (STARS) Program for supply chain talent. He's held previous Procurement, Supply Chain, and Acquisition & Divestiture roles across Johnson & Johnson. Prior to joining Johnson & Johnson, John served as a US Army and US Army Reserve officer in various cross-functional roles, twice deploying to Iraq. John is a graduate of Seton Hall University and Yale School of Management and holds numerous professional certifications. John is also a George W. Bush Institute Stand-To Veteran Leadership Program alumnus.



Wayne Shanks

Supplier Diversity Director
USAA Global Sourcing and Procurement

Wayne joined USAA in 2014 and leads the USAA Military Family Supplier Diversity program. This unique program seeks to foster a diverse supply chain that will enhance USAA's innovative, economic and social values while creating opportunities to grow diversity in businesses. The program includes all aspects of diversity, with an emphasis on increasing opportunities for veteran- and military spouse-owned businesses. Wayne retired from the US Army as a Colonel after 28 years of service and brings an extensive background in leadership, resource management, communication strategy, logistical and operations management. He had a multitude of assignments including Afghanistan, South Korea, Egypt, and Hawaii. He holds a BS in Environmental Science from Lamar University and a MS in Strategic Studies from the US Army War College.



Michael K. Jackson

Business Development Specialist
Export-Import Bank of the U.S. (EXIM)

Mr. Michael K. Jackson is a professional speaker, trainer, author, public servant and entrepreneur with over two decades of business and federal government leadership experience. Mr. Jackson currently serves as a Business Development Specialist in the Minority and Women-Owned Business (MWOB) Outreach Group at the Export-Import Bank of the United States (EXIM), America's official export credit agency. In this capacity, he delivers presentations both virtually and in person at conferences, seminars and workshops throughout the country to educate Minority-Owned, Women-Owned, and Veteran-Owned businesses about expanding into global markets.



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SPECIAL THANKS TO DELTA AIRLINES

VETS NIGHT OUT TICKET GIVEAWAY SPONSOR



Sandra Duckworth
Delta Airlines

Sandra Duckworth represents the Supplier Diversity & Inclusion Team at Delta Air Lines, which identifies and builds relationships with high quality small and diverse-owned business enterprises, including veteran-owned businesses. As Program Manager, Sandra fosters and maintains relationships with advocacy organizations, such as NVBDC in which Delta serves as a corporate partner.

Additionally, she works with diverse businesses to identify supply chain opportunities within Delta.

Prior to joining Delta, Sandra worked for The Coca-Cola Company for 23 years in various Procurement and Supply Chain roles. Her latest role at Coca-Cola was Tier 2 Program Manager; where she increased the 2nd Tier spend by 26%. Sandra holds a Bachelor's Degree from Shorter University in Business Management. She and her husband, Danny, live in Fayetteville, GA.



NVBDC: 6 YEARS STRONG

National Veteran Business Development Council (NVBDC) is the leading authority to ensure credible and reliable documentation exists of veteran status, ownership & operational control.



"Named by the members of the Billion Dollar Roundtable® as the only accepted Veteran Certification Organization."



CERTIFIED ON-SITE ASSESSORS & TRAINING

1:1 CORPORATE: SD/VOB MATCHING

800+ NVBDC CERTIFIED SD/VOBs

80+ CORPORATE MEMBERS

\$2 BILLION ANNUAL SPEND WITH NVBDC CERTIFIED BUSINESSES

MENTORING & EDUCATION PROGRAMS

FIND US | LIKE US
FOLLOW US | JOIN US



NVBDC IS THE SOURCE FOR CERTIFIED SERVICE-DISABLED/VETERAN OWNED BUSINESSES

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From Concept to Launch

Carimus LLC is a rare combination of digital agency and software development firm.

Carimus stands for "Care-I-Must" and we aim to engage in impactful projects with companies we admire. We are an award-winning, US based, VOSB who leverages deep technical and creative expertise to bring digital products to production quickly.

Carimus is located in Raleigh, NC and Boulder, CO and has been delighting customers for more than 10 years.

Our expertise in brand, strategy, and technology delivers game-changing results



VETERAN OWNED SMALL BUSINESS



AWARDS RECEIVED



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LEARN MORE AT CARIMUS.COM



VIRTUAL CONFERENCE INSTRUCTIONS

STEP 1: LOG IN TO THE CONFERENCE PLATFORM

NOTE:

- a) Please do not use Internet Explorer (IE) this does not work with the system
- b) Chrome is the best browsers but you can use Firefox, Safari or Mozilla

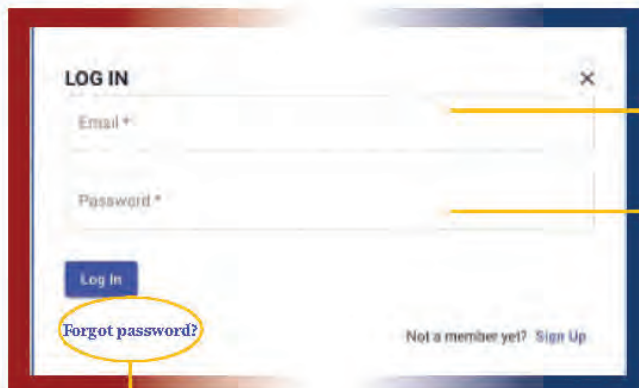
Copy and paste the link below to access the platform:

<https://www.eventdex.com/nvbdclive>

Login Landing Page



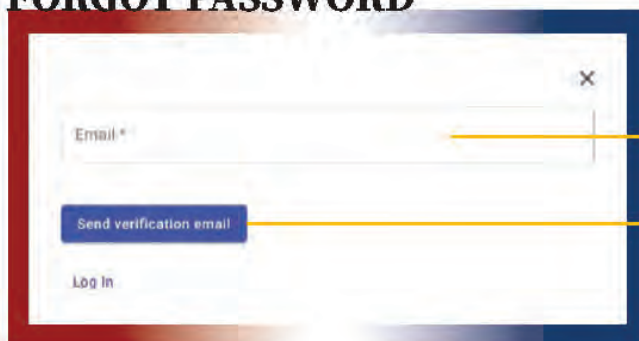
Check-In



Enter the email address you used to register for the conference.

Password: nvbdc2020
(case sensitive)

FORGOT PASSWORD



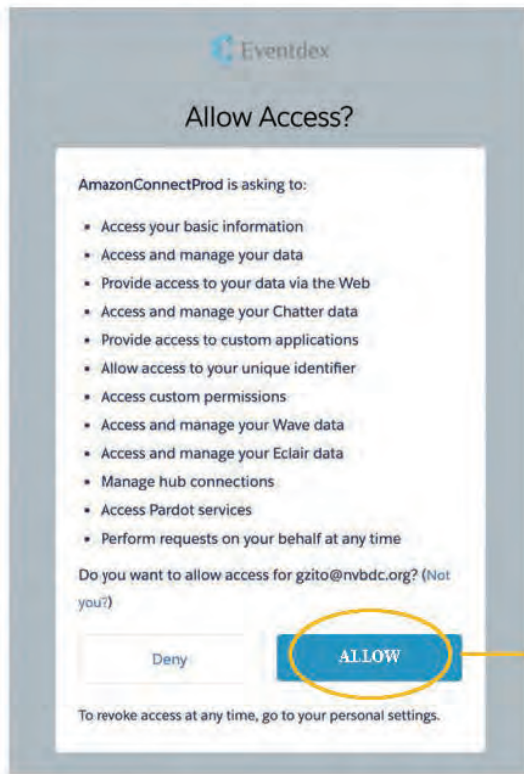
Enter the email address you used to register for the conference.

Click: Send Verification Email & you will receive a new password.

STEP 2: ALLOW ACCESS

NOTE:

- a) Mandatory to select “Allow” for access to the conference.
- b) Amazon servers will only collect your registration information.



CLICK: ALLOW to enter the conference.

STEP 3: ENTER THE CONFERENCE



CLICK: Anywhere on the building to enter the conference lobby.

STEP 4: MAIN LOBBY



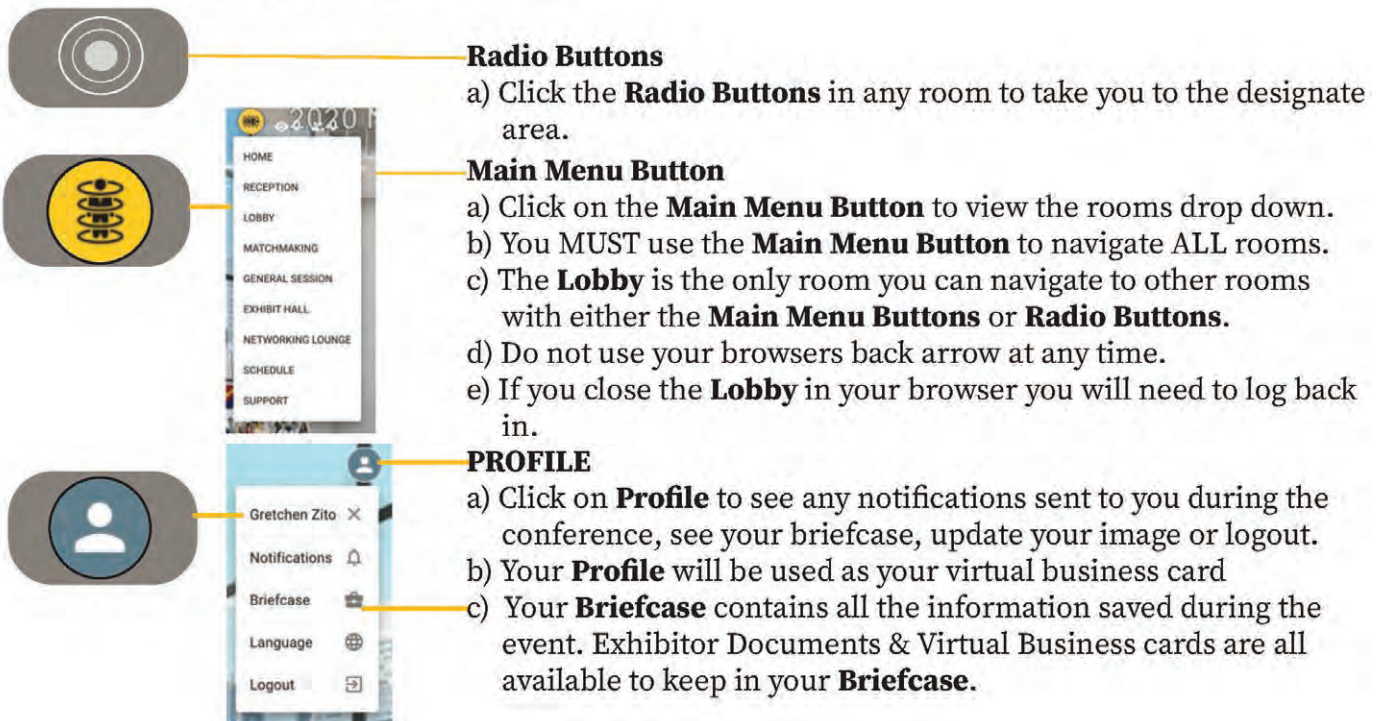
ALL AVAILABLE VIRTUAL CONFERENCE ROOMS:

MATCHMAKING/BREAK-OUT SESSIONS, EXHIBIT HALL, GENERAL SESSION
NETWORKING LOUNGE, RECEPTION & LOBBY

NOTE:

- a) Do not use your browsers back arrow to navigate through the rooms.
- b) You will be using the Main Menu or Radio Buttons to switch from room to room.

ENTRANCE TO EACH VIRTUAL CONFERENCE ROOM FROM THE LOBBY:



STEP 5: ENTER THE RECEPTION



RECEPTION

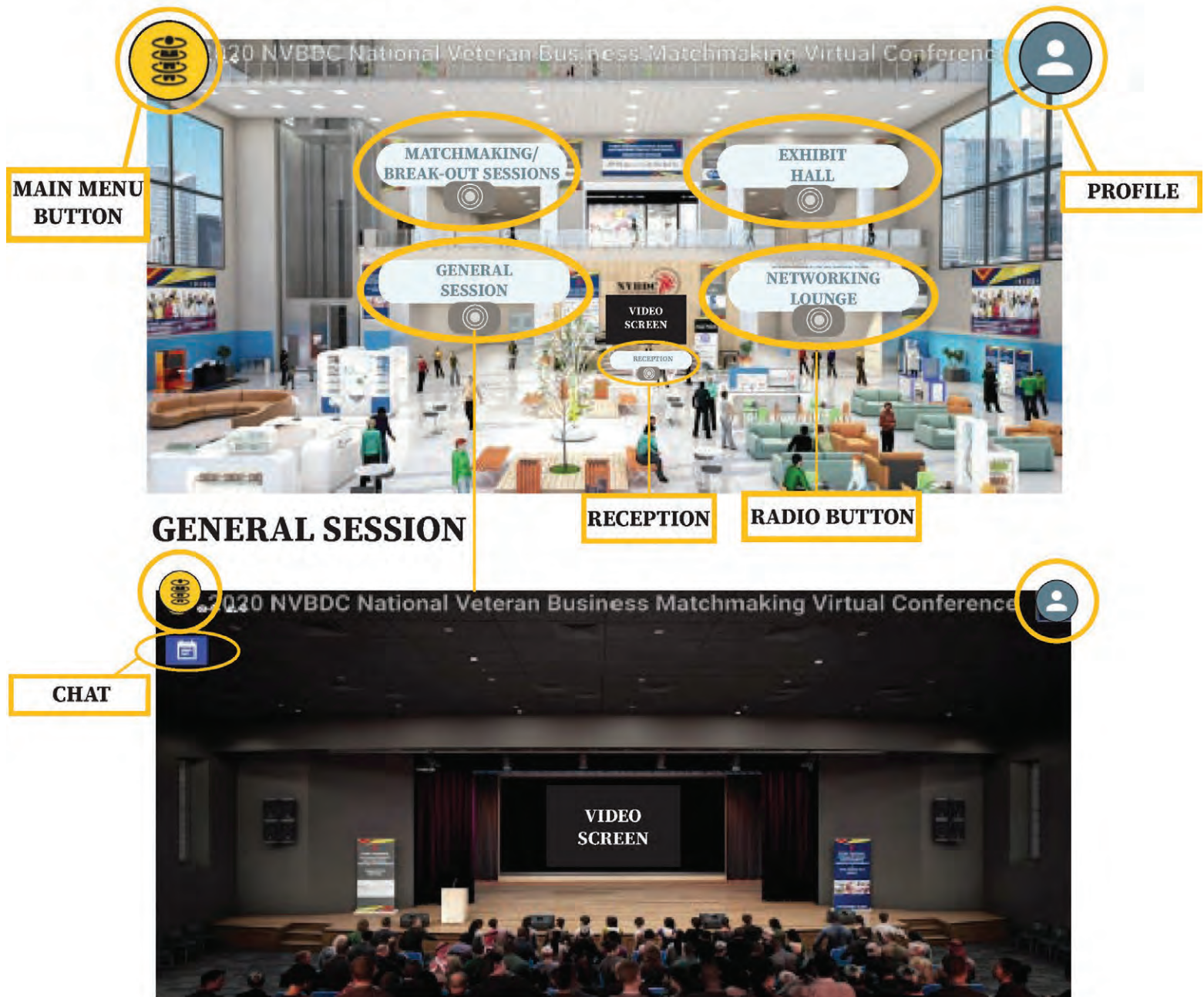


VIDEO SCREENS

- Video will be playing in the Lobby, Networking Lounge & General Session
- You can play, pause and stop all videos by hovering over the screen.
- Volume is controlled by the device you are using.

- From the **Lobby** you can click on the **Radio Button** or the **Main Menu Button** to access the **Reception**.
- From **ALL** other virtual rooms you **MUST** use the **Main Menu Button** to navigate to the **Reception**.
- In the Reception you can ask for help, view the Agenda or Navigate (through the Main Menu) to another virtual room and view your profile.
- If you close the **Lobby** in your browser you will need to log back in.

STEP 6: ENTER THE GENERAL SESSION



- a) From the **Lobby** you can click on the **Radio Button** or the **Main Menu Button** to access the **General Session**.
- b) From **ALL** other virtual rooms you **MUST** use the **Main Menu Button** to navigate to the **General Session**.
- d) In the **General Session** you will view all the presentations & panel discussion.
- e) You can click on **Chat** to text questions or provide feedback. We will have Q&A Sessions to answer the questions we receive. If we do not get to your question we will send you an email after the event.

VETS NIGHT OUT

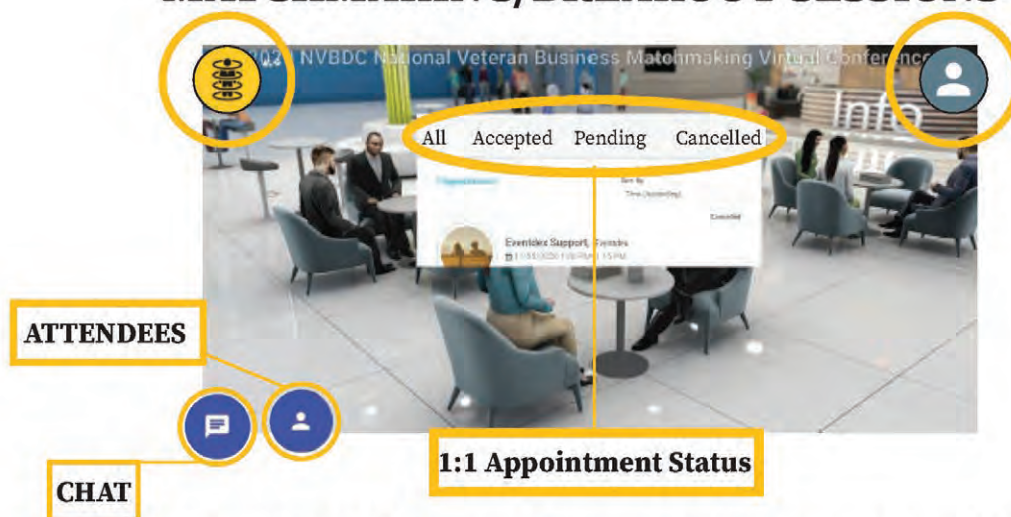
November 5, 7:00 p.m. - 10:00 p.m. (EST)

**Vets Night Out will be viewed from the General Session Room.
Meet & Greet with the artists will be done through Chat.**

STEP 8: ENTER THE MATCHMAKING/BREAK-OUT SESSIONS

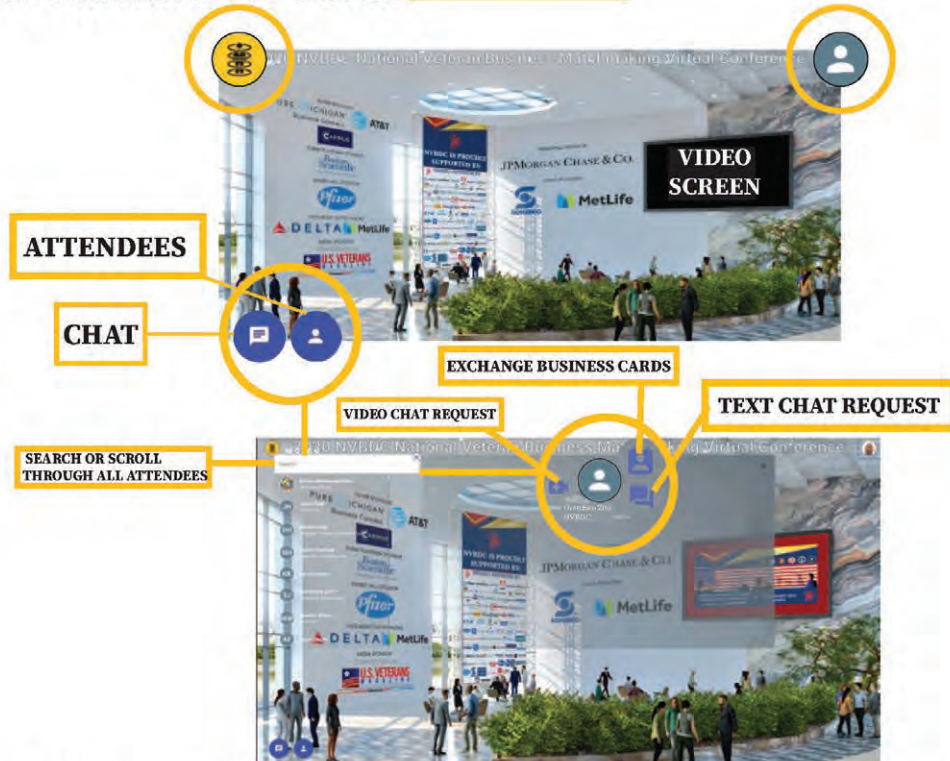
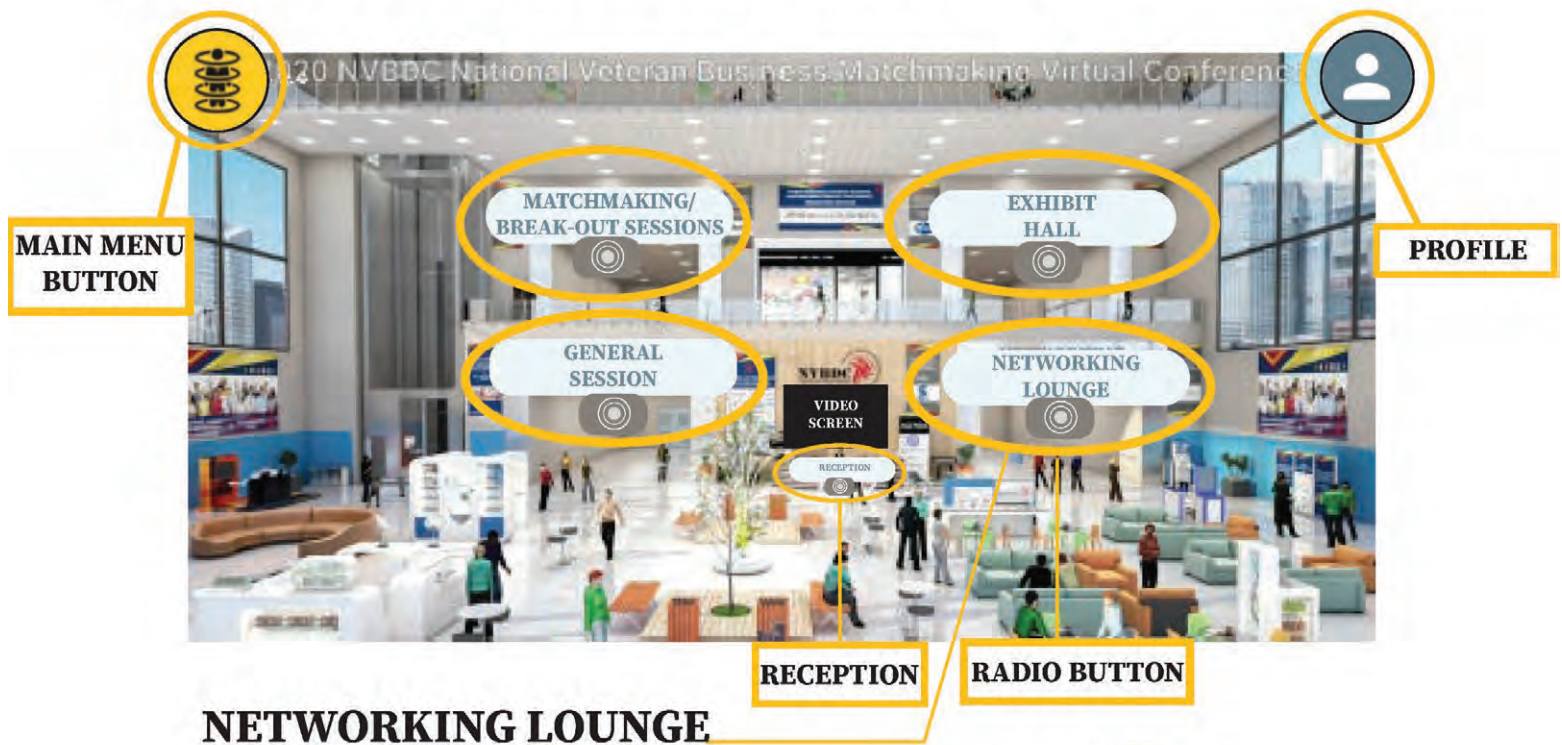


MATCHMAKING/BREAKOUT SESSIONS



- From the **Lobby** you can click on the **Radio Button** or the **Main Menu Button** to access **Matchmaking/Break-Out Sessions**.
- From **ALL** other virtual rooms you **MUST** use the **Main Menu Button** to navigate to **Matchmaking/Break-Out Sessions**.
- Click on **Chat** and you will see a drop-down of all attendees you can text chat another virtual room and view your profile.
- Click on **Attendees** and you will see a drop-down of all attendees. Once you click on an on a specific attendee you can request an appointment, request a video call or save their virtual business card to your briefcase.
- Click on **1:1 Appointment Status: Your 1:1 Appointments:** You will see All, Accepted, Pending or Cancelled appointments.

STEP 9: ENTER THE NETWORKING LOUNGE

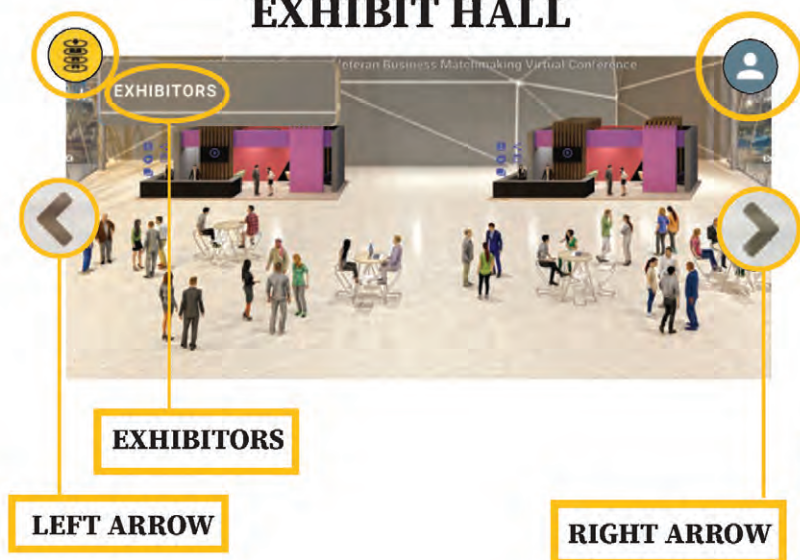


- From the **Lobby** you can click on the **Radio Button** or the **Main Menu Button** to access the **Networking Lounge**.
- From **ALL** other virtual rooms you **MUST** use the **Main Menu Button** to navigate to the **Networking Lounge**.
- Click on **Chat** and you will see a drop-down of all attendees you can text chat another virtual room and view your profile.
- Click on **Attendees or Chat** and you will see a drop-down of all attendees to search or scroll through.
- Click on a specific attendee and you can request a Video Chat, Exchange Virtual Business Cards or request a text chat.

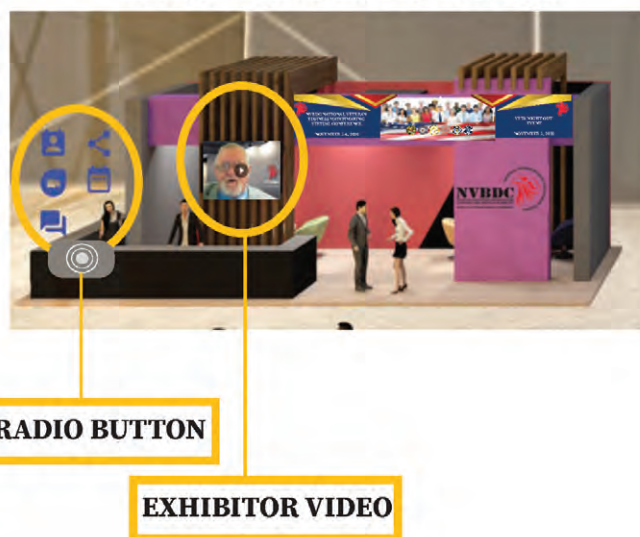
STEP 10: ENTER THE EXHIBIT HALL



EXHIBIT HALL



INDIVIDUAL BOOTH



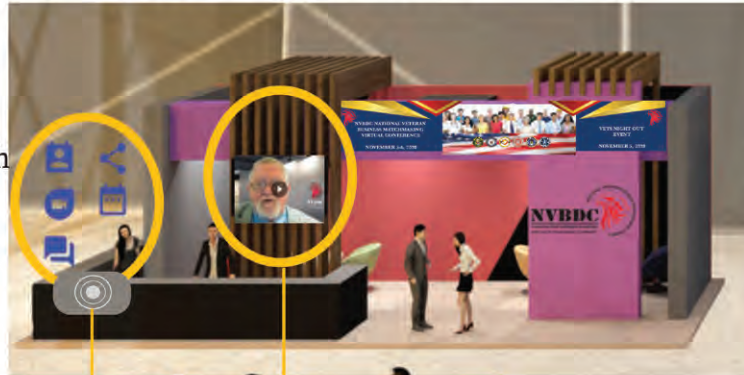
- From the **Lobby** you can click on the **Radio Button** or the **Main Menu Button** to access the **Exhibit Hall**.
- From **ALL** other virtual rooms you **MUST** use the **Main Menu Button** to navigate to the **Exhibit Hall**.
- Exhibit Hall**: Click on **Exhibitors** and it will open drop down of all exhibitors to scroll through or search. Once you find the **Exhibitor** you are looking for click on the name and it will take you to their booth.
- Exhibit Hall**: Click on **Left Arrow** or **Right Arrow** to scroll through all the **Exhibitors**. Once you find a booth to visit, click on it to open up the selected booth.
- Exhibit Booth**: Click on the **Radio Button** to open the functions: **Chat, Video Chat Request, Exchange business cards, calendar or download any documents to your briefcase**.
- Exhibit Booth**: Some booths will have a video that you can select to play.

STEP 11: BOOTH STAFF

YOUR BOOTH

STEP 1:

- a) Find the your booth and click on the booth.
- b) If you are assigned as booth staff the system will detect who you are

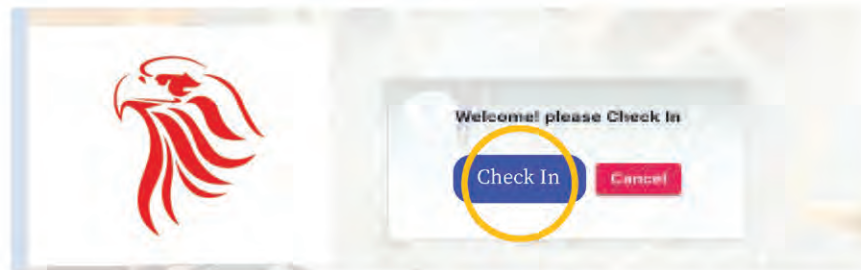


RADIO BUTTON

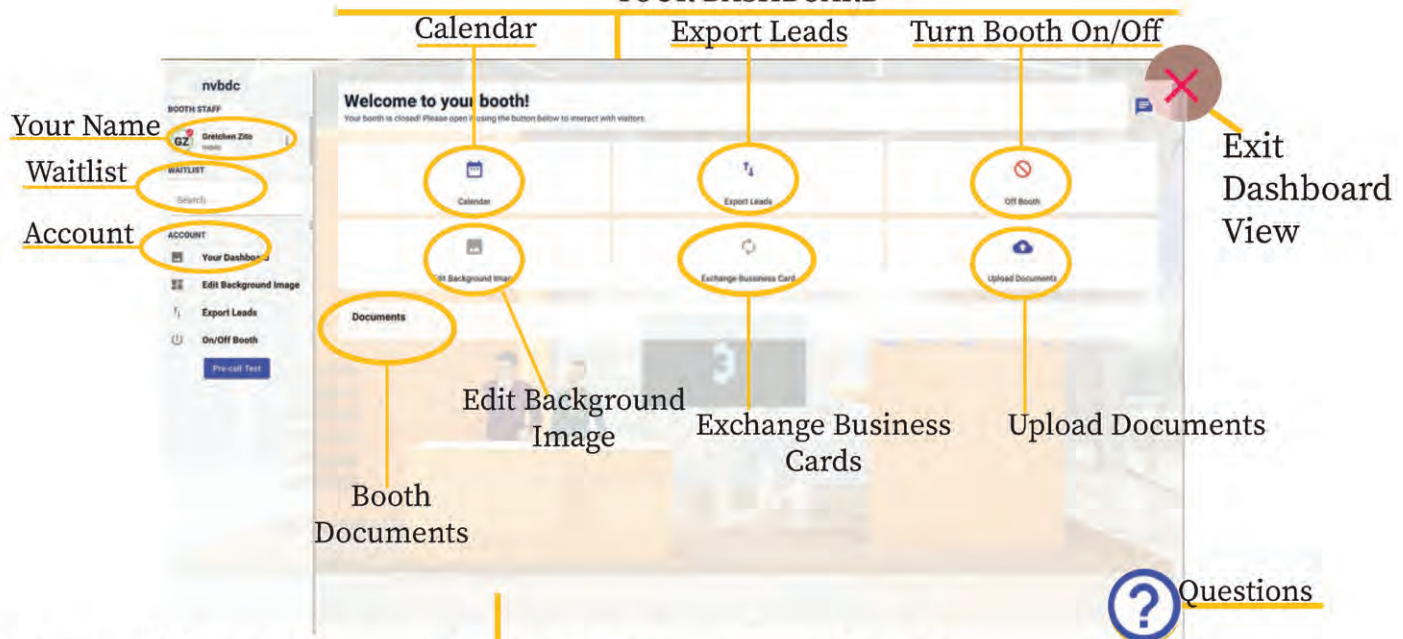
EXHIBITOR VIDEO

STEP 2:

- a) Check In at your booth
- b) Make sure you are in the correct booth by checking the logo.



YOUR DASHBOARD

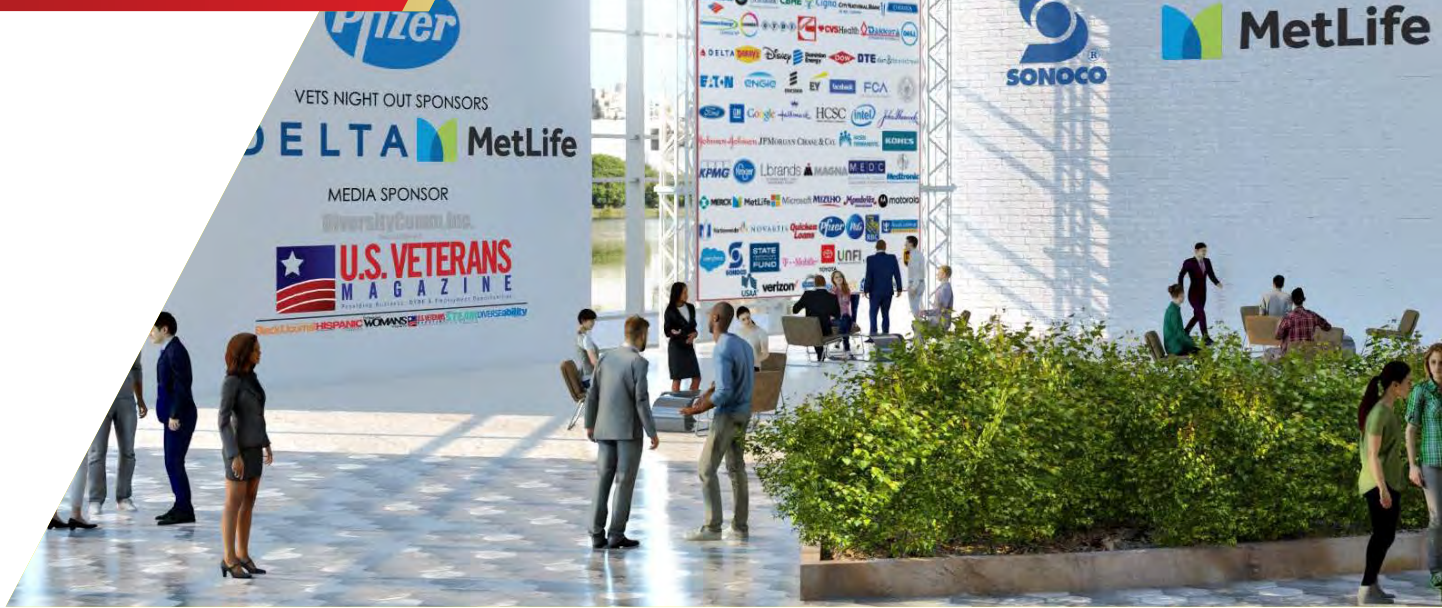


STEP 3: Dashboard View while staffing your booth

- a) Once you **Check In** at your booth you will view your **Dashboard** to manage your booth.
- b) Multiple booth staff will be viewing their own **Dashboard** and can also engage with the same attendees.
- b) Make sure you see **Your Name** to make sure you are in the correct booth
- c) If you have any issue you can click on **Questions**
- d) **Waitlist:** This is where you will see any attendees visiting your booth. Click on their name to engage by text, video chat, or exchange business cards
- e) **Account:** Your **Dashboard View**, **Edit Background Image**, **Export Leads** or turn your **Booth On/Off**.
- f) On your **Dashboard:** view **Booth Documents**, **Edit Background Image**, **Exchange Business Cards**, **Upload Documents**, ask **Questions**, turn your **Booth On/Off**, view your **Calendar & Export Leads**.



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