



# MEGA Maryland 2018

**Small | Minority Business Conference for AEC**

October 10, 2018

Martin's West | Baltimore, MD

***Gather Federal, State and Local Market Intelligence with the Educational and Training Sessions***

- ✓ Opportunities at Maryland Military Installations
- ✓ Maryland's Use of Alternative Delivery Methods
- ✓ The Secrets of Successful Federal Contracts
- ✓ How to get on Full Delivery Teams
- ✓ Maximize the Effectiveness of the Seller-Doer Role

***Increase your Company's Profile by Exhibiting and Sponsoring***

Attend	Exhibit	Sponsor
Individual \$100	Large Business: \$575	Opening Keynote: \$1000
Government \$25	Small/MBE Business: \$250	Luncheon Keynote: \$1000
	Government: Free (+\$25 for lunch)	Conference: \$250

*Room Block Available at Hampton Inn & Suites*

**Registration and Details:**  
**[www.SAME.org/Baltimore](http://www.SAME.org/Baltimore)**

Presented By the Maryland Chapters of:



Society for Marketing  
Professional Services  
Maryland



## Program At-A-Glance

**7:30 – 9:00**

Registration/Exhibit Setup/Breakfast in the Exhibit Area

**9:00 – 10:00**

Opening Ceremony and Keynote Speaker



**Anirban Basu**, Chairman & CEO of  
Sage Policy Group, Inc.  
*Brown Sugar: Deriving Satisfaction  
through Data Analysis*

**10:10 – 11:10**

Concurrent Educational and Training Sessions

Opportunities: Maryland Military Installations

Maximizing the Seller-Doer Role

Maryland's Use of Alternative Project Delivery Methods

Transportation: One MDOT

**11:10 – 11:30**

Break in Exhibit Area

**11:30 – 12:30**

Concurrent Educational and Training Sessions

**12:30 – 12:40**

Break in Exhibit Area

The Secrets of Successful Federal Contractors

Strategic Business Planning

Small Firms: How to be Successful in the Full Delivery Marketplace

Opportunities: Maryland Counties and Baltimore City

**12:40 – 1:40**

Lunch with Keynote Speaker

Governor Hogan (Invited)

**1:45 – 4:00**

Exhibit Hall Open and One-on-One meetings with  
Government and Large Business Representatives

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