



Facilitating Business Communication, Collaboration, & Commerce

## "The Challenges for Small Companies in Doing Business with Big Companies"

**Guest Presenter:**

**David Sharp**

**Senior Manager of Procurement and Subcontracts  
Orbital/ATK**

San Fernando Valley Chapter Meeting

Tuesday, July 18, 2017

Doors open at 7am

Networking & Breakfast: 7:00-7:30am

Meeting: 7:30-9:00am

[Click here to register.](#)

Both members and non-members must register to attend.

The San Fernando Valley (SFV) Chapter meetings will be free for the first few months of the chapter's operation.

You will receive multiple invitations, regardless of whether you have already

registered. Please do not register more than once!

See meeting logistics information below.

Joining the SFV Chapter mailing list to automatically receive meeting notices is always free.

[Click here](#) to join the SFV Chapter mailing list.

### **Upcoming SFV Chapter Meetings**

SFV Chapter meetings will take place on the 3rd Tuesday of each month at the City National Bank offices in Sherman Oaks.

- August: Shawn Webb, Director of Operations, AeroVironment, Inc.
- October: Supply Chain Manager, SpaceX

Among others invitations have been sent to presenters from:

- Aerojet Rocketdyne
- Jet Propulsion Laboratory
- Kellstrom Defense

### **Become an A&D Forum Member**

A&D Forum member benefits include advance registration for tours, free attendance at chapter meetings, and access to member sections of the website, including over 180 recorded chapter presentations and an A&D Calendar.

[Click here](#) to join the A&D Forum.

### **July 18, 2017 Meeting**

- Attire is business casual.
- Park in the parking structure associated with the office building. Access is east of Sepulveda Blvd from the south



## **"The Challenges for Small Companies in Doing Business with Big Companies"**

Guest Presenter:

**David Sharp**

**Senior Manager of Procurement and Subcontracts  
Orbital/ATK**

David will provide a brief overview of the challenges small companies face in doing business with large companies and steps that can be taken to mitigate those risks.

He will provide information about recent changes in the regulatory and business construct that influences how companies can establish and develop a relationship with a large global company in the ever evolving defense industry.

David will elaborate on the recent FAR changes regarding technology and data security and how it applies to a small business and steps to be prepared to handle information and information transfers in a digital age.

side of Ventura Blvd.

- A light continental breakfast will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Please do not distribute anything during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- You are welcome to stay around and network after the meeting.

Feel free to pass this invitation on to others you think would be interested.

#### Event Info

Tuesday, July 18, 2017  
Networking & Breakfast: 7:00-7:30am  
Meeting: 7:30-9:00am

City National Bank  
15260 Ventura Blvd., 16th floor  
Sherman Oaks, CA 91403

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#### Guest Presenter



**David Sharp** has been developing and managing B2B relationships for over 20 years across a variety of industries. Currently, David is the Senior Manager of Procurement and Subcontracts for Orbital/ATK in the Northridge facilities supporting the DES area.

In the last 10 years, David has worked in the defense industry managing all aspects of supplier management from contractual relationships, demand planning, quality management, to material

management. Prior to joining Orbital/ATK, David was a Senior Manager of Supply Chain for the Raytheon Company.

Over his career, David has focused on developing stronger teaming supplier relationships with international, large, and small businesses. He has managed programs with total supplier annual spend in excess of \$165M and total program material value in excess of \$1B. David was recognized by Raytheon Company for his Small Business Development. He received an award by developing and facilitating a small business forum that allowed small businesses engineers to promote innovative ideas that aided in identifying Small Business Innovative Research opportunities. David is a patent owner, which was co-developed with a cross-company engineering team with members from a small business.

David received his Masters of Business Administration with emphasis in Supply Chain Management from the W. P. Carey School of Business at Arizona State University, where he also received his bachelor's degrees in Accountancy and Computer Information Systems. He continues to speak at career forums at Arizona State University to assist students seeking a career in Supply Chain Management.

#### San Fernando Valley Chapter Steering Committee

- **Maier Rosenberg**, Partner, Cohn Reznick
- **Alyssa Morrisroe**, Managing Director, Janes Capital Partners
- **Jeff Heisinger**, Manager - San Fernando Valley, Commercial Banking Services, City National Bank



**The Aerospace & Defense Forum** is a global aerospace and defense leadership 7-chapter community of over 1800, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org)

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**A&D Forum Executive Director**

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