
CONCORD CROSSROADS, LLC ATTENDS THE SIXTH NATIONAL VETERANS SMALL BUSINESS ENGAGEMENT CONFERENCE

ABOUT US

Concord Crossroads, LLC (C3R) is a Service Disabled Veteran Owned Small Business (SDVOSB) and is an SBA Certified 8(a) company. C3R was founded by retired Army Colonel Claude A. Wood with the purpose of providing expert solutions to the federal government in the areas of Force Protection and Mission Assurance.

C3R's core strengths are supporting antiterrorism strategic planning and program management, physical security, intelligence operations and analysis, cyber technology, defense critical infrastructure program management, emergency management, biometric security program management, terrorism vulnerability assessment planning and execution, training and program support services, administrative personnel security and adjudication, and operational infrastructure support. C3R is headquartered in Dumfries, Virginia and is providing innovative solutions on military installations both CONUS and OCONUS.

For more information visit our website at www.concordcrossroads.com.

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DUMFRIES, VA

NOVEMBER 2016

Concord Crossroads, LLC [C3R] corporate business representatives attended the Sixth Annual National Veterans Small Business Engagement [NVSBE] Conference from November 1-3, 2016 in Minneapolis, MN. The C3R participants engaged in networking initiatives and professional development by connecting with other Veteran Owned Small Businesses [VOSBs], Procurement Decision Makers [PDMs] from federal, state and large commercial firms. The conference provided the opportunity for businesses to showcase at exhibits and had approximately 350 displays on site for three days. There were more than 250 specific training events presented by government agencies and commercial vendors. The conference is a must attend event for small businesses who want to grow and connect with firms for teaming and mentoring. The NVSBE environment is a cornerstone for companies to display capabilities, develop, and enhance business strategies to compete.

The NVSBE conference gave the C3R employees an increased level of confidence and will undoubtedly improve our ability to select and engage agencies in order to better understand their requirements. The team was able to engage directly with key business leaders who are directly involved in identifying the agency forecasts and in the decision process for determining the procurement strategies. C3R attendees established contacts, collaborated with other small business development specialists, and through knowledge sharing will be better prepared to maximize on opportunities to compete for government contracts. The return on investment has already paid off; C3R has enjoyed a new teaming arrangement, and has established contact with approximately twenty small businesses. C3R strongly believes that you do business with people that you know, trust, and respect. The NVSBE forum provides an excellent platform for these kinds of relationships. C3R encourages participation and is looking forward to the 2017 NVSBE.

