



TIDEWATER GOVERNMENT INDUSTRY COUNCIL



A Primer on TASC & TGIC

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TIDEWATER GOVERNMENT INDUSTRY COUNCIL



About TASC

The Tidewater Association of Service Contractors (TASC) serves as a focal point for industry collaboration toward greater awareness of Government business opportunities while sharing industry's experience and perspective with Government partners to more clearly define, understand, and improve the acquisition process to optimize support to the warfighter and Federal agencies, as well as stewardship to the taxpayer. TASC is focused on providing value to both membership bases: Industry and Government -

- **Industry Member:** Value through access to government decision makers and forecasted opportunities by facilitating various industry days, education, and networking events. Nominal annual membership fees.
- **Government Member:** Value through access to industry feedback, a conduit for market research participation, education, and networking events. Free, perpetual, non-expiring membership for Government employees.

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About TGIC

The purpose of this Government/Industry Council (the “Council”) is to provide for effective avenues of communications, cooperation and consultation between Government Contracting Activities, their Customer Activities, and to private industry in the Hampton Roads, Virginia area in order to improve the productivity of contracting and the quality of the end product for the mutual benefit of the Government and industry. The Council shall explore and develop methods of quality/productivity improvement; foster a spirit of cooperation; provide a forum to share new ideas and initiatives; and suggest changes to applicable policies, regulations and/or statutes through the appropriate channels. It is not the purpose of the Council to discuss specific contractual actions or discuss particular future procurements.



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TGIC Meetings

Meets 0800-0900 the 2nd Thursday of each month

Meetings are now virtual with MS Teams and audio dial-in

Free and open to all, esp. acquisition professionals

TASC also elects 14 Industry Representatives to TGIC who represent various types and sizes of businesses.

At TGIC monthly meetings, standing committees report the latest information for full discussion in various topics including:

Small Business Matters

Legislative Matters

Business and Professional Development

Contracting Approaches and Techniques

Professional Networking



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Business and Professional Development

With the Norfolk Chapter of the National Contract Management Association (NCMA), the Virginia Procurement Technical Assistance Center (PTAC), and the Old Dominion University Business Development Center as additional partners, TASC and TGIC sponsor four types of business and professional development events throughout the year. All events are posted on our website and alerts are sent to all TASC members and previous attendees weeks in advance of the event. All registrations are free. NCMA provides Continuing Education certificates to all attendees.

Four types of Business & Professional Development

- Periodic Training
- Reverse Industry Days
- Exchange Briefs
- Industry Days



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Periodic Training

Purpose: To educate a broad audience about a specific topic that was identified as important from other forums, meetings, exchange briefs, etc. The training is intended to provide knowledge or skills to enhance an individual's technical knowledge to enhance their professional development. Another intended outcome of this training is better communication toward a common understanding of regulations and processes for both Industry and Government. Sessions can now accommodate hundreds of people via virtual delivery.

Format: Subject matter experts (SME) from Government and Industry volunteer their time to present 1-2 hour training session to individuals from industry, government, and other related organizations.

Training Topics are micro level topics that can come from any area of the government contracting spectrum. The topics are selected to provide immediate improvement to an individual's work outcomes and performance.



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Reverse Industry Days

Purpose: To provide a non-threatening, non-attribution forum for Industry to present its perspectives to the government workforce so they can better understand what Industry is doing through the course of the Acquisition Timeline. The intended outcome of the RID is better communication and understanding for both Industry and the Government Acquisition Workforce.

Format: An Industry panel representing the full spectrum of government contractors presents their reactions to, experiences with, and insights regarding the acquisition and contract lifecycle.

RID Topics are macro level discussions of a key stage or element in the government contracting lifecycle. The different stages of the lifecycle present critical opportunities for communication among all parties.



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Exchange Briefings

Purpose: To provide a forum which promotes dialog between individuals who are employed in different aspects of the government contracting arena. Participants are able to acquire perspectives that broaden their own personal skills and abilities. Exchange Briefings can accommodate hundreds of attendees.

Format: A panel of SMEs briefs attendees about a subject and promotes the exchange of insights and information among individuals who may not normally interact. Participants include individuals from industry, government, or other related disciplines.

Exchange Brief Topics are industry wide issues that are relevant to a particular segment of the government contracting spectrum. The topics are selected to provide clarity around a new or particularly complicated topic that has recently come to light. Examples of topics include changes in policy and regulations.

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Industry Days

Purpose: To provide Industry with a real-time forecast of Business Development opportunities that are in an early stage of the acquisition process. They provide exposure to major Government contracting commands and agencies, especially their mission, leadership, contracting officers, and small business officials. Industry Days can usually accommodate up to several hundred people depending on the venue.

Format: Industry Days are Business Development events at which Government contracting commands and agencies present information to Industry. They provide a public forum where government and industry can discuss upcoming requirements and partnering opportunities where information can be shared later with those who are not in attendance. There is also an emphasis on potential opportunities for small businesses.

Topics include current contracts and upcoming business development opportunities.



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Upcoming Events

Periodic Training – 26 January 0900-1030
***“What Your Business Is Worth and Why
You Need to Know”***

Periodic Training and Reverse Industry Day
Dates and Times TBD
“Contract Clauses in the News”