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9:40 AM - 10:00 AM

Build Winning Sales Plans for the Department of Navy

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Abstract:

The Navy acquisition environment continues to adapt to address the department's multiple modernization realignment efforts and meet evolving objectives. Understanding the Navy budget landscape for FY 2024 can help you build a winning sales strategy.

In this session, we will explore Navy's FY 2024 funding priorities and unpack procurement and contract spending trends including how small businesses stack up. We will also address:

- Navy's top issues and priorities
- Preferred contract vehicles and top contractors
- Opportunity highlights and potential project leads