

Industry Association Breakdown

Industry associations open the door for individuals to grow their network, strengthen existing relationships, grow professionally, and learn new information. But with so many associations out there, knowing where to start can feel like an overwhelming process. Which one is the right fit for you?

Association	Membership Profile	Signature Events	Unique Insights
<u>ACT-IAC</u>	<ul style="list-style-type: none"> Government – FedCiv CIOs and program staff as well contracting officers. Industry – Mostly BD/ Capture but small and mid-sized business owners 	<ul style="list-style-type: none"> Executive Leadership Conference (ELC) Federal Insights Exchange events with government agencies CX Summit 	<ul style="list-style-type: none"> Strong network with Government Professional development programs Host Communities of Interest (COI) events around specific contracts and topics
<u>AFCEA International</u>	<p>Primarily BD and Capture executives as well as owners of small businesses.</p> <p>Variety of Chapters with different profiles:</p> <ul style="list-style-type: none"> NOVA – DoD Bethesda – FedHealth Civilian Belvoir – Army Alamo – DHA 	<ul style="list-style-type: none"> International – AFCEA WEST, TechNet Augusta, and TechNet Cyber (Baltimore) NOVA – 5 Major IT Days – Army, Navy, Air Force, Space Force, and Small Business. Also, monthly networking events to meet other members. Bethesda – Health IT Summit Belvoir Industry Days Alamo ACE 	<ul style="list-style-type: none"> Wide selection of chapters to participate with varying audiences AFCEA NOVA is the largest chapter and has great networking at their events
<u>AFFIRM</u>	<ul style="list-style-type: none"> Government – FedCiv (primarily) Industry – Senior IT professionals Academia 	<ul style="list-style-type: none"> Annual Awards Dinner Monthly After-Hours sessions with government speakers targeted towards industry 	<ul style="list-style-type: none"> AFFIRM is a DC-based association offering a variety of opportunities for government and industry to connect AFFIRM events and luncheons are intimate and allow for easier engagement
<u>APMP</u>	<ul style="list-style-type: none"> Proposal resources (all levels) Government – Federal, state, and local 	<ul style="list-style-type: none"> Bid & Proposal Conference 	<ul style="list-style-type: none"> APMP is the only member association dedicated to proposal and capture professionals worldwide APMP offers multiple levels of certification for proposal and capture professionals, which allow members to demonstrate their knowledge and commitment to the profession
<u>AUSA</u>	<ul style="list-style-type: none"> Companies supporting the mission of the Army (solutions that support soldiers, their families, and Army civilians) BD and Account Execs for the Army within those companies 	<ul style="list-style-type: none"> Annual Meeting & Exposition 	<ul style="list-style-type: none"> AUSA is one of the largest Army professional development associations focused on the future of the Army, including advancing education, innovation, and combat They host of the largest Army expositions that bring government and industry together (33K attendees!)

<u>Coalition for Government Procurement (CGP)</u>	<ul style="list-style-type: none"> Companies interested in improving how the government procures suppliers, services, products, and solutions in a variety of industries CGP focuses on companies and individuals that have a keen focus on federal procurement policies and regulations and contracting solutions 	<ul style="list-style-type: none"> Monthly events 	<ul style="list-style-type: none"> CGP is considered a partner to the federal acquisition community and is focused on improving acquisition incomes They host multiple forums and events that bring government and industry together to discuss on how to improve procurement policy There is a heavy tilt towards GSA, but CGP engages with other agency procurement offices
<u>HIMSS</u>	<ul style="list-style-type: none"> FedHealth contractors BD & capture roles from Federal 	<ul style="list-style-type: none"> HIMSS Annual Conference 	<ul style="list-style-type: none"> HIMSS consists of 58 chapters across the U.S., Canada, and India and is comprised of 110K+ individuals, 480+ provider organizations, 470+ nonprofit partners and 650+ health services organizations
<u>NCMA</u>	<ul style="list-style-type: none"> Contracting Officers Government procurement (all levels) Industry, accounting firms, and law firms 	<ul style="list-style-type: none"> World Congress Government Contract Management Symposium 	<ul style="list-style-type: none"> One of the largest associations primarily focused on the government acquisition community, including government procurement and contracting staff, contracts managers, and others interested in education, learning, and professional development in contract management This is one of the few venues where industry can collaborate with government contracting officers and specialists
<u>PSC</u>	<ul style="list-style-type: none"> Executives/CEOs/Owners Banks, Accounting Firms, and other service providers 	<ul style="list-style-type: none"> Leadership Summit Annual Conference FedHealth Conference Defense Services Conference 	<ul style="list-style-type: none"> PSC is a lobbying firm on behalf of the government contracting industry Members receive excellent reporting and updates on major lobbying efforts and legislative changes impacting government contractors
<u>SAME</u>	<ul style="list-style-type: none"> AEC companies ranging from small, medium, large size businesses High Government attendance 	<ul style="list-style-type: none"> Small Business Conference (SBC) 	<ul style="list-style-type: none"> SAME is the top association focused on architecture, engineering, construction, design/build, environmental and infrastructure related industries They have 100 Posts around the world and host multiple events and conferences that enable government and industry to collaborate
<u>SECAF</u>	<ul style="list-style-type: none"> Primarily CEOs and Executives of small and mid-tier companies 	<ul style="list-style-type: none"> Annual Awards Dinner (very heavily attended) Monthly networking events to meet other members 	<ul style="list-style-type: none"> Great association if you're a small business who needs to build a network of potential teaming partners Good for identifying accounting firms, law firms, and bankers who serve the small business government contracting community