Agenda

Registration: NCMA Boston Website

Breakfast Networking: 8:30 am – 8:55 am

Session 1: 9:00 am - 10:15 am

Intellectual Property Strategies and Tactics for DoD AI Acquisitions	**TBD**	**Azza M. Jayaprakash – Office of the USD (Acquisition & Sustainment)**

Workshop Session 1: 9:00 am - 11:45 am

How to use AI to Create Pricing & Pricing Analysis for Winning Government Proposals	**TBD**	**Shenê Commodore – Commodore Consulting**

Session 2: 10:30 am – 11:45 am

How AI Impacts Contract ABCs	**TBD**	**Joe Mazzarella – McCarter & English**
Strategies for Buying AI with Commercials Solutions Openings (CSO) and Other Transaction Agreements (OTA)	**TBD**	**Keith Gibson – RUNYARA and NCMA DC Chapter**

Session 3: 12:00 pm – 1:15 pm

Keynote Presentation: How to Buy Emerging Technologies *For Real*	**TBD**	**Will Roberts – ASI Government and former Chief of Acquisitions - Department of Defense Joint AI Center (JAIC)**

Keynote Session: 12:00 pm – 1:15 pm; Room: TBD

<u>**Keynote Presenter**</u>: <u>**Will Roberts**</u>

<u>**Keynote Title:**</u> <u>**How to Buy Emerging Technologies *For Real***</u>

This Keynote Session will highlight the major tactical considerations in buying technology like AI for actual meaningful delivery to end users - including new skillsets that contracting professionals must possess in order to be successful in this new field of services.

<u>**Professional Biography**</u>

Mr. William (Will) Roe Roberts is the Director of Acquisition Solutions & Emerging Technologies for ASI Government, LLC. Previously, he was Acquisition Director for the DoD Joint Artificial Intelligence Center (JAIC). Will is a member of the Florida Bar and has over 15 years of experience in Government Procurement. His notable work includes the creation of guides, trainings, and contract vehicles to assist the DoD in acquiring and delivering emerging technologies, such as artificial intelligence. With ASI, he is building a 12-Module Course entitled BuyAI, which is a comprehensive and tactical course on defining, procuring, and delivering AI in the Government Acquisition environment (Available January 2025). He also leads the effort in a YouTube channel called ASI Education, which uses humor and parody to teach important Government acquisition topics. (http://www.youtube.com/@asi.education)

Session 1: 9:00 am – 10:15 am; Room: TBD

Presenter: Azza M. Jayaprakash, Counsel and Lead for Law, Regulations, and Policy for the Department of Defense (DoD) Intellectual Property (IP) Cadre, Office of the Under Secretary of Defense for Acquisition and Sustainment.

Session Topic: Intellectual Property Strategies and Tactics for DoD AI Acquisitions

This presentation is intended to provide practical tips for DoD buyers and contractors developing and implementing IP Strategies for DoD AI acquisitions.

Professional Biography

Azza M. Jayaprakash serves as Counsel and Lead for Law, Regulations, and Policy for the Department of Defense (DoD) Intellectual Property (IP) Cadre, in the Office of the Under Secretary of Defense for Acquisition and Sustainment. Azza also serves as Associate General Counsel in the Acquisition & Logistics Division of the DoD Office of General Counsel. She provides counsel on laws, regulations, and policies relating to intellectual property, advises and assists DoD customers in the development of intellectual property strategies, and assist DoD customers in drafting and negotiating of IP license terms in contracts and other agreements. She is also a member of the Defense Acquisition Regulations Council's Patents, Data, and Copyrights Team. She previously held positions as a patent attorney and Division Chief in the Army Material Command Legal Center advising various Army program executive offices on technical data and software rights issues. Prior to her DoD career, Azza worked at private law firms doing patent prosecution before the United States Patent and Trademark Office, and intellectual property litigation.

Workshop Session 1: 9:00 am – 11:45 am; Room: TBD

Presenter: Shene Commodore, CPCM Fellow,
CEO – Commodore Consulting

Session Topic: How to use AI to Create Pricing & Pricing Analysis for Winning Government Proposals

Are you struggling to understand how to create pricing and justify pricing strategies? Join our upcoming webinar to explore how artificial intelligence can revolutionize the way you approach pricing government proposals. From creating accurate estimates to developing effective price-to-win strategies, AI can streamline your process and help you submit more competitive bids.

In this webinar, you'll learn:

- How AI simplifies the pricing estimate process and refines cost estimates.
- The role of AI in conducting thorough pricing analysis to maximize profitability.
- Practical applications of AI to develop winning price-to-win strategies that stand out in competitive

Professional Biography

Shene Commodore, CPCM, Fellow is CEO & Founder of Commodore Consulting. Ms. Commodore has over 30 years of buying and selling experience in the government market. She has a unique blend of expertise leading global government business operations development, creating contract management training, grant management curriculum, and managing government contract projects. As a facilitator she has created and led a variety of procurement and pricing classes to federal agencies. Ms. Commodore also enjoys teaching leadership development classes. She previously served as a National Board of Director for the National Contract Management Association, where she currently serves on the Board of Advisors. Ms. Commodore has received awards from the Minority Enterprise Advocate Magazine as one of the 25 Influential Women In Business for her dedication to helping clients win government contracts, Women's Visionary Award from NCMA Tysons, and she is a recipient of the Security Industry Association's Government Policy award for her contribution & leadership to help SIA address the public policy challenges impacting the physical security industry. Commodore Consulting provides contract management, strategic planning, proposal writing, GSA services, & training to government agencies and businesses.

Session 2: 10:30 am – 11:45 am; Room: TBD

Presenter: Joseph Mazzarella, Corporate Attorney and Partner – McCarter & English

Session Topic: How AI Impacts Contract ABCs

An overview of new considerations for Contract Managers relation to AI, including impact of AI on rights in data, patentability and copyrightability using AI assisted work product, privacy, data leakage and drift, licensing and data model reliability, indemnification, and open source AI use challenges.

Professional Biography

Joe Mazzarella is a corporate attorney and Partner in the national law firm, McCarter & English. He has more than 30 years of senior legal and business technology leadership experience. He has served in a variety of operational and legal leadership roles, including as general counsel to several telecommunications, networking, and software companies, and president and chief operating officer of a leading technology company in the public safety, defense, and communications space.

A cutting-edge tech industry leader, Joe holds more than 40 US and over 100 international patents in numerous emerging areas, including no-code/low-code platforms, clean energy networks, interoperable multimedia communications, biosensor networks, IoT, AI, blockchain, drones, and wearable computing. Joe regularly speaks on emerging AI regulatory issues, and is a current member of the Connect Bar Association's AI Committee. He also has been directly involved in structuring complex debt and equity financing, IP and software licensing, international joint ventures, M&A, supplier, channel distribution and manufacturing agreements, and government contracting. In addition, Joe has managed complex commercial litigation. He earned his J.D. for Tulane Law School and a B.S. in Chemistry from Hobart College.

Session 2: 10:30 am – 11:45 am; Room: TBD

Presenter: Keith Gibson, CFCM – CEO of RUNYARA and Vice President of Programs for the NCMA DC Chapter

Session Topic: Strategies for Buying AI with Commercials Solutions Openings (CSO) and Other Transaction Agreements (OTA)

This session will delve into how government agencies can effectively collaborate with industry partners to accelerate the adoption of cutting-edge AI solutions. Using real-world examples such as U.S. Central Command's integrated counter-drone sensor demonstration, you'll learn how these flexible acquisition methods are driving innovation and enabling rapid technology deployment. Join us to explore the key strategies and best practices for leveraging CSOs and OTAs to advance AI procurement, enhance mission capabilities, and foster public-private collaboration.

Professional Biography

Keith Gibson, CFCM, is an expert in artificial intelligence strategy and acquisition. He began his career at 18, serving 11 years in the United States Air Force as a technology program manager and warranted contracting officer. Following his military service, Keith joined Goldman Sachs and later pursued a master's degree in technology management at Columbia University, which he left to found his consulting firm, Runyara.

As an early member of the Department of Defense's (DoD) Joint Artificial Intelligence Center (JAIC), Keith played a pivotal role in the design and execution of Commercial Solutions Openings (CSO) and Other Transaction Agreement (OTA) initiatives, including the groundbreaking Desert Guardian project.

Keith later served as the acquisition lead for the DoD's Generative AI Task Force, Task Force Lima, where his contributions shaped key recommendations to the Deputy Secretary of Defense. His work directly influenced the establishment of the Chief Digital and AI Office's Generative AI Branch.

Recognized for his innovative approach, Keith has been honored with the NCMA Top Professionals under 40 Award and the NCMA Innovation in Contracting Award. He continues to serve both public and private sector clients at the intersection of government and emerging technology.