Agenda & Schedule

Port of LONG BEACH THE PORT OF CHOICE | PORT PARTNERS Connect ng Bus ness To Opportunity | SMALL BUSINESS SUMMIT

START YOUR DAY

8:00 - 9:00 AM

Registration & Continental Breakfast

Exhibit Hall opens, including sign-ups for a professional headshot and/or a 1:1 appointment with a technical resource organization.

9:00 - 9:30 AM

Opening Remarks & Special Guests

Centennial Ballroom

BREAKOUT SESSIONS

	TRACK 1 Getting Your Business Contract-Ready	TRACK 2 Navigating the Procurement Process Like a Pro	TRACK 3 How to Stand Out from the Crowd
9:45 - 10:30 AM **SESSION A**	**Assess Your Contract Readiness** Understand where you stand, identify gaps, and find support. **Barcelona/Casablanca Room**	**An Inside Look at How Public Agencies Procure** Find the right opportunities and understand how agencies procure. **Centennial Ballroom**	**Stronger Together: Teaming Strategies for Growth** Learn when to team and how to find the right partner for growth. **Tokyo/Vancouver Room**
10:45 - 11:30 AM **SESSION B**	**Strengthen Your Financial Foundation** Plan for cash-flow gaps and build a strong financial foundation. **Barcelona/Casablanca Room**	**Best Practices for a Competitive Proposal** Tips and tricks on how to start writing proposals that win. **Tokyo/Vancouver Room**	**Practical AI for Small Business Productivity** How to use AI tools to streamline friction points. **Centennial Ballroom**
11:45 - 12:30 PM **SESSION C**	**Lessons from Your Peers: What I Wish I Knew** Hear real stories, lessons, and advice from small businesses. **Barcelona/Casablanca Room**	**Lessons from Your Peers: How to Successfully Win a Contract** Hear real stories, lessons, and advice from small businesses. **Tokyo/Vancouver Room**	**Lessons from Your Peers: Grow and Scale Your Business** Hear real stories, lessons, and advice from small businesses. **Centennial Ballroom**

12:30 - 1:00 PM

Lunch & Fireside Chat with LA28

Centennial Ballroom

AFTERNOON WORKSHOPS

1:1 Appointments with SBDC, SCORE, and PACE Business

1:00 - 3:00 PM

Get practical, personalized guidance in just 15 minutes.

Shanghai, Odessa, Tokyo/Vancouver Rooms

The RFP Roadmap: Write the Response, Prepare for the Interview

1:00 - 2:30 PM

Work through a real RFP to strengthen your proposal and interview approach.

Barcelona/Casablanca Room

Curating Connections: Industry Meetups

1:00 - 2:00 PM

Meet industry peers, build relationships, and spark new connections.

Terrace

1:30 - 2:30 PM

Q&A with Procurement Staff and Buyers from Public Agencies

Centennial Ballroom

2:30 - 3:00 PM

Closing remarks from the Port of Long Beach

Centennial Ballroom