
ChallengeHER Washington Metro Area Speaker Bios



Erin Andrew

Erin Andrew is a Managing Director with Live Oak Bank's Government Contracting Division where she manages M&A Advisory activity. She represents buyers and sellers who are looking to acquire or sell and helps them with due diligence, financing and negotiations. Erin joined Live Oak Bank with over 6 years at the U.S. Small Business Administration (SBA). Most recently she was Associate Administrator for Capital Access, where she oversaw the Agency's lending efforts that included \$100 billion of government loan programs for small businesses. She also held positions at SBA as the Assistant Administrator for the SBA's Office of Women's Business Ownership where she oversaw the agency's efforts to promote the growth of women-owned businesses, Acting Executive Director of the National Women's Business Council, and Director of the Innovation Clusters and Skills Initiatives in the SBA's office of Entrepreneurial Development. She also was a part of Booz Allen Hamilton's federal government IT practice and held other positions at the state and local levels of government. She is also a Project Management Professional (PMP) and a Kauffman Fellow (Class 20).

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Rebecca Askew

Colorado attorney **Rebecca Askew** founded Circuit Media in 2002. Certified as an 8(a) Small Disadvantaged Business, a WOSB/EDWOSB, and an Indian Small Business Economic Enterprise (ISBEE), Circuit Media has grown from a seasoned commercial enterprise to a strong supplier of goods and services to state and federal government. Circuit Media currently provides support to Sandia National Laboratories, NREL and WAPA. Whether staffing a project, providing multimedia design or public affairs assistance, Circuit Media utilizes concise methodologies and plain language skills to offer cost-effective end products that meet and exceed expectations. With locations in both Denver and Washington, D.C., Circuit Media is a certified green company and is always looking for ways to reduce its corporate footprint.

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Rebecca Boenigk

Rebecca Boenigk serves as the COB and CEO of Neutral Posture, Inc with thirty years of experience in research, development, design, and the manufacturing of ergonomic seating. Rebecca has grown Neutral Posture to an international company with numerous award-winning patented products. Together Rebecca and her mother led Neutral Posture, Inc. from a start-up company to becoming a publicly held company in nine years. In 1997, Neutral Posture completed an initial public offering becoming the first and only certified women-owned business to be traded on the NASDAQ. This was followed in 2001 by a family buyout of public shareholders to make Neutral Posture a privately held company again. As a certified Women's Business Enterprise seating and systems furniture manufacturer, Neutral Posture has rewritten the rules of quality, customer service and value with the most exceptional product offering in the furniture industry.

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LaShonda Bracey

LaShonda Bracey is a serial entrepreneur, author, sought-after training, guru and creative visionary. As CEO & President of Health-Works and ASAP Training and Course Development, this inspiring entrepreneur is making strides in the world of government training and consulting and beyond. Since starting two training firms and working with hundreds of clients all around the country, she has built a solid reputation as an astute deal-maker for top federal and private sector agencies, executives and every day individuals seeking to build and improve their learning portfolios. This ambitious leader brings unique perspective and experience, and continues to overcome obstacles and blaze new trails daily.

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Barbara Carson

Ms. Barbara Carson joined the U.S. Small Business Administration in Washington, D.C. as the Deputy Associate Administrator for the Office of Government Contracting and Business Development. In this role, Ms. Carson advocates for small businesses contracting opportunities in federal agencies and enhances SBA federal procurement programs including 8(a), HUBZone, Woman-Owned Small Business and All Small Mentor Protégé programs. She and her team support thousands of small businesses every year as they compete for over \$500 billion in federal prime contracts and billions more in subcontracts.



Denita Conway

Denita R. Conway is the President and Visionary behind the award-winning Real Estate and facility management firm, Proven Management, LLC. As an adept leader, Denita has successfully trained her 102 employees on navigating through stringent protocols and politically charged red tape to get the job done on time and on budget. A testament to the company's success is reflected in their high profile clients, which includes some of the worlds most notable agencies: the White House, FBI, GSA, among others. In 2018, Denita was named SBA Small Business Person of the Year and in 2015, American Express Open in Procurement named her Woman Contractor of the Year. Denita successfully marries her passion for entrepreneurship, leadership development, and motivational speaking to shift the paradigm for single moms who aspire to reach their highest potential, through her nonprofit, the Conway Foundation. However, her greatest accomplishment entailed building a legacy for her two adult daughters, who are intricately involved in a "Proven" solution that works.

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Angela Dingle

Angela Dingle, President and CEO of Ex Nihilo Management LLC is a Certified Management Consultant (CMC) with 20+ years of experience in business leadership, IT governance, risk management, compliance, software engineering, and quality assurance. An award winning business owner, she has managed the successful execution of government contracts valued at over \$40 million. Angela holds a Master of Science in Management Information Systems from Bowie State University, Bowie, MD, a Bachelor of Science in Computer Science from DeVry University, Columbus, OH and is Certified in the Governance of Enterprise Information Technology (CGEIT). Angela is Chair for the Board of Directors for Women Impacting Public Policy (WIPP), the past Chair of the Board for WIPP's Education Foundation, and serves on the Board of Directors for the Institute of Management Consultants (IMC) USA. She is a member of ISACA, the Project Management Institute and Delta Sigma Theta Sorority, Inc. She is the recipient of the IMC USA 2016 Distinguished Service Award, WIPP Member of the Year Award in 2014, Enterprising Women of the Year Award in 2012, and many more

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Antonio Doss

Antonio Doss was appointed District Director of the U.S. Small Business Administration's (SBA) Washington Metropolitan Area District Office (WMADO) in December 2013. Mr. Doss and his team provide assistance to the SBA's largest portfolio of firms participating in the 8(a) Business Development Program. Among WMADO's accomplishments is the issuance of more than \$5 billion in contract offer letters annually. As District Director, Antonio also oversees the delivery of SBA's small business financing products, contracting programs, and entrepreneurial coaching services throughout WMADO's service territory, including the District of Columbia, Northern Virginia, and Suburban Maryland. Antonio Doss has a passion for serving and supporting the economic development needs of all entrepreneurs, mindful of the particular challenges faced by those from underserved communities. Throughout Mr. Doss' career in government, community development, and banking, he has consistently established a solid reputation for demonstrating sound leadership, integrity, and a commitment to helping others grow.

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Marium Eamen

Marium Eamen is a Lender Relations Specialist (LRS) and Women's Business Center Liaison with the U.S. Small Business Administration's Washington Metropolitan Area District Office (WMADO). Ms. Eamen is a seasoned business development and finance professional, possessing additional work experience in the areas of small business counseling, underwriting, events management, and team-building. As an LRS, she conducts outreach and training to support SBA lender retention and new lender recruitment. A proud California native, Marium holds a Bachelor of Arts degree in Political Science and Government from the California State University, East Bay.

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Courtney Fairchild

Courtney Fairchild is the Co-Founder and President of Global Services. Ms. Fairchild has been with the company since it was founded in 1997 and headed up the Global Services GSA Schedule Programs division from its inception. Over the past twenty years she and her team have successfully prepared, negotiated, and managed 2500+ Schedule contracts for Global Services' clients. Ms. Fairchild is an authority on all GSA Schedules within the Multiple Award Schedule program and has spoken on related topics across the country. Ms. Fairchild has worked with companies ranging from multinational/multibillion-dollar publicly traded corporations to micro businesses consisting of only a few employees.

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Gloria Larkin

Gloria Larkin is the President of TargetGov whose business focuses on government procurement and related business development. Some of her services include marketing to the government, certifications, contract and business development and administration ... in general Gloria is an expert in federal contracting services. Gloria's services have assisted clients in winning billions in federal contracts; she is sought extensively by the media for insight and quotes, and is the author of two federal contracting books (both of which you will be able to find from the last slide in this deck. Gloria is not only a friend of WIPP, she also serves as the Chair of the WIPP Educational Foundation, and is an active National Partner member. We are very grateful for Gloria's gracious and continued contributions to WIPP and the women's business community

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Donna Ragucci

Donna Ragucci is the Director of the US Treasury Office of Small Business Programs and has extensive executive and management experience in Acquisition/Contracting and Small Business Programs across the federal government. She has held unlimited contracting officer warrants with US Army Corps of Engineers and Army Contracting Command-Redstone. Ms. Ragucci has proven results in meeting annual small business target goals, A+ SBA scorecard, implementation of Sec Treasury and Sec Army priorities. Strategic thinker and performer. Specialties: Small Business Act; CFR; Formal source selection procedures; Procurement Management Reviews, Small Business Program Compliance and Surveillance Reviews, FAR, DFARS, AFARS, writing Agency policies and standard operating procedures; procurement information systems (Virtual Contracting Enterprise); contracting officer; contract specialist; policy guidance and expertise.



Anjali (Ann) Ramakumaran

Anjali (Ann) Ramakumaran, Founder and CEO of Ampcus Inc. (Ampcus), is a technology savvy entrepreneur with more than 15 years of contribution towards the design, development and delivery of leading-edge Technology Solutions and Human Capital Management across the globe. Under her leadership she has cultivated Ampcus into a fast-growing Consulting and Professional Services firm. Ann works closely with her Advisory Board, whose advice/input on strategy and direction helps her drive the company to attain its vision of being one of the largest and most successful high performing Professional Services companies globally. She has been actively involved in executing a consultative methodology to define, qualify and quantify Ampcus' target clients, determine their strategic IT and business objectives and from this developed solutions which proactively address their current and evolving demands and needs.



Maria Randall

Maria Randall is a Director with Firsttrust Bank's SBA Finance Group, responsible for providing SBA loans to small businesses throughout the Metropolitan Washington/Baltimore region. Prior to joining Firsttrust Bank, Maria spent over 25 years in the banking industry, working primarily with small businesses, providing loans and cash management services. She is an ardent advocate of the SBA's loan programs as she has utilized them over the years to help numerous business owners start and grow their businesses, creating countless jobs along the way. Maria is a graduate of Vassar College, where she obtained a Bachelor of Arts degree in Economics & Computer Science. She is a graduate of Leadership Prince George's, a former Chair of the Alexandria Chamber of Commerce Small Business Roundtable, a member of the National Association of Realtors, and has served on the board of a number of area organizations.

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[Firsttrust Bank Flyer](#)



Charlie Smith

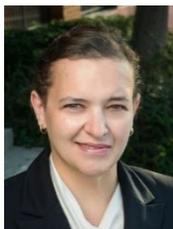
Charlie Smith is the Director of the Office of Small and Disadvantaged Business Utilization (OSDBU) at the U.S. Department of Energy (DOE). Since September 2017, he has led a senior-level acquisition and outreach staff focused on increasing small business engagement to effectively advance the Agency's missions. Under Charlie's leadership, DOE has instituted a new Small Business First Policy, strengthening DOE's internal and external advocacy with small business stakeholders. He is an active member on several Agency Boards, including the Laboratory Operations Board, the Technology Transfer Policy Board, and the Executive Resources Board.



Ann Sullivan

Ann Sullivan is WIPP's Chief Advocate and is the President of Madison Services Group, Inc., a woman-owned company that provides government relations and business development services to corporate and non-profit clients. Ann brings many years of government relations experience from the US Senate and the US House of Representatives, serving in key advisory roles, as well as working with the US Congress and Administration to garner national attention for the small business community. Her expertise includes business development programs, government procurement, healthcare, export development, and tax issues affecting small businesses.

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Anna Urman

Anna Urman is a leading research analyst specializing in government procurement policy and market analysis. She supports the US Department of State OSDBU in meeting and exceeding its small and set-aside business goals, assisting vendors, and ensuring regulatory compliance. Anna has successfully managed and contributed to custom research efforts for Fortune 50 Corporations, small businesses, and federal agencies. The insight gained through Anna's research enabled her clients to anticipate and stay abreast of regulatory and legislative changes that would affect the government contractor community.

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Candace Waterman

As President and CEO of Women Impacting Public Policy (WIPP), **Candace Waterman** leads the nation's largest public policy organization for women and minority entrepreneurs. Waterman is a nationally recognized and respected business thought leader whose 30-year industry expertise spans multiple disciplines, including but not limited to domestic and international business certification; diversity and inclusion; procurement; mindfulness leadership; and multigenerational talent management. Prior to leading WIPP, Waterman served as the Vice President and Chief of Staff for the Women's Business Enterprise National Council (WBENC), the nation's leading third-party certifier of Women's Business Enterprises (WBEs) for commercial interests and Woman Owned Small Businesses (WOSBs) for government contracting.

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Sonja Sanders Wells

Sonja Sanders Wells is a Sr. Vice President and Relationship Manager for City First Bank in the District of Columbia and trusted advisor to numerous business and not for profit clients. Sonja has assisted her clients in successfully growing and expanding their businesses for the past 30 years. She has been providing businesses with targeted financial recommendations and resources regarding lending, deposit and treasury management and investment strategies for the past 20 years in the Baltimore Washington metropolitan area. Sonja provides clients with the necessary tools to strategically grow their balance sheet and increase their cash flow and banking efficiencies. She has over 20 years of experience in Commercial lending and financial consulting. Sonja currently manages a client portfolio of \$40 Million. Prior to joining City First Bank; Sonja was a Vice President and Senior Relationship Manager at M&T Bank and a Small Business Relationship Manager for First Union National Bank now known as Wells Fargo.

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Lisa Wood

Lisa Wood is the Statewide Director of the Procurement Technical Assistance Program (VA-PTAP), VA-PTAP provides marketing and technical assistance to Virginia businesses selling, or interested in selling, their products and/or services to federal, state and local government agencies. The agency has field offices in Fairfax, Hampton Roads, Fredericksburg and Chesapeake. Services include customized client bid matching, individual counseling, seminars, bid/proposal preparation, assistance with System of Award Management (SAM) and Capability Statements. Ms. Wood has over 10 years of experience directing PTAC organizations as well as working as a Procurement Specialist for Bechtel. Ms. Wood holds an MBA from the University of New Haven and currently pursuing her PhD in Instructional Management and Leadership with Robert Morris University. Lisa is a firm believer in the growth potential of Women in the Government contracting arena.

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