

Attendee Orientation & Training

- ❖ Ann McLeod, CEM, CAE, SAME National Office
- ❖ Belle Febbraro, SAME National Office

October 28, 2025 | 3:00 p.m.



Thank You Gold Sponsors



CODE OF CONDUCT

SAME is committed to providing a safe and welcoming experience for all participants. Unacceptable behavior includes, but is not limited to intimidating, harassing, abusive, discriminatory, derogatory, or demeaning conduct; disruptive, incessant and unwelcomed instant messaging; or other unprofessional behavior be it written, verbal, or otherwise as determined by SAME and its representatives, in their sole discretion.

Anyone engaged in unacceptable behavior is subject to expulsion from the event, at SAME's sole discretion, without refund. Unacceptable behavior will not be tolerated and should be reported to registration@same.org.



This webinar is being recorded.



Download a copy of the presentation from the “handouts” tab on your control panel.



Use the Q&A tab to submit a question at any time during this presentation.



Use the Chat tab to engage with others.



Ann McLeod

SAME National Office

Fun Facts



Grew up in:

- Brooklyn, NY & Westfield, NJ

Currently binge-watching:

- Downton Abbey (again)

Proudest accomplishment:

- Exercising Consistently

Biggest fear:

- Not having enough \$\$ to retire



Belle Febbraro

SAME National Office

Fun Facts



Then 2004

Now 2025



Grew up in:



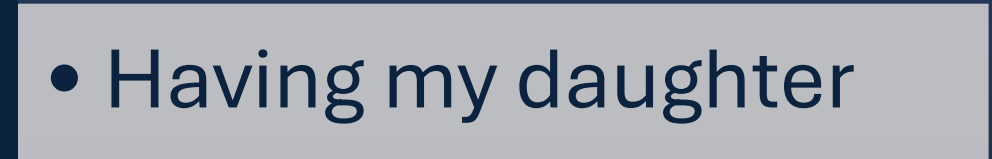
- London, England

Currently binge-watching:



- House Of Guinness

Proudest accomplishment:



- Having my daughter

Biggest fear:



- Driving on the highway

Have you been to SBC?

- a) Nope, I'm a newbie!
- b) Once
- c) Twice
- d) Three or more times
- e) Been so often I don't need this webinar!

What type of organization do you represent?

- a) Small Business (100 or fewer employees)
- b) Medium Business (101-2,000 employees)
- c) Large Business (2,001 employees)
- d) Uniformed Service / Government Agency
- e) Non-Profit / Academic Institution
- f) None, I'm retired!

Who's Signed Up?

Registrants Currently: 4,038

- Large Business – 18%
- Medium Business – 26%
- Small Business – 47%
- Government – 8%
- Non-Profit / Academia / Retired – 1%

Exhibiting / Sponsoring Orgs - 533

Acronym Guide!

ASC = Attendee Service Center

SSC = Speaker Service Center

ESC = Exhibitor Service Center

COI = Community of Interest

AOF = Academy of Fellows

PDH = Professional Development Hour

SRR = Speaker Ready Room



**SAME Staff...look for us in our
“daily SAME uniform” or red
fleece/sweater**

National Leadership

**Volunteers in
red t-shirts**

Help Desk

SAME Booth

SRR



Event Volunteers Shirt

**SAME Staff is here to
Accelerate Attendee Readiness**

Let's talk about
what everyone's
wondering...

The Elephant (not) in the Room

The Elephant (not) in the Room

SBC WILL occur regardless of the opening of the government.

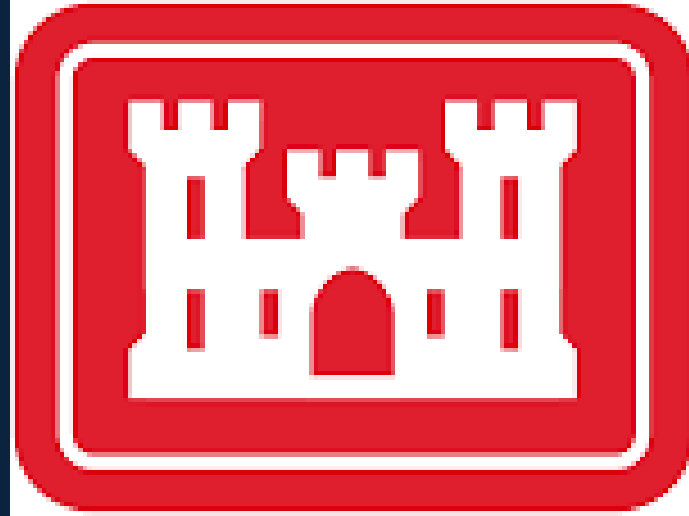
The SAME National Office **has weekly meetings with the services to discuss the current situation**, how we can maximize their participation, and how we can continue to them to **meet them at the point of need**.

A survey is being sent to our government speakers to ascertain milestones around their participation.

SBC is not just about companies connecting with government but meeting with their peers, discussing teaming arrangements, subcontracting opportunities, and mentor-protégés.

The **business-to-business connections at SBC are critical** to the effectiveness of the A/E/C industry in delivering on the record workloads and emerging requirements of the agencies.

USACE Update



**US Army Corps
of Engineers®**



Recommendations for New Contractors



US Army Corps
of Engineers®

Review Roadmap for Success Industry Roadmap

- [Contractor Roadmap](#)
- Review [mission areas](#) and top NAICS for districts/centers- understand how USACE is structured
- Review current [forecasted opportunities](#) and review SAM.gov for current opps
- Review the small business websites of the targeted districts/centers
- Look at other areas of [USACE HQ Small Business Website](#)

Understand Networking Opportunities

- USACE Exhibit Tables
 - Division and District commanders and contracting
 - [Check schedules](#) to align with other networking and session attendance
 - Should bring specific examples of experience/capabilities relative to their mission and/or open opportunities
 - Plan to follow up with [Small Business Professional](#) (could reach out prior to)

Plan to Attend

- USACE Mega Session on Day 1 (Wednesday, November 19 at 1:00 p.m.)
 - Sets the stage with senior leadership on our challenges
- Business Line Briefings – USACE Information will be available in slide deck but no USACE representative will present the info
- Doing Business with USACE on Thurs, Nov 20 at 11am will provide different perspectives to new contractors



Recommendations for Current Contractors



US Army Corps
of Engineers®

Understand who is Attending

- Shape your messages for commanders and/or contracting officers
 - Be prepared to share briefly with those that may not already have a relationship with you
- Review the [exhibit schedule](#) to better prepare (exhibits are shared and districts/centers have scheduled time)
- Review current [forecasted opportunities](#) to better shape initial discussions

Don't rely only on Business Line Briefings

- USACE is not actively presenting during the business opportunity sessions
 - A USACE slide will be included to direct industry to available forecasted opportunities - this is not all inclusive and not vetted for the presentation as in years past
- Review available [information](#) prior to SBC

Plan to Attend

- USACE Mega Session on Day 1 (Wednesday, November 19 at 1:00 p.m.)
 - Key messaging is how USACE is transforming
 - Current challenges and asks of industry will be shared
- Other session include USACE speakers on important issues such as AI, A/E TORN etc. – check the schedule!



Michelle (Sipe) Exaros, MBA • 2nd
Vice President, Business Development at Fulcrum Energy Solu...
1w • 🌐

+ Follow ...

I'm excited about SBC 2025, to join me click here https://lnkd.in/eWD_MCTN
[#MeetMeAtSBC2025](#).

See you in Phoenix!

Don't miss your opportunity to engage with leading experts, decision-makers, solution providers, business partners, and federal contracting officers—all in one place.

**ACCELERATE
READINESS
at SBC**



Michelle Exaros

JOIN ME

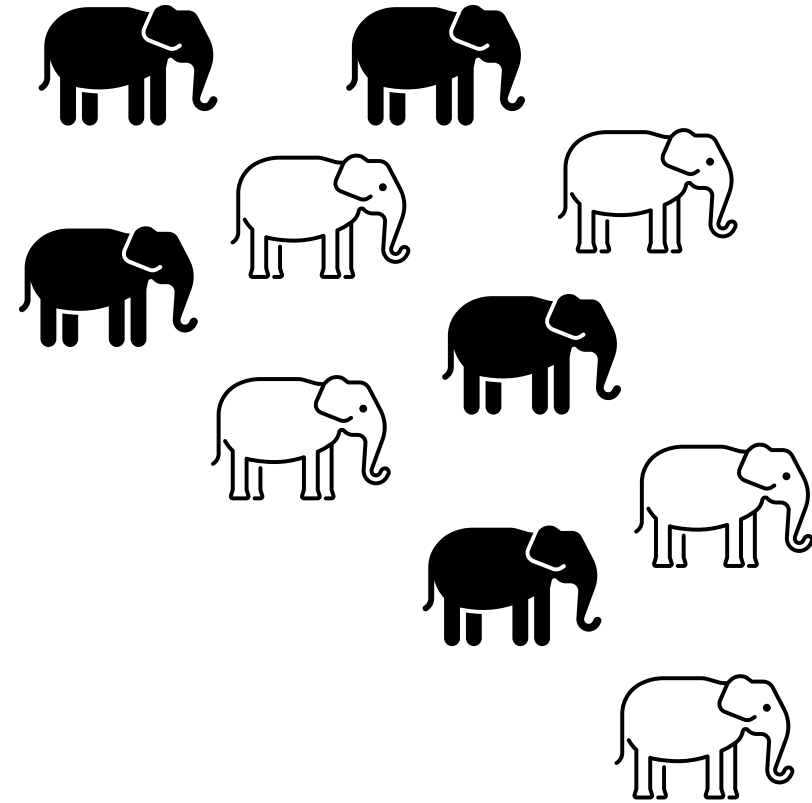


Show your network that you support the public sector AEC industry, and that you're coming to SBC no matter what!

Create a LinkedIn Post using our Marketing Tools.

The link to create a customizable post with our SBC graphic is easy to find:

- Registration confirmation email
- ASC Welcome Page
- SBC Marketing Tools web page



Up Next:
Other Questions &
Recommended Preparation

OTHER QUESTIONS ON YOUR MIND

Where can I get the attendee list?

- Download from online Attendee Service Center (ASC) starting next week

Are sessions being recorded?

- YES! So you can decide which sessions to attend in person and which to watch later

Is there free WIFI? What is the password?

- YES! Network name: SAMESBC25
- Password: Accelerate

How can I search for other attendees and exhibitors?

- Use the Itinerary Builder...we will demonstrate this later!

MORE QUESTIONS ON YOUR MIND

Is there a SBC Mobile App?

- YES! It provides the full conference information

How do I get from the Airport to my Hotel?

- No shuttles provided so use Uber, Lyft or Taxi

Maximizing Your Time Requires Prepping Up-Front



Attendee List (Attendee Service Center)



Schedule your week/Invitations



Meals/Sessions/Priorities



Divide and Conquer



Maximizing Your SBC Webinars

Creating a Killer
Capability Statement
that Communicates
Value

recording available now

Leveraging the SBA
Mentor-Protégé
Program for Growth

recording available now

Tips From the Experts:
Parts 1 & 2

Part 1 recording available now

Part 2 on Oct. 30 @ 3 pm ET

Recordings are available in Big Marker:
[https://www.bigmarker.com/series/
sbc-2025-phoenix/series_summit](https://www.bigmarker.com/series/sbc-2025-phoenix/series_summit)



Up Next:
Session Content

SBC Content: Helping You to Accelerate Readiness

Pre-conference Workshop



Deep Dive into Capture & Proposals to Level Up Your
Federal Game

Tuesday, November 18, 1:00-5:00 p.m.

Wednesday General Session

- Wednesday, November 20 | 8:30 – 10:00 a.m.
- Service Engineering Chiefs
- Small Business Awards

Thursday General Session

- Thursday, November 21 | 8:30 – 10:00 a.m.
- Lindsay Shookus, Emmy-Nominated Producer

Mega-Sessions



Sentinel Deployment | Wednesday @ 11:00 a.m.



Army | Wednesday @ 1:30 p.m.



Navy | Wednesday @ 3:00 p.m.



Air Force | Wednesday @ 4:30 p.m.



VA | Thursday @ 11:00 a.m.



SBA | Thursday @ 3:30 p.m.

Education Session Tracks

Advanced Business
& Procurement
Strategies

Entering the
Federal
Marketplace

Government
Perspectives

Marketing &
Business
Development

Regulations, Rules
& the Government
Framework

IGE Roundtables

PDH & AIA Credit

- Only Education Sessions & IGE Roundtables carry PDH credit.
- PDH credits attainable in-person: 8-10
 - ❖ Sessions with PDH credit: 50+
- Over 41 sessions carry AIA credit.
 - ❖ Complete the AIA Credit Form to include your AIA member # & signature
 - ❖ Submit form to sessions@same.org
- Get your badge scanned so credits are included on your PDH transcript.
- Audio recordings of sessions are available post-conference in the ASC. You may view and claim credits for these sessions.

Business Opportunity Sessions – Business Lines

Architecture & Engineering

Construction Management

Energy Programs

Environmental

Healthcare A&E | Healthcare Construction

Horizontal Construction

Vertical Construction

Business Opportunity Sessions – By Agency



Department of Energy & Sandia National Labs



Department of State



GSA



NASA



National Guard Bureau



US Coast Guard



VA Cemeteries, VA Leasing, VHA

Accelerating Readiness between Government and Industry: **IGE Roundtables**

Microgrids: Workforce Development Needs

• Thur. 11:00 a.m. – 1:00 p.m.

State of AI in the A/E/C Industry

• Thur. 2:00 – 4:00 p.m.

Alternative Construction Methods

• Thur. 3:30 – 4:30 p.m.

Accelerating Readiness between Government and Industry: **Listening Sessions**

These sessions enable industry leaders to give feedback to, and dialog directly with, the senior leader of participating agencies & build shared understanding of issues most effecting project execution.

By application only – space is limited. An email will be sent when the application is open.

Open to industry senior execs...CEO, COO, VP, etc.

Agencies participating are :

- Department of Veterans Affairs | Wed. 1:00 – 2:30 p.m.
- Air Force | Wed. 2:30 – 4:00 p.m.
- U.S. Army Corps of Engineers | Wed. 3:00 – 4:30 p.m.
- OSD | Thurs. 11:00 a.m. – 12:30 p.m.

Application deadline: November 5 at Midnight ET

ANSWERS to YOUR TOP SESSION-RELATED QUESTIONS

Are sessions being recorded?

- YES, watch/listen from the ASC

Where can I find the presentations for sessions?

- After the conference visit the SBC website and login to ASC to access

What about PDH credit for my participation?

- Get badge scanned upon entering session room
- ~2 weeks after the conference, view recordings and download a transcript in the ASC
- Self-tracking PDH form available for download from the ASC
- Credit is NOT available for business opportunities mega or general sessions



Up Next:
Networking
Opportunities
SBC Website Tools

Badge Holders Identify Who's Who

Different colored strips on the badge holder indicate the “registration type” – and indicate when people can have access to the exhibit hall

- **Green** = industry attendee
- **Orange** = government attendee
- **Gold** = government exhibitor
- **Blue** = exhibiting personnel
- **Gray** = attendee; one-day only
- **Red** = personal guest



How can I find other SBC participants in advance?

Exhibitors:

- On-line floor plan
https://www.samesbc.org/exhibit_map.cfm
- Itinerary builder in ASC
- SAME Events App

Registrants:

- Attendee list; downloadable from ASC
- SAME Events App

Daily Meals and Receptions

Breakfast

Wednesday – 7:30 a.m. – 8:30 a.m. | North Ballroom Lobby

Thursday – 7:30 a.m. – 8:30 a.m. | North Ballroom Lobby

Friday – 8:30 a.m. – 9:00 a.m. | Exhibit Hall

Lunch

Wednesday – 11:30 a.m. – 1:00 p.m. | Exhibit Hall

Thursday – 12:00 p.m. – 1:30 p.m. | Exhibit Hall

Friday – 11:30 a.m. – 12:30 p.m. | Exhibit Hall

Networking Break

Wednesday – 2:30 p.m. – 3:00 p.m. | Exhibit Hall

Thursday – 3:00 p.m. – 3:30 p.m. | Exhibit Hall

Reception

Wednesday – 5:30 p.m. – 7:00 p.m. | Exhibit Hall

Thursday – 4:30 p.m. – 6:00 p.m. | Exhibit Hall

Specialized Networking Opportunities – RSVP Req'd

First-Time Attendee Meet & Greet

- Tuesday, November 18 | 4:00 – 5:00 p.m.

Young Professionals Networking Breakfast

- Wednesday, November 19 | 7:30 a.m. – 8:30 a.m.

Academy of Fellows Luncheon

- Wednesday, November 19 | 12:00 – 1:30 p.m.

Exhibit Hall Highlights



SAME Booth

- SAME Staff
- Selfie Station



Relaxation Station



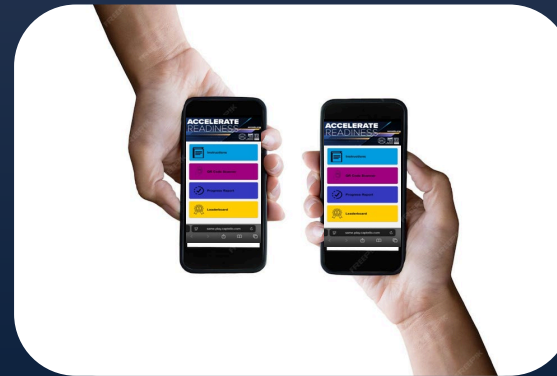
The Playground



Headshot Lounge



Beverage stations
throughout the hall



Small Business
Scavenger Hunt



SBC Booth Battle

Interactive Floorplans in the Exhibit Hall!

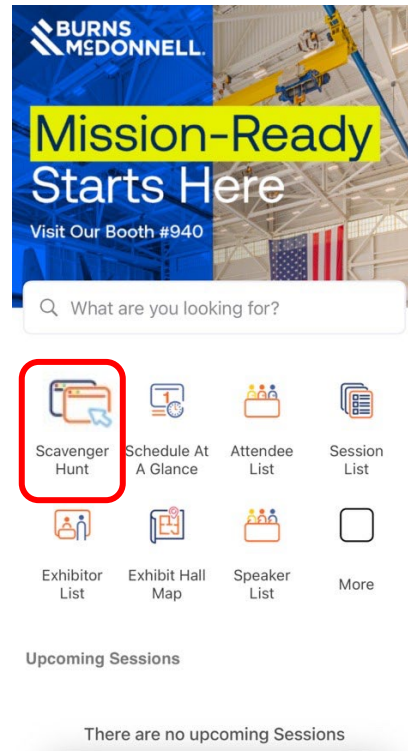
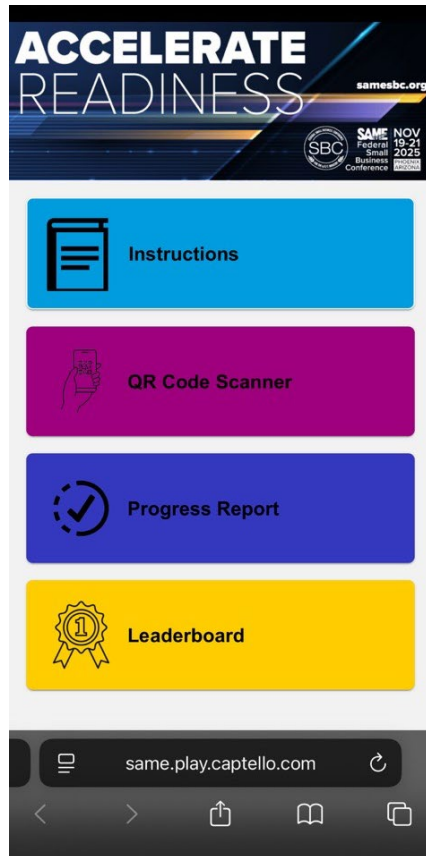
- ❑ One at each Exhibit Hall entrance
- ❑ View the floorplan
- ❑ Search for exhibitors
- ❑ Check the Small Business Scavenger Hunt Leader Board!

Mobile device charging lockers and battery packs will be placed throughout the Exhibit Halls, mostly in lounge spaces, with a few by the Session Rooms



NEW: Small Business Scavenger Hunt

Example of access by scanning QR code



Example of accessing through the SAME Events App

The **Small Business Scavenger Hunt** replaces the Small Business Passport. It's a unique and interactive way to meet small businesses in the Exhibit Hall.

Visit designated booths throughout the show floor. Each participating company has a QR code sticker hidden in their booth. When you scan the code, you earn points and can track your progress on a virtual leaderboard.

There will be three Amazon gift card winners, who will be announced on Friday, November 21 at 11:00 a.m. in the Exhibit Hall. **Must be present to win!**

Participate using the SAME Events App or scan the QR code that allows access without the app.

SBC Booth Battle

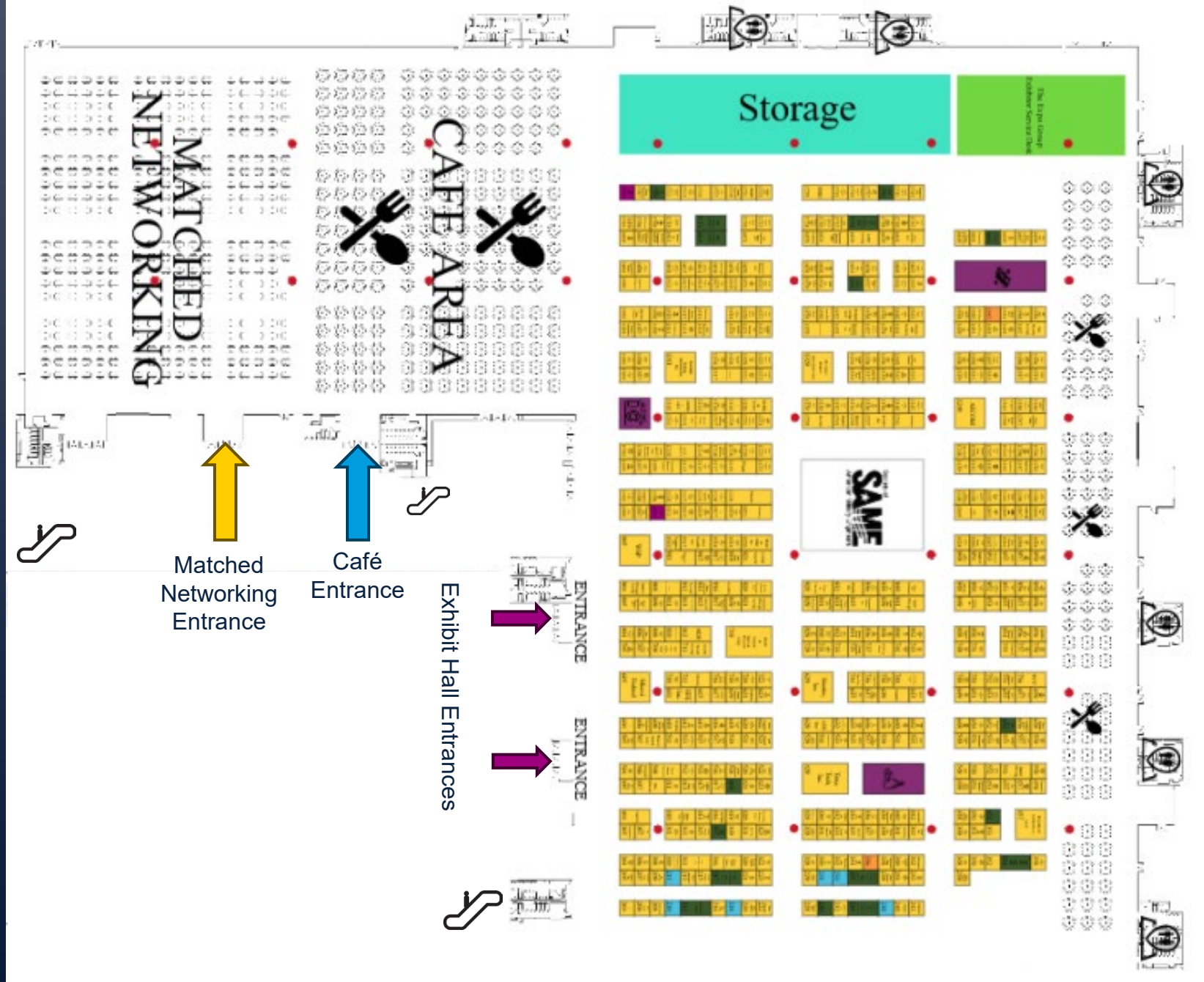
Vote for your favorite booths!

- **Small Business**
 - **Medium Business**
 - **Large Business**
 - **Feature Award**
 - Best promotion leading up to SBC (social media, email, etc.)
-
- Judges will also be judging booths and will take your votes into account when selecting a winner!
 - QR codes will be available throughout the hall so you can vote
 - Voting closes at 4:30 p.m. on Thursday



EXHIBIT HALL LEGEND

- TIER 1 BOOTH - AVAILABLE
- TIER 2 BOOTH - AVAILABLE
- GOVERNMENT BOOTH
- PENDING BOOTH
- RESERVED BOOTH
- SOLD BOOTH
- LOUNGE SPACE
-  HEADSHOT LOUNGE
-  RELAXATION STATION
-  THE PLAYGROUND
-  RESTROOM
-  CAFE AREA
- COLUMN
-  SAME National Office Booth



Matched Networking Appointments

Hosts are representatives from the uniformed services, government agencies, and exhibiting companies.

Matching system – find who is looking for YOU based on the qualities they want and those you entered

Matches are based on your attendee profile

One-on-One meetings between you and the Host | 15 minutes long

Matched Networking: The Fine Print

Available to full conference registrants ONLY

Appts are by request and are first-come, first-served

Limited to 3 appointment requests initially

Requests open to companies that have executed 3 or fewer govt contracts: Nov 4

Requests open to other small business on Nov 6

Requests open to all others on Nov 10

Appointments are managed via the:

- ASC for attendees
- ESC for hosts

Confirmations for
Matched Networking
appointments will
come from the email
address

noreply@same.org

Be sure to whitelist
this address!



Matched Networking Best Practices

Review the Roles & Responsibilities

Review the “How-to Guides”

Complete the “Supplemental Information Form” & send, along with your Capabilities Statement, to the host (ask for an email address ... attachments cannot be sent thru the system)

DO.YOUR.HOMEWORK!

Be on time.

Appointments are for the pre-arranged time only...if you're late, you eat into your time.

Be prepared. Be open. Be respectful. Make it a win-win!

Follow-up afterwards!

Our Tools Help You Do Your Homework



Review the conference schedule

Determine sessions you want to attend + bookmark them

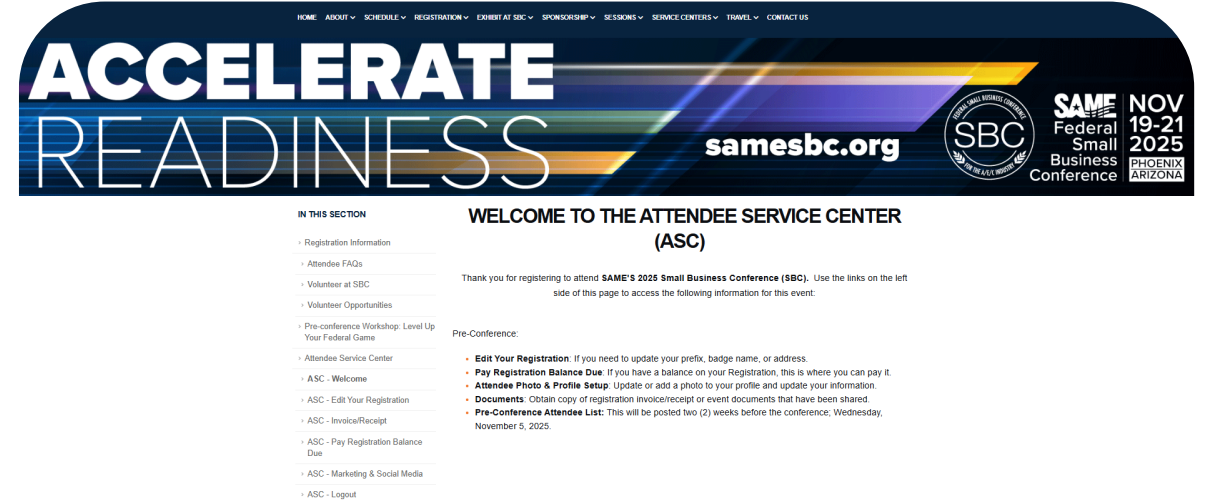
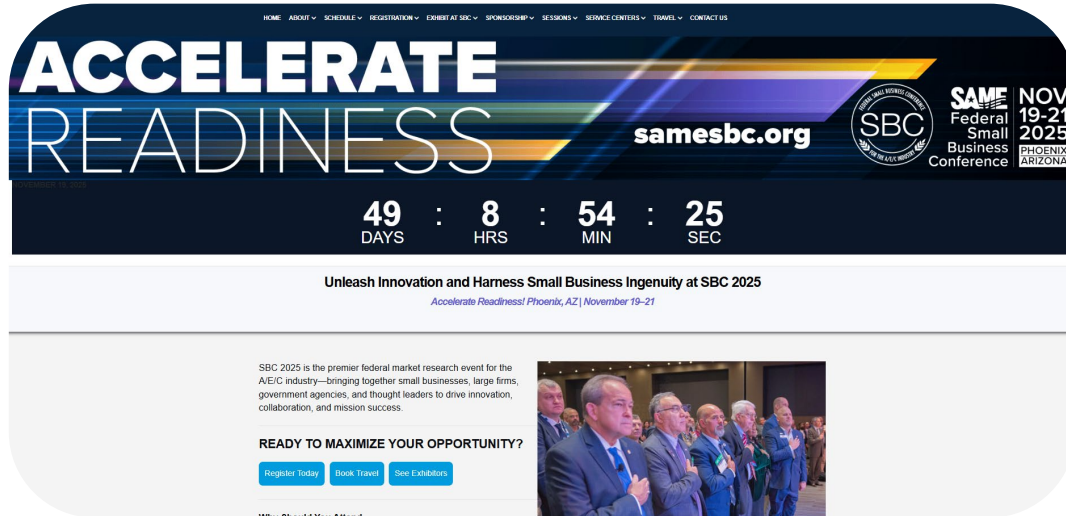
Determine exhibitors you need to see + bookmark them

Make Matched Networking Appointments

Search attendee list and identify those you want to meet

And now...

Website + ASC Demo!



*Please see the appendix of the presentation for instructions/screenshots

SAME Events App Demo



This is the official SAME Events App icon to look for in your app store!





Up Next:
Logistics

You've Arrived!

Head to Express Badge Pickup and scan your bar code to pick up your **Name Badge** and **conference materials**!

Registration Hours at the Phoenix Convention Center, Lower Level:

Date	Open	Close
Tuesday, Nov 18	8:00 a.m.	7:00 p.m.
Wednesday, Nov 19	7:30 a.m.	7:00 p.m.
Thursday, Nov 20	7:30 a.m.	6:00 p.m.
Friday, Nov 21	8:30 a.m.	12:30 p.m.

Note –

Express Badge Pickup will also be available at the **Sheraton Phoenix:**
 Tuesday, Nov 18th (One Day Only!)
 11:00 AM to 7:00 PM in the hotel lobby

samesbc.org



SAMESBC.ORG

@SAMENATIONAL

@SAME_NATIONAL | #SAMESBC25

"SOCIETY OF AMERICAN MILITARY ENGINEERS"



Registration Barcode	Registration Information
 * 9 5 0 1 9 4 *	Kennedy Gillie Exhibits & Sponsorship Manager SAME 1420 King Street Ste 100 Alexandria, VA 22314 E-mail: kgillie@same.org
If you are having trouble viewing the above barcode image, click here to print your barcode.	

Dear Kennedy:

Thank you for registering and welcome! This notice will serve as OFFICIAL CONFIRMATION of your registration for **SAME's 2025 Federal Small Business Conference (SBC)**, to be held November 19-21, 2025, at the Phoenix Convention Center in Phoenix, Arizona. We are excited that you will be a part of this event.

2023

JOINT ENGINEER TRAINING
CONFERENCE & EXPO

MAY
2-4
2023
TEXAS

SAME

Kennedy

Kennedy Gillie

SAME


241393

Full Conference: Green

DRINK TICKET - Valid TUESDAY Only
Good for One Free Alcoholic Drink

Opening Reception
Tuesday, May 10 - 6:00pm-8:00pm

Sponsored by: Jacobs

2023

JOINT ENGINEER TRAINING
CONFERENCE & EXPO

MAY
2-4
2023
TEXAS

SAME

DRINK TICKET - Valid TUESDAY Only
Good for One Free Alcoholic Drink

Opening Reception
Tuesday, May 10 - 6:00pm-8:00pm

Sponsored by: Jacobs

DRINK TICKET - Valid WEDNESDAY Only
Good for One Free Alcoholic Drink

Networking Reception in
Exhibit Hall
Wednesday, May 11 - 5:15pm-6:30pm
Location: Aurora Exhibit Hall 1-3
Sponsored by: Advanced Mobile Filtration
Services, LLC, Halff Associates, Inc.,
Koman Family of Companies,
Parsons, & Woolpert

Mobile Application
Sponsored by: Leidos

Smartphone users can download the 2022 JETC App to their iPhone or Android device and gain easy access to useful event information such as session times, locations, and descriptions. You can also find out more about the session speakers and view exhibiting companies through the app's interactive floor plan. Everything you need, right at your fingertips! Search for "SAME Events" in your app store to find the app!

Wifi (Sponsor is Prime AE Group, Inc.)

Network Name: SAMEJETC
Password: PrimeAE

Free WiFi is available throughout the meeting rooms and lobbies in the Gaylord Rockies Convention Center

JOINT ENGINEER TRAINING CONFERENCE 2023

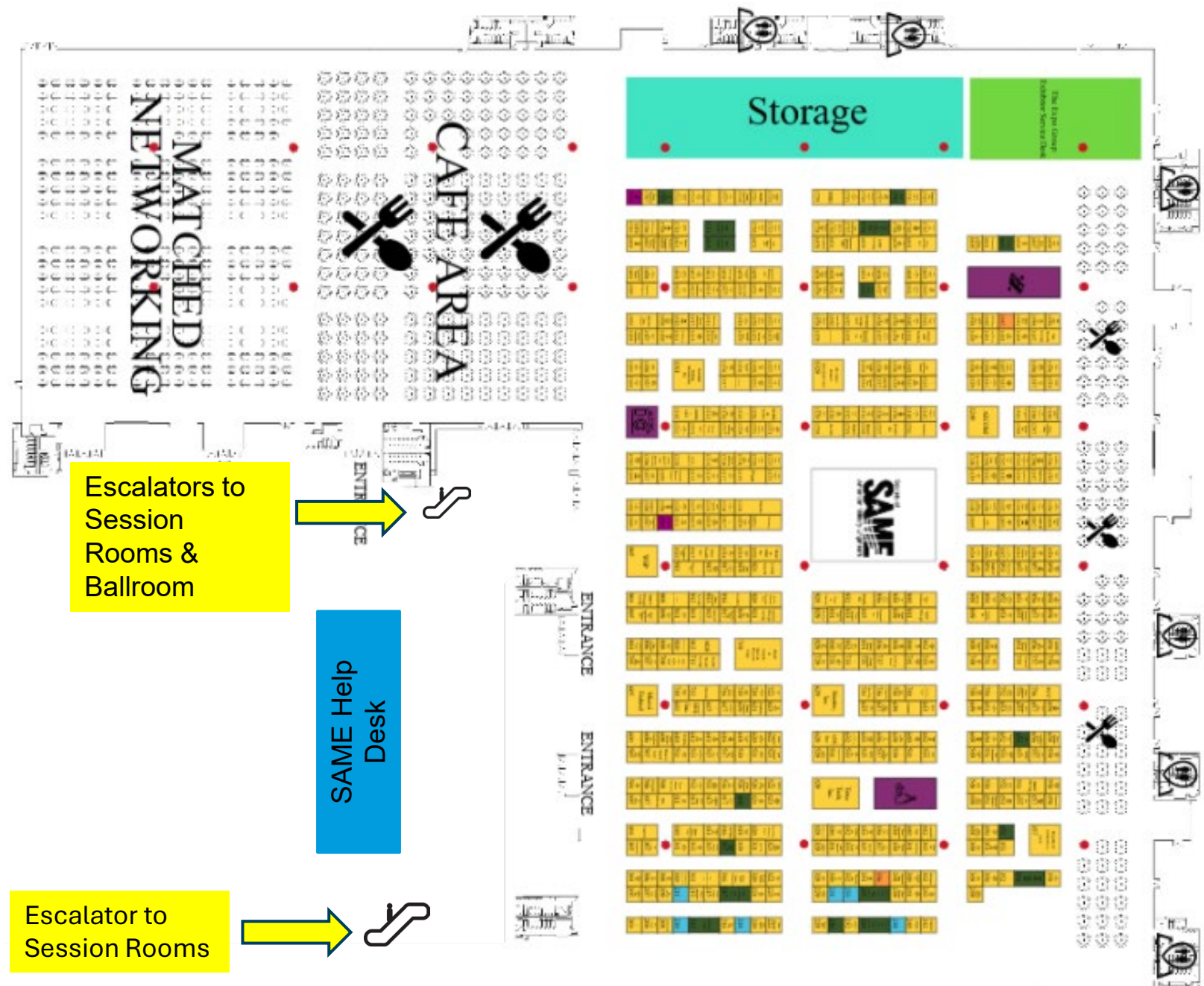
Date	Description	Amount
02/21/2023	Full Conference Academia, Non-Profit, Fully Retired (from Govt. & Industry) Member	\$0.00
03/22/2023	Opening Reception (RSVP required)	\$0.00
	Paid in Full	\$0.00

Don't lose these tickets!!

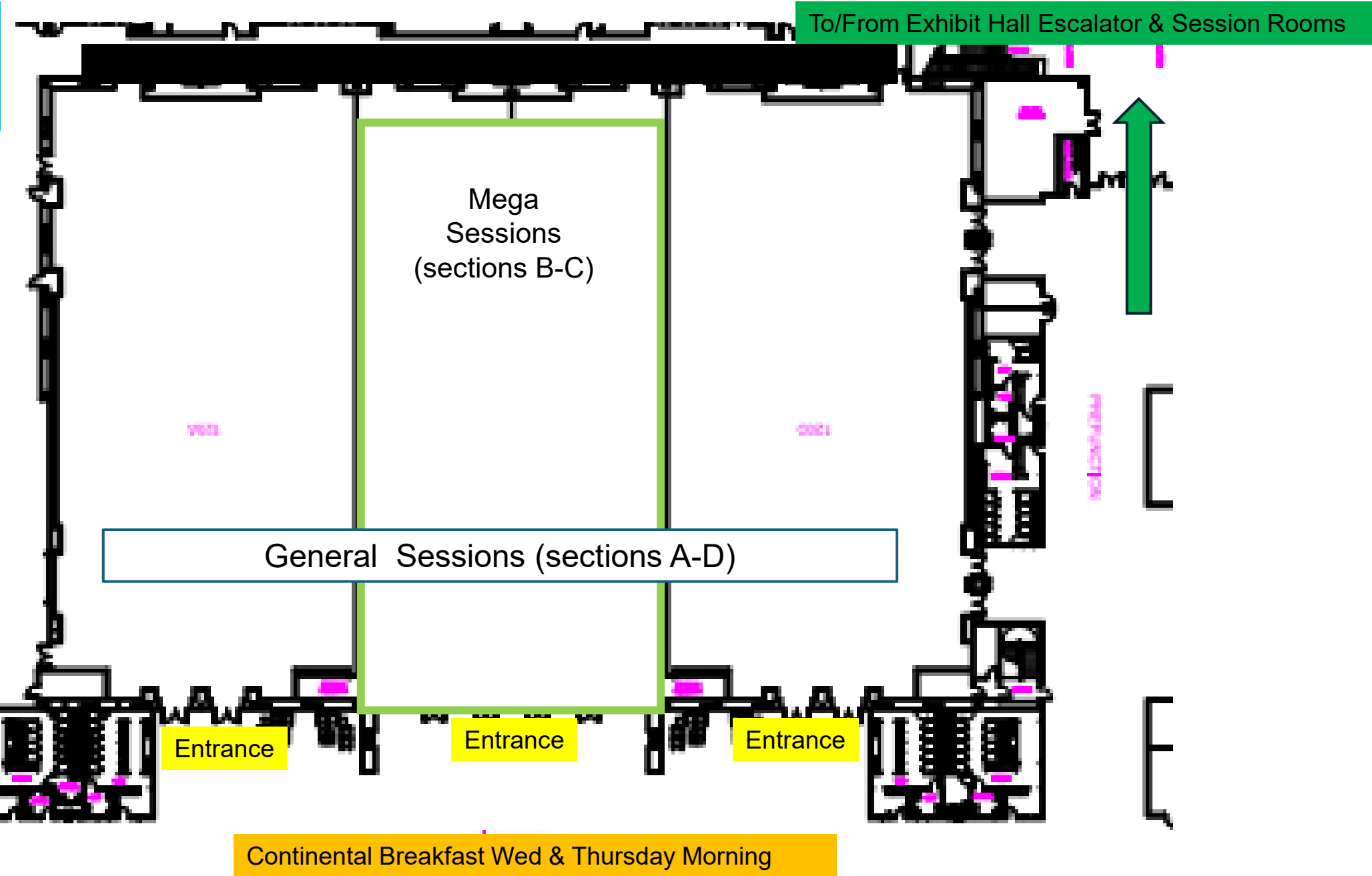
A wide-angle photograph of the Phoenix Convention Center at dusk. The building's most striking feature is its massive, exposed steel truss roof structure, which is illuminated from within, creating a warm glow against the deep blue twilight sky. The building's facade is a mix of light-colored stone or concrete panels and large glass windows that reflect the ambient light. In the foreground, a city street is visible, with traffic lights and a street sign for "3rd St." indicating the location. The overall scene is a blend of modern architecture and urban environment.

Phoenix Convention Center Need-To-Know Locations

Exhibit Hall &
Registration
(Lower Level)

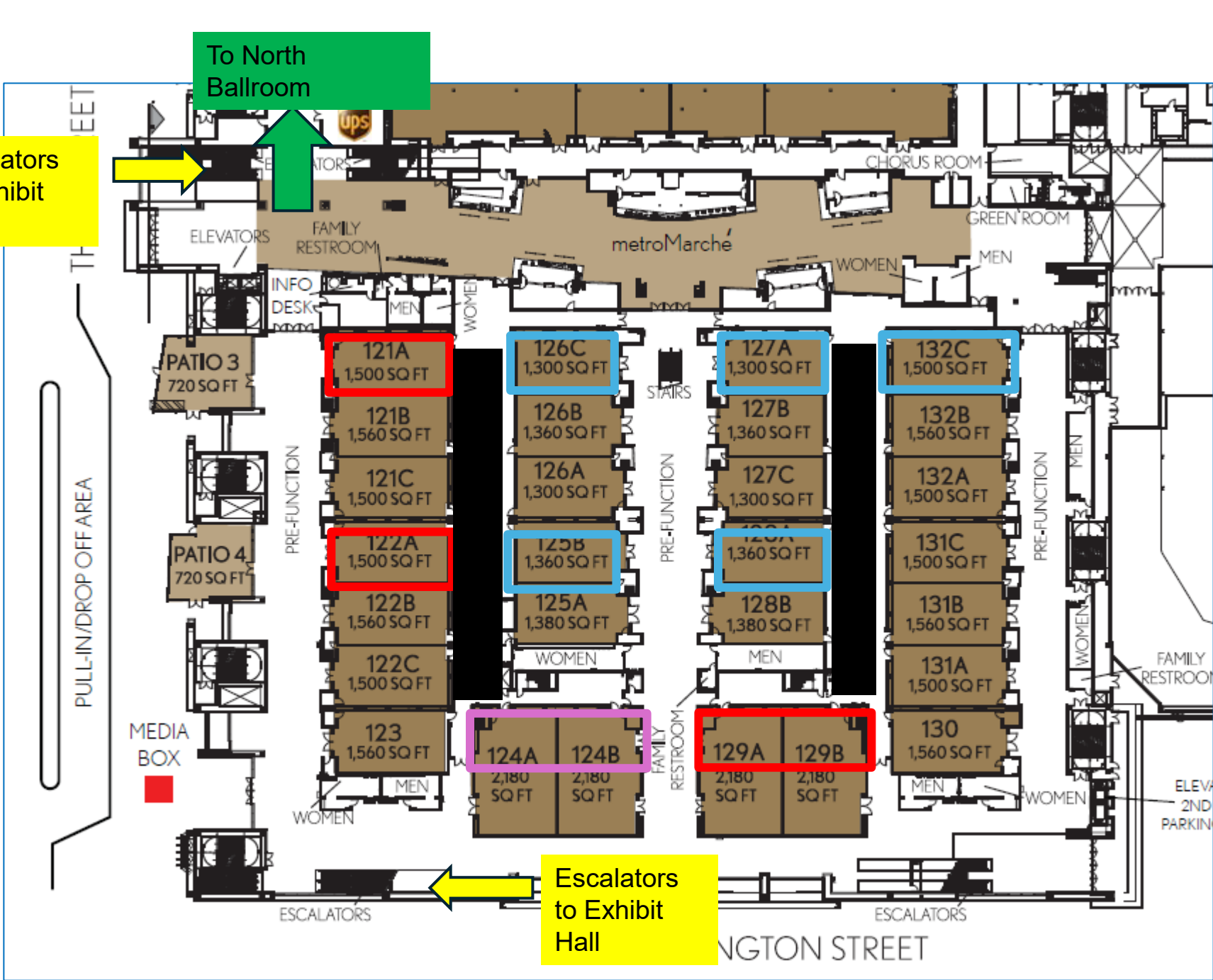


NORTH
BALLROOM
(Street Level)

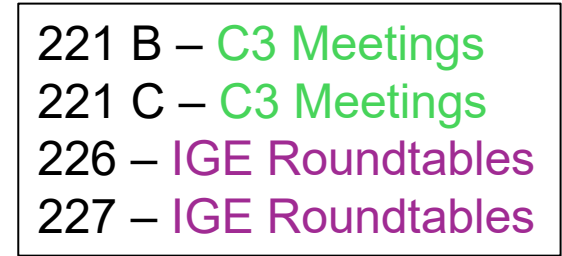


NORTH 100 Level
(Street Level)

- 121 – Biz Ops
- 122 – Biz Ops
- 124 – SRR
- 125 – Entering Fed'l Mktp
- 126 – Govt Persp.
- 127 – Mktg & BD
- 128 – Adv Bus.
- 129 – Biz Ops
- 132 – Regs & Rules



NORTH 200 Level 2nd Floor



Additional Questions?



registration@same.org



exhibit@same.org



sessions@same.org

After SBC... Remember to Visit the ASC

- Final Attendee List
- All session presentations and audio recordings
- PDH transcript of your participation
- Downloadable PDH and AIA Forms
- Link to Photos taken at SBC
- Registration Receipt

A photograph of a grey, textured office chair with a rectangular sign resting on its seat. The sign has a white background with a thick red border and the words 'WELCOME BACK' in large, bold, black capital letters. The background is a blurred office environment with desks and computer monitors.

**WELCOME
BACK**

Who's Ready for SBC?

- a) I'm all set...just need to build my itinerary
- b) I need to do some more homework to get prepared
- c) I'm overwhelmed!
- d) YIKES, I still need to REGISTER!

JETC 2026 | Portland, Oregon | May 19-21, 2026





See you in Phoenix

APPENDIX A:

Search Exhibitors, Sessions & Build Itinerary

Step 1: Log in to the ASC

Attendee Service Center

The Attendee Service Center (ASC) is a great feature that allows you to update your individual attendee registration, access documents, and more. The ASC is different than the ESC (Exhibitor) and the SSC (Speaker) Service Centers; it helps manage individual registration, not exhibit booth or speaking engagements. Features within the ASC include:

- Update/correct information in your registration record, such as your badge name, prefix, RSVP items, etc.
- Pay a registration balance due
- Obtain copy of registration invoice or receipt
- Documents, including the Attendee list (Attendee Lists will be posted to the ASC two weeks prior to the conference and a final list within one week after the conference)

PLEASE SIGN IN

Email:

Password:

Sign In

[Forgot Password?](#)

Log in to the SBC Attendee Service Center (ASC) https://www.samesbc.org/asc_login.cfm

To access the ASC, you must be registered to attend. **No one is automatically registered!**

Log-in information (e-mail and password) was included in your registration confirmation email.

Once logged in, click on “ASC - Attendee Matched Networking & Itinerary Builder” located in the left menu.

Step 2: Itinerary Tools

- The Attendee Matched Networking & Itinerary Builder page is your toolkit for making connections and managing appointments.
- Note the 5 tabs across the top
 - **Search:** to find exhibitors, attendees, sessions + more
 - **Appointments:** to manage your appointments
 - **Bookmarks:** to view your bookmarks
 - **Profile Setup:** to view and update your profile
 - **Matches:** to view the list of networking hosts with whom you matched

The screenshot shows a web interface with five tabs: Search, Appointments, Bookmarks, Profile Setup, and Matches. The 'Appointments' tab is active. Below the tabs, the page title is 'Matched Networking Appointment Request Schedule:'. It lists three bullet points: (NEW) Small Business attendees with 3 or fewer federal contracts executed can request appointments starting November 3, 2025, at 12:00 p.m. Eastern Time; Small Business attendees can request appointments starting November 6, 2025, at 12:00 p.m. Eastern Time; and Medium and Large Business attendees can request appointments starting November 10, 2025, at 12:00 p.m. Eastern Time. Below this, a paragraph states: 'Matched Networking is available only to private industry full conference registrants on a first-come, first-served basis. Exhibit Hall-Only attendees, One Day Only attendees, and students are not eligible.' Under the heading 'MATCHED NETWORKING APPOINTMENTS SUMMARY', there is a section for 'Individual Appointments' which contains a table with the following structure:

Description	Time	Appt
No Appointments Created		

Step 3: Search Tools

- Click the “Search” tab to search for exhibitors, and sessions.
- Each search allows you to create bookmarks that generates lists to help you plan your time.
- Click on the appropriate button to search that group.

The screenshot shows the SBC Search interface. At the top, there are five tabs: Search, Appointments, Bookmarks, Profile Setup, and Matches. The Search tab is active. Below the tabs, there is a text block explaining the search functionality and a note about the 'Restricted' status. Below that, there are two buttons: Exhibitors and Session. The Exhibitor Search form is displayed, featuring five input fields: Exhibiting Company, Booth Number, Business Type, NAICS Code (EXH), and Business is recognized as a small business under its Primary NAICS code?.

Click the "Exhibitors" button below to reveal the search functionality that will help you find exhibitors and match networking hosts by name or a variety of categories. Once you find who you'd like to connect with, click the calendar icon to request an appointment.

If there is no calendar icon to select and it says, "Restricted," the company is only exhibiting and not a Matched Networking host.

Check the "bookmark" box to create a list of exhibitors to visit. All attendees are limited to 3 appointment requests. We will remove this limit on Monday, November 17.

Exhibitors Session

Exhibitor Search

Exhibiting Company:	
Booth Number	
Business Type:	
NAICS Code (EXH)	Please Select... Select
Business is recognized as a small business under its Primary NAICS code?	

Step 4: Search Exhibitors

Attendees **Exhibitors** Session

Exhibitor Search

Exhibitor Company:

Booth Number:

Business Type:

NAICS Code (EXH): Please Select...

Business Size:

Small Business:

NAICS Code (EXH) dropdown:

Select	Title
☐	Clear Selection
☐	221114
☐	236210
☐	236220
☐	237110
☐	237120
☐	237130

States with bona fide offices (EXH): Please Select...

- Click the “Exhibitors” button to search attendees
- Use dropdowns to see search criteria and select those you want to find.
- **CLICK SEARCH TO GENERATE THE SEARCH**

Search

Logo	Booth	Exhibitor/Sponsor	Make Appointment	Bookmark
	892	24HRC	Restricted	☐
	754	ACHUTI LLC	Restricted	☐
	1000	Acuity International	☐	☐
	663	Advon Corporation	☐	☐
	882	Ahtna Design-Build, Inc.	Restricted	☐
	376	Ahtna Solutions, LLC	Restricted	☐
	586	AMES 1, LLC	Restricted	☐
	931	Aptim Federal Services, LLC	☐	☐
	1156	AR6 Construction & Engineering, LLC	Restricted	☐
	956	Aztec Contractors, Inc.	Restricted	☐
	603	Benham Design, LLC	Restricted	☐

These are the search results

Step 4: Search Exhibitors cont.

- Click on exhibitor's name to open their profile
- Click on "bookmark" in the bookmark column to add them to your bookmarks list
- In the "Make Appointment" column:
 - Restricted means they are not accepting appointments, or their calendar is full

Search

Logo	Booth	Exhibitor/Sponsor	Make Appointment	Bookmark
	802	24HRC	Restricted	☐
		ACHUTI LLC.	Restricted	☐
		Acuity International	☐	☐
		Advon Corporation	☐	☒
		Ahtna Design-Build, Inc.	Restricted	☐
		Ahtna Solutions, LLC	Restricted	☐
		AMES 1, LLC	Restricted	☐
		Aptim Federal Services, LLC	☐	☐
	1156	AR6 Construction & Engineering, LLC	Restricted	☐
	956	Aztec Contractors, Inc.	Restricted	☐

samesbc.org/2023/profile.cfm?profile_name=exhibitor&master_key=C374295D-CD24-EE11-81...

samesbc.org/2023/profile.cfm?profile_name=exhibitor&master_key=C374295D-CD24-EE11-81...

Advon Corporation

Booth 663

Advon Corporation
2882 Remington Green Lane
Tallahassee, FL 32308
United States

Sales Contact
Taylor Marshall
Business Development Coordinator

Email Website

Description
Business Type: Small Business (fewer than 100 employees)

Step 5: Search Sessions

Attendees

Exhibitors

Session

Session Search

Session Title

Description/Keyword

Session Date

Speaker

Track

Search

List All

- Click the “Sessions” button to search sessions
- Use dropdowns to see search criteria and select those you want to find.
- CLICK SEARCH TO GENERATE THE SEARCH

Session Date	11/02/2023	
Speaker		
Track	Business Opportunities	
	Search	List All

Time	Session Title	Bookmark
November 02nd 2023		
11:00 AM - 12:00 PM	Vertical Construction Business Opportunities Session Code: 9009	☐
11:00 AM - 12:00 PM	GSA Business Opportunities Session Code: 9010	☐
11:00 AM - 12:00 PM	Veterans Affairs Regional Procurement Office East Business Opportunities Session Code: 9020	☐
02:00 PM - 03:00 PM	Outside the Continental US Business Opportunities Session Code: 9007	☐
02:00 PM - 03:00 PM	Healthcare Construction Business Opportunities Session Code: 9015	☐
03:30 PM - 04:30 PM	Department of Transportation Business Opportunities Session Code: 9002	☐
03:30 PM - 04:30 PM	Horizontal Construction Business Opportunities Session Code: 9011	☐
03:30 PM - 04:30 PM	Department of State, Bureau of Overseas Buildings Operations Business Opportunities Session Code: 9014	☐

These are the search results

Step 5: Search Sessions cont.

- Click on the session name to see more info on the session:
 - Location
 - Speakers
 - Description
- Click on “bookmark” in the bookmark column to add it to your bookmarks list and schedule

The screenshot displays the SAMESBC website interface. At the top, there is a search bar with the text "Business Opportunities" and two buttons: "Search" and "List All". Below the search bar, a table lists various sessions. The table has two columns: "Session Title" and "Bookmark". The sessions listed are:

Session Title	Bookmark
Vertical Construction Business Opportunities Session Code: 9009	☐
GSA Business Opportunities Session Code: 9010	☐
Veterans Affairs Regional Procurement Office East Business Opportunities Session Code: 9020	☐
Outside the Continental US Business Opportunities Session Code: 9007	☐
Healthcare Construction Business Opportunities Session Code: 9015	☐
Department of Transportation Business Opportunities Session Code: 9002	☐
Horizontal Construction Business Opportunities Session Code: 9011	☐
Department of State, Bureau of Overseas Buildings Operations Business Opportunities Session Code: 9014	☐

Overlaid on the right side of the table is a session profile for "Outside the Continental US Business Opportunities" (Session Code: 9007). The profile includes the following information:

- Session Code:** 9007
- Title:** Outside the Continental US Business Opportunities
- Date:** Thursday, November 02nd **Time:** 02:00 PM - 03:00 PM
- Location:** Henry B. Gonzalez Convention Center **Room:** 217 BC
- Speakers:**
 - Daniel Hibner, USACE South Atlantic Division, Savannah, GA
 - William Hannan, USACE Transatlantic Division, ,
 - John Lloyd, USACE North Atlantic Division, , AL
 - Christopher Cray, USACE Pacific Ocean Division, Fort Shafter, HI
- Abstract:**

U.S. federal agencies maintain considerable design, construction, and maintenance programs outside the continental United States. This session will provide information on contracting opportunities in Latin America, Middle East, Europe, and the Pacific.

Step 6: View Bookmarks & Itinerary

- Click the Bookmarks tab to see all your bookmarks
- Click “PDF Itinerary” to download an itinerary that lists all your bookmarks, a color-coded floorplan showing your bookmarked exhibitors, and a session and appointment list!

Search

Appointments

Bookmarks

Profile Setup

Matches

Sessions and exhibitors you've bookmarked are listed in the table below. If no table appears, you have not bookmarked anything!

To Bookmark sessions and exhibitors, go to the "Search" tab.

#	Title	Bookmark
Session		
1	Department of Energy Business Opportunities	☒
2	How to Ace a Shortlist Interview - 1 PDH, 1 AIA LU	☒
Exhibitors		
1	AFCEC Booth: 1653	☒
2	SAME Meetings Department	☒



PDF Itinerary

**Whatever you do on
the website's itinerary
builder is carried over
to the event app, and
vice versa.**

APPENDIX B:

SAME Events App



This is the official SAME Events App icon to look for in your app store!



SAME Events App v7



Search “**SAME Events**” in your app store

Click on “Events”

Select SBC 2025

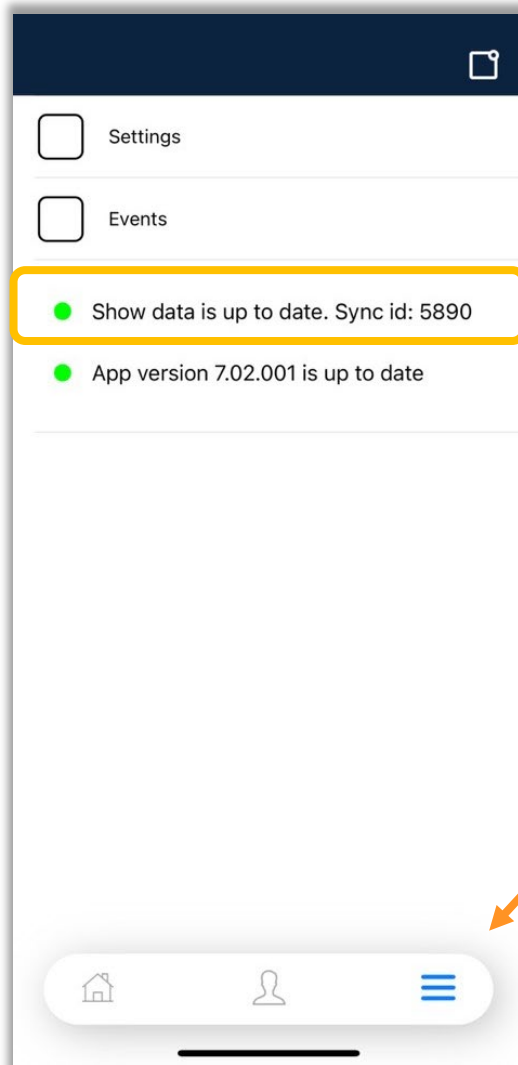
Features:

- Search exhibitors, sessions and speakers
- Create a personal schedule
- Email speakers and exhibitors
- Learn about any schedule changes

If you have the SAME EVENTS app downloaded, please take a minute to delete it and redownload it!



Keeping your SAME Events app up-to-date



If you haven't used the SAME Events app since JETC 2024, please delete the app and download it again. SAME now uses the newest version, V7 which provides and even better user experience.

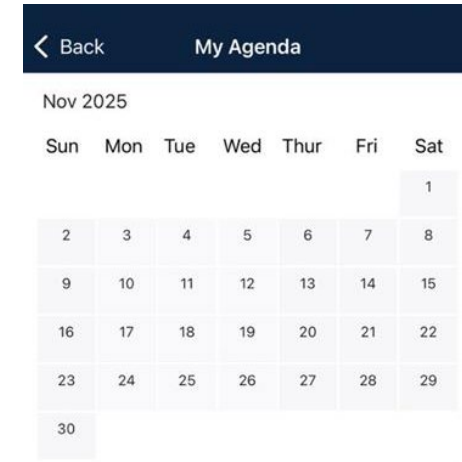
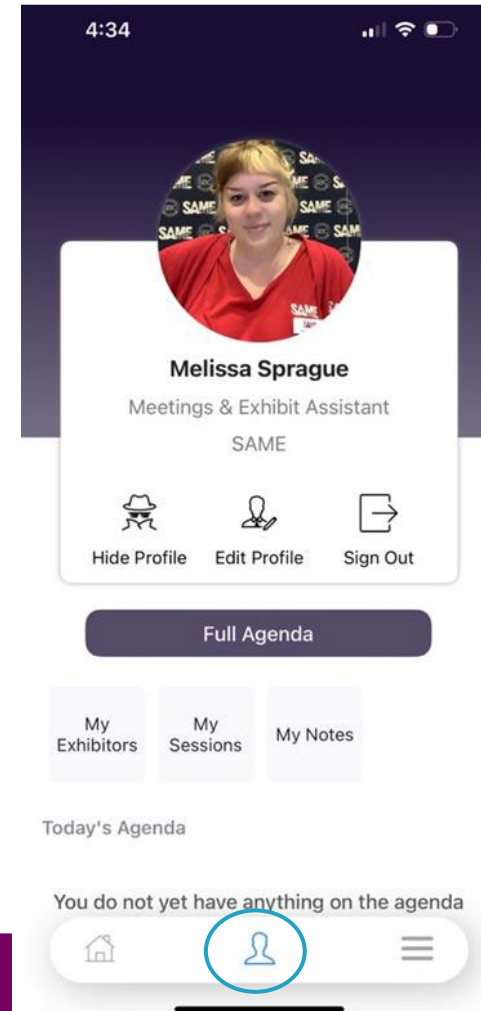
If you used the SAME Events app at JETC or IPRS 2025, please do the following:

- Go to the three line in the app
- Tap on the "show date is up to date"
- The light will turn orange, once it is green again you will have the most up-to-date version of the app!

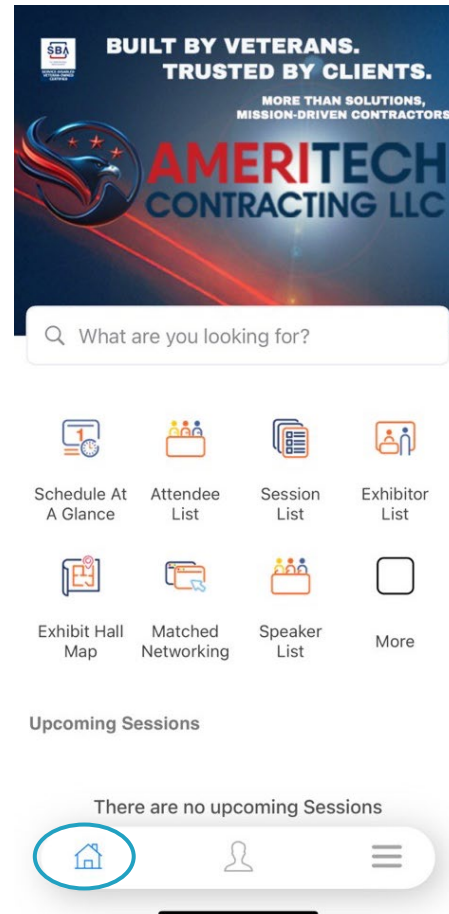
Landing Page



The Updated "My Planner"

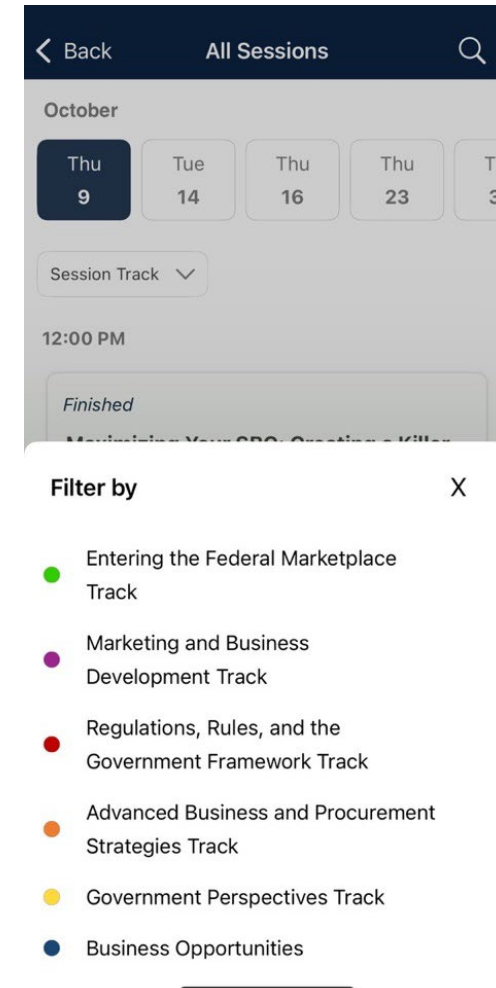
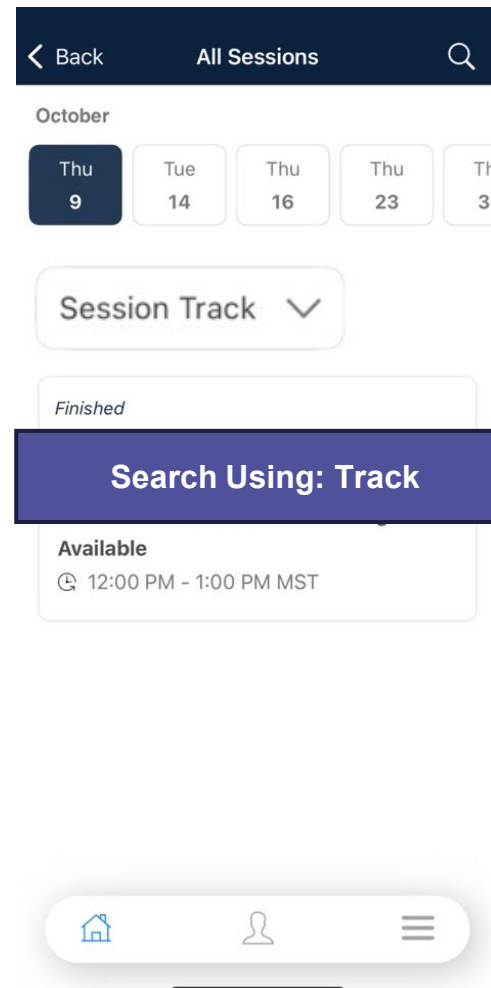
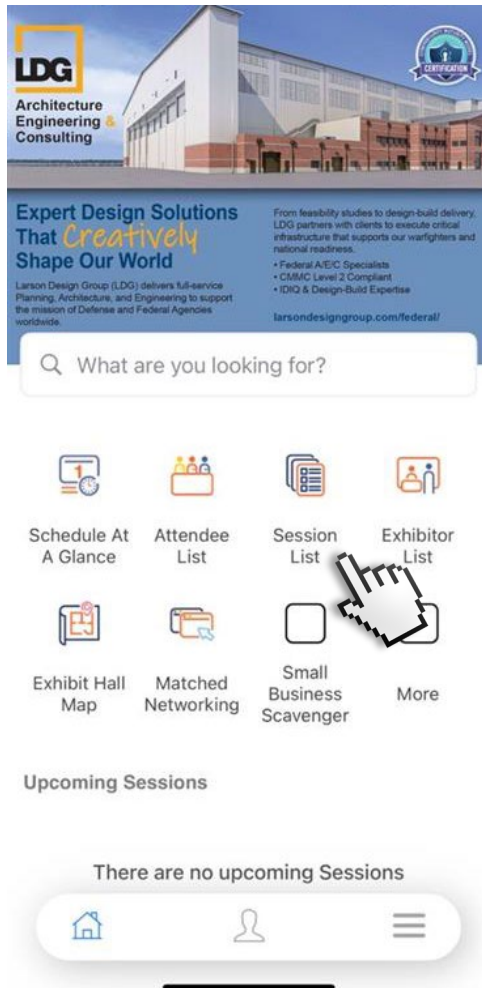


Home Page

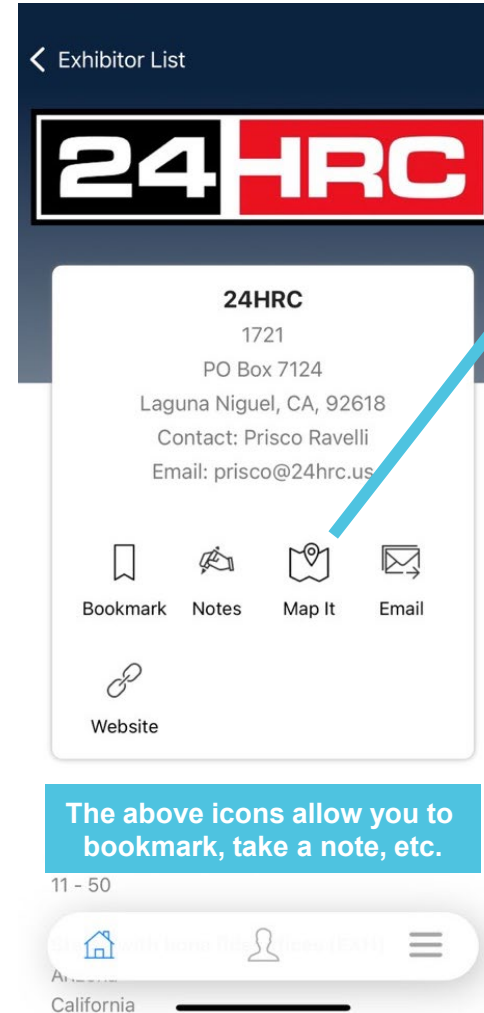
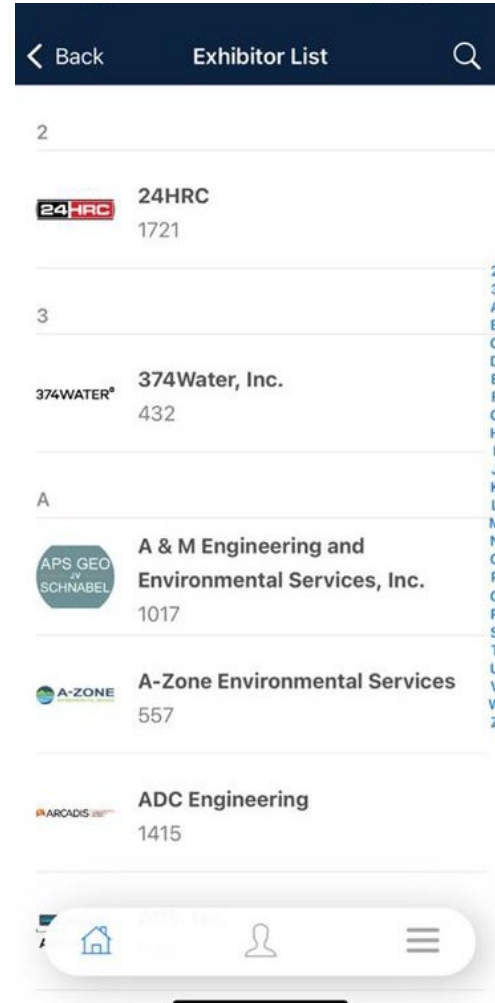
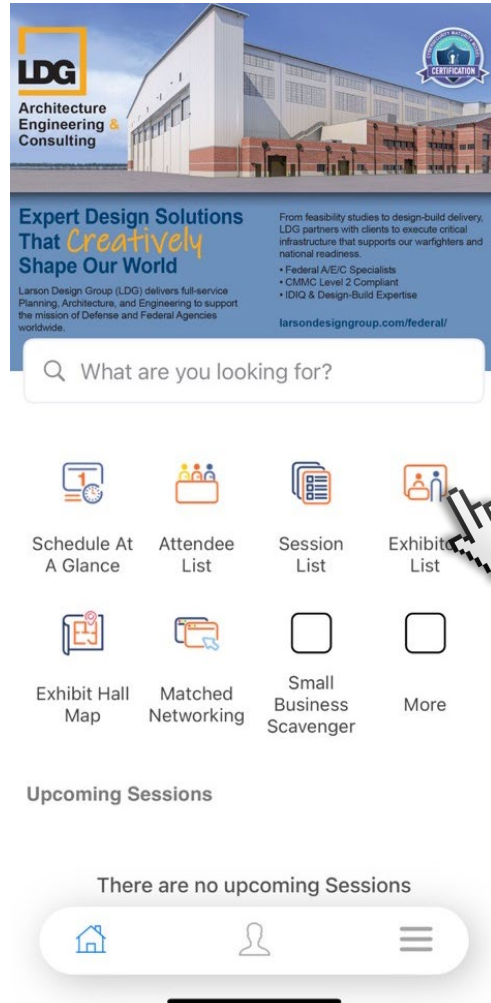


My (Full) Agenda

Search for Sessions



Search for Exhibitors

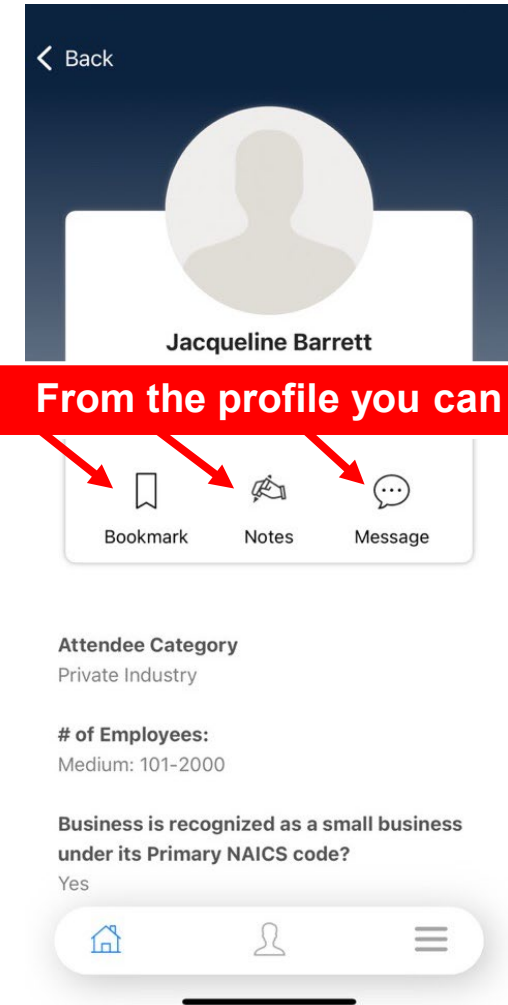
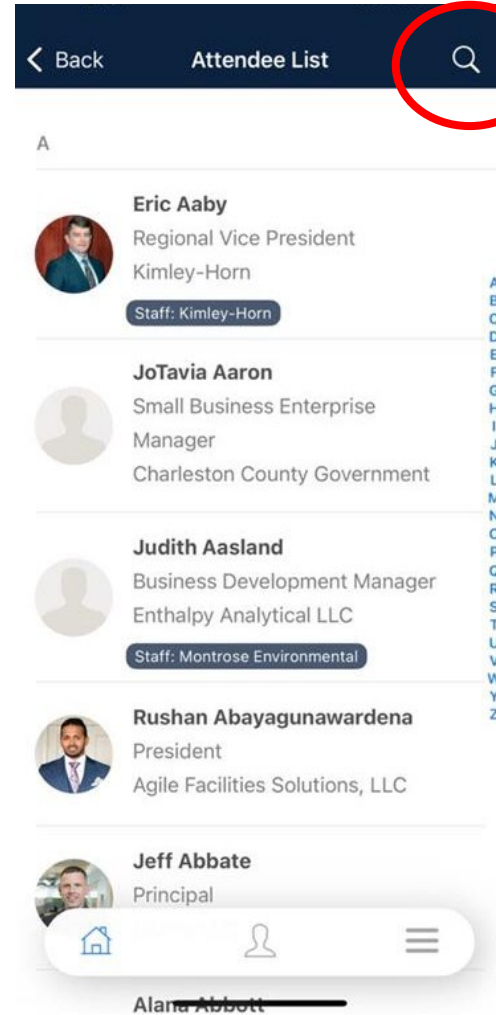
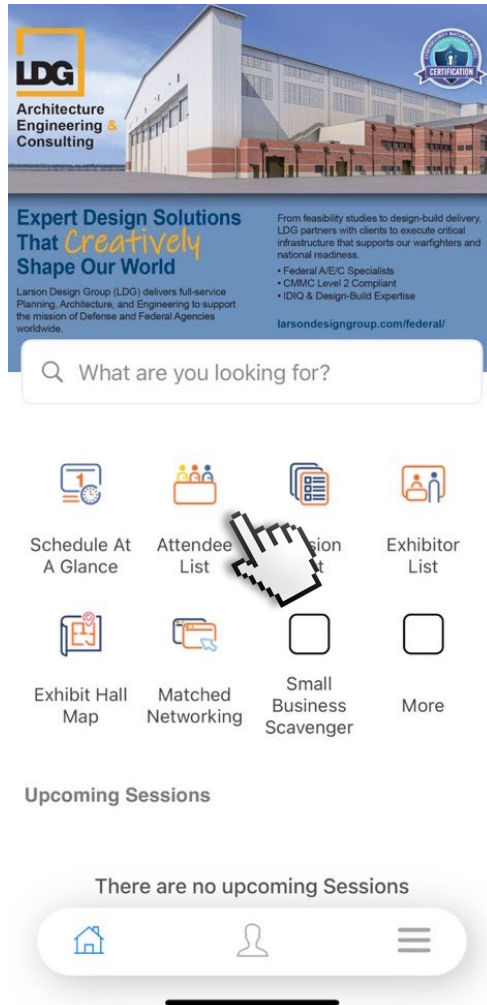


Under “**Map It**”
The blue arrow will show where on
the exhibit hall floor the booth is located



The above icons allow you to
bookmark, take a note, etc.

Search for Attendees



My Planner is where you find everything you've saved!

The image displays four mobile app screenshots illustrating the navigation flow for finding saved sessions:

- My Sessions:** Shows a calendar for May 2025 with dates 12, 13, and 14. A session titled "Pre-conference Workshop: AI Problem-Solving in A/E/C: From Challenges to Solutions - 4 PDH (Additional Registration Required)" is listed for 1:00 PM - 5:00 PM EDT in Room M112.
- User Profile:** Displays the profile of Melissa Sprague, Meetings & Exhibit Assistant at SAME. It includes options to Hide Profile, Edit Profile, and Sign Out, and a button for Full Agenda.
- My Agenda:** Shows a calendar for May 2025 with dates 12, 13, and 14. A session titled "Transforming Community Preparedness with AI-Driven Flood Prediction - 1 PDH" is listed for 10:30 AM - 11:30 AM EDT in Room M111.
- Today's Agenda:** Shows a message: "You do not yet have anything on the agenda".

Arrows indicate the navigation flow: A red arrow points from the "My Sessions" screen to the "My Sessions" button in the bottom navigation bar. A blue arrow points from the "My Sessions" button in the bottom navigation bar to the "My Sessions" screen. An orange arrow points from the "Full Agenda" button in the user profile screen to the "My Agenda" screen.

**Download the
App to
accelerate your
readiness and
stay
connected!**

SAME EVENTS



Download the SAME Events App!

