

The logo for DISC 2026 features the text "DISC" in a large, bold, dark blue font above "2026" in a similar font. The text is set against a background of several interlocking gears of various sizes, rendered in a light blue, semi-transparent style. The overall background is a light blue gradient with a subtle pattern of circuit lines and dots.

# DISC 2026

**MARCH 18-19**

**CHAPEL HILL, NORTH CAROLINA**

**Hosted by**

Office of US Senator Thom Tillis

Office of US Senator Ted Budd

North Carolina Military Business Center

# Thank You DISC Sponsors

## Gold Sponsor

**NC STATE UNIVERSITY**

Industry Expansion Solutions

## Silver Sponsors



**BUILDSUBMARINES.COM**



The Performance Advantage.

## Small Business Sponsors

CogniAI

Due Diligence Research Group

I2E Group, LLC

Perun Defense Strategies

ProtoSpace Mfg

RCR Manufacturing Solutions, LLC

SRI / Stock Car Steel & Aluminum

Vartech Systems, Inc.

U.S. Foam & Etch

# Domestic & Global Sustainment Opportunities

## Speakers:

- Moderator: **Jimmy Hendrix**, Strategic Industry Professional (Organic Industrial Base), North Carolina Military Business Center
- Colonel Thomas Petzold, Deputy Property and Fiscal Officer, North Carolina National Guard
- Colonel Dave Walliser, Director of Logistics, North Carolina National Guard
- Lieutenant Colonel Brandon Elliott, Chief of Contracting, North Carolina National Guard
- Lieutenant Colonel Sean Nice, Commander, Army Field Support Battalion – Fort Bragg
- Shannon Christenbury, Global Transportation + Smart Mobility Team Leader (Acting), Senior International Trade Specialist, U.S. Commercial Service, Charlotte, NC



# Domestic & Global Sustainment Opportunities

## Speakers:

- Moderator: Jimmy Hendrix, Strategic Industry Professional (Organic Industrial Base), North Carolina Military Business Center
- **Colonel Thomas Petzold**, Deputy Property and Fiscal Officer, North Carolina National Guard
- **Colonel Dave Walliser**, Director of Logistics, North Carolina National Guard
- **Lieutenant Colonel Brandon Elliott**, Chief of Contracting, North Carolina National Guard
- Lieutenant Colonel Sean Nice, Commander, Army Field Support Battalion – Fort Bragg
- Shannon Christenbury, Global Transportation + Smart Mobility Team Leader (Acting), Senior International Trade Specialist, U.S. Commercial Service, Charlotte, NC



NC Director of Logistics  
COL David Walliser  
984-664-6134

# NC Chief of Contracting Office

## LTC Brandon Elliott

(984) 664-6205

- Supports the NCARNG
  - Training support
    - Subsistence
    - Commodities
    - Services
  - Military Construction
  - Service Contracts
- FY25: 228 Contract actions totaling \$11,459,728.00
- FY24: 277 Contract actions totaling \$16,169,900.00

For requirements estimated to cost more than \$10,000 supplies/\$2,500 services/\$2,000 for construction but not more than \$350,000, procurement offices generally used simplified acquisition procedures. These procedures are less structured than those used in sealed bidding or negotiated procurements.

# Government Purchase Card

Micro-purchases by non-procurement personnel

Within the National Guard, micro-purchases are generally not procured through the procurement office but are purchased through use of government-wide commercial purchased card known as the GPC.

- Commodities \$15,000.00
  - Services \$2,500.00
  - Construction \$2,000.00
- 
- FY 25: 1856 Government credit card swipes resulting in \$2,119,564.22 total transaction amount.
  - FY 24: 3017 Government credit card swipes resulting in \$2,718,458.71 total transaction amount.

# Purchasing procedures

The National Guard employs a variety of procedures when purchasing on the open market. These procedures, governed by the Federal Acquisition Regulation (FAR), Defense Federal Acquisition Regulation (DFARS) and Army Federal Acquisition Regulation (AFARS), are recapped below. The FAR and other regulations are available on the Internet at <https://www.acquisition.gov/browse/index/far>.

Federal Business Opportunities <https://sam.gov/contracting>

GSA Advantage!

The National Guard may fill requirements through GSA advantage ([www.gsaadvantage.gov](http://www.gsaadvantage.gov)), a General Services Administration (GSA) on-line system for which GSA stock items and Federal Supply Schedule (FSS) products and services. Products and Services from the Federal Prison Industries, Inc. (FPI) and the AbilityOne Program may also be available through GSA.

GSA Federal Supply Schedule contract and other government-wide contracts

One primary method for the acquiring goods and services not available through GSA Advantage! is by ordering from vendors that have GSA Federal Supply Schedule (FSS) contracts, or that have indefinite delivery type contracts issued by a single procurement office, which allows other procurement offices to issue orders against their contract.

Army Computer Program CHES and Unison <https://www.unisonglobal.com/product/marketplace>

# Small Business

The U.S. Small Business Administration (SBA) defines what a small business is. (<http://www.sba.gov>) Small business size standards are based on North America Industry Classification System (NAICS).

North American Industry Classification System (NAICS). NAICS replaced the U.S Standard Industrial Classification (SIC) system in 1997 and the small Business Administration adopted it as the basis for its table of size standards on October 1, 2000. The NAICS system reorganizes business categories in a production/process-oriented basis. The purpose behind the creation of the NAICS classification system is specifically for governmental regulations and census report.

You must be registered in System for Award Management (SAM) <https://www.sam.gov> to be awarded a contract from the National Guard. SAM is a database designed to hold information relevant to procurement and financial transaction for the company. SAM affords you the opportunity for fast electronic payment for invoices. Contracting officers utilize SAM, as well as Dynamic Small business concerns for potential prime and subcontracting opportunities.

# Small Business Goals

- 77% Overall Small Business
  - 48% Small Disadvantaged Business
  - 10% Service-Disabled Veteran Owned Small Business
  - 20% Woman Owned Small Business
  - 6% HubZone
- 
- In addition to doing business directly with the National Guard, opportunities are available through subcontracting. All prime contracts in excess of \$650,000 (\$1,000,000 for construction) that are awarded to a large business must contain a small business subcontracting plan that aligns with the percentage goals for the practical utilization of small, small socio-economically disadvantage and woman-owned businesses. To be considered for a subcontract, apply directly to the prime contractor rather than the National Guard. Prime contractors may be identified by contracting the National Guard procurement offices.

# Domestic & Global Sustainment Opportunities

## Speakers:

- Moderator: Jimmy Hendrix, Strategic Industry Professional (Organic Industrial Base), North Carolina Military Business Center
- Colonel Thomas Petzold, Deputy Property and Fiscal Officer, North Carolina National Guard
- Colonel Dave Walliser, Director of Logistics, North Carolina National Guard
- Lieutenant Colonel Brandon Elliott, Chief of Contracting, North Carolina National Guard
- **Lieutenant Colonel Sean Nice**, Commander, Army Field Support Battalion – Fort Bragg
- Shannon Christenbury, Global Transportation + Smart Mobility Team Leader (Acting), Senior International Trade Specialist, U.S. Commercial Service, Charlotte, NC



# Domestic & Global Sustainment Opportunities

## Speakers:

- Moderator: Jimmy Hendrix, Strategic Industry Professional (Organic Industrial Base), North Carolina Military Business Center
- Colonel Thomas Petzold, Deputy Property and Fiscal Officer, North Carolina National Guard
- Colonel Dave Walliser, Director of Logistics, North Carolina National Guard
- Lieutenant Colonel Brandon Elliott, Chief of Contracting, North Carolina National Guard
- Lieutenant Colonel Sean Nice, Commander, Army Field Support Battalion – Fort Bragg
- **Shannon Christenbury**, Global Transportation + Smart Mobility Team Leader (Acting), Senior International Trade Specialist, U.S. Commercial Service, Charlotte, NC

