

## PRESS RELEASE

### **KDM & Associates and Defense Leadership Forum Partner to Promote Small and Minority Business Access to Government/Defense Contracting**

WASHINGTON – November 1, 2021. KDM & Associates, a Minority-Owned Government affairs, public relations, program management, event planning and video production firm based in Washington DC, takes great pleasure in announcing a collaborative partnership with the Defense Leadership Forum.

The Defense Leadership Forum is a national public service organization which brings together Members of Congress, Pentagon officials, military base commanders, and business leaders to identify the best solutions to support the Warfighter and defend the United States. To that purpose, DLF organizes and runs a series of major Defense Contracting Summits across the country each year – that provide ‘actionable intelligence’ on upcoming Defense procurement opportunities, and bring Minority- owned, Woman-owned, and Veteran-owned firms into teaming and subcontracting relationships with Fortune 1000 Prime Contractors.

In advance of its upcoming conference, the annual Military Construction (MILCON) Contracting Summit that will be held as a hybrid event – in-person and online – in the Washington DC area on December 9-10, DLF has teamed with KDM to extend a special registration discount to faculty, staff, and student attendees from Historically Black Colleges and Universities (HBCUs), and Minority Business Enterprises (MBEs) across the country.

In the longer term, KDM was recently awarded a 5-year contract by the Commerce Department’s Minority Business Development Agency (MBDA) to run and operate its flagship Federal Procurement Center, with a critical mission to help MBEs, not only in the DC-VA-MD area, but throughout the Nation, gain access to and succeed in performing Government contracting opportunities.

Through its subsidiary Open Government TV (OGTV), a digital media company, KDM leverages a web-based video platform to deliver educational content to HBCUs, Hispanic Serving Institutions and MBEs. The KDM-DLF partnership will involve OGTV helping to develop online video and podcast training modules based on the Government contracting presentations and webinars provided by DLF Defense Acquisition experts.

The objective is to inform MBEs with technical and engineering capabilities, and to inform HBCU R&D centers how to effectively access, pursue, win and perform contract opportunities generated by the huge range of Defense procurement centers, installations and commands across the country.

This aligns with KDM’s mission to establish strategic partnerships with industry, academia, and Government agencies in order to ensure that underserved communities are afforded 21st Century economic development opportunities, including STEAM (Science, Technology, Engineering, Agriculture and Math) education and workforce training programs, as well as benefit from Government procurement and tech transfer initiatives.

Charles Sills, DLF National Program Director, has summed up the challenge by stating, “So many Small and Minority Businesses have great capabilities, skills and technologies, so they have tickets to the ballgame...but all too often they can’t find the entrance to the stadium.” Keith Moore, KDM President, agrees – as he states, “In order to truly Build Back Better, we need to inform and engage all demographics and communities in this great Nation. By bringing capable, innovative Minority businesses into the orbit of Defense contracting, we help them and we serve National Security at the same time. We are excited to move forward in this partnership with the Defense Leadership Forum!”

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