



Doing Business with the Federal Government

Tuesday, May 12, 2020, 3 PM ET

SBA Administrator Jovita Carranza will provide special remarks and updates for the AAPI community in light of AAPI Heritage Month. The Administrator's remarks will be followed by a panel discussion on "Doing Business with the Federal Government". The U.S. government remains the leader and largest procurer of goods and services in the world shelling out an estimated \$500 billion. Twenty-three percent of those government contract dollars are reserved for small business owners. Learn how to find and win contracts with the federal government. Learn how to gain a competitive edge with the help from the SBA's business development programs. Hear from AAPI entrepreneurs and business owners on how they have successfully navigated the federal government procurement process. There are currently 1.9 million AAPI small businesses in the United States.

AGENDA

Welcome Remarks

Tina Wei Smith, Executive Director, White House Initiative on AAPIs

Introduction of Administrator Carranza

Grace Y. Lee, Co-Founder, Logic Solutions

Keynote Remarks

The Honorable Jovita Carranza, Administrator, Small Business Administration

Presentation on Government Procurement

Barbara E. Carson, Deputy Associate Administrator, Office of Government Contracting and Business Development, Small Business Administration

Panel

- Pallabi Saboo, CEO, Harmonia Holdings Group, LLC
- Paul Hsu, Founder and Chairman, Hsu Education Foundation

Followed by Q&A

SPEAKER BIOGRAPHIES



The Honorable Jovita Carranza
Administrator
Small Business Administration

Jovita Carranza serves as the 26th Administrator of the U.S. Small Business Administration (SBA). As a member of President Trump's Cabinet, she advocates on behalf of the 30 million small businesses in America. In her role as Administrator, she leads a team of professionals dedicated to ensuring entrepreneurs located across America have the support and resources they need to start, grow, and expand their small businesses, and recover in the event of a declared disaster.

Prior to leading the SBA, Administrator Carranza served as Treasurer of the United States at the U.S. Department of the Treasury under President Donald J. Trump. In her role as a principal advisor to Secretary Mnuchin, Carranza focused on increasing participation in our vibrant economy by fostering financial capability and sustainability.

Administrator Carranza is a Chicago native and founder of a small business consulting company. She previously served as the Deputy Administrator for the SBA under former President George W. Bush, where she received a bipartisan, unanimous confirmation by the U.S. Senate.

Before her first SBA appointment, Carranza had a distinguished 30-year career at United Parcel Service (UPS), where she was the highest-ranking Latina in the history of the company. She started as a part-time, night-shift box handler and worked her way up to President of Latin America and Caribbean operations.

Administrator Carranza earned her MBA from the University of Miami in Coral Gables, Florida and received executive, governance, management, and financial training at the INSEAD Business School in Paris, France; Michigan State University; and the University of Chicago.



Barbara Carson
Deputy Associate Administrator, Office of Government Contracting and
Business Development
Small Business Administration

Ms. Barbara Carson joined the U.S. Small Business Administration (SBA) in Washington, D.C. in June 2013. She is the Deputy Associate Administrator for the Office of Government Contracting and Business Development.

In this role, Ms. Carson advocates for small businesses and represents them on behalf of the President of the United States.

Ms. Carson has first-hand military experience, having served over 20 years as an active duty and reserve officer. She is currently a Colonel in the U.S. Air Force Reserve (USAFR), assigned to the Secretary of the Air Force Office of Public Affairs. Her military experience includes nuclear command and control and public affairs with assignments across the United States, Japan and Europe. In addition, while stationed in Okinawa, Japan, she founded a small business with a fellow veteran and continues to be passionate about entrepreneurship opportunities for military service members, veterans and their spouses.



Tina Wei Smith
Executive Director
White House Initiative on AAPIs

Tina Wei Smith was appointed as the eighth Executive Director of the White House Initiative on Asian Americans and Pacific Islanders (WHIAAPI) on December 9, 2019. In this capacity, Ms. Smith is responsible for directing the efforts of the Initiative and of the Presidential Advisory Commission on Asian Americans and Pacific Islanders (AAPIs), including overseeing an Interagency Working Group.

Prior to joining the Initiative, Ms. Smith spent over 5 years at Asbury University as the first director of the Global Engagement Office. In this role, Ms. Smith created new international education initiatives and curriculum to increase cross-cultural understanding and prepare students for an increasingly global economy. Ms. Smith previously worked at The Heritage Foundation in the Office of Distinguished Fellow, Elaine L. Chao. She previously served at the U.S. Department of Labor in the Office of the Secretary and the Office of Public Liaison. She also served in the U.S. House of Representatives and staffed Congressman Rodney P. Frelinghuysen (NJ-11).

Ms. Smith immigrated to the United States with her parents at a very young age, and she acquired her U.S. citizenship in high school. Despite her family's humble beginnings and the challenges of being newcomers, she witnessed first-hand how she and her family have been blessed by the many opportunities here in America. As a result, Ms. Smith has committed herself to public service and giving back to help others access opportunities to improve their lives and their future.

Ms. Smith is a 2015 Fulbright grant recipient, where she spent time supporting international education and bridging partnerships between universities. Ms. Smith is a graduate of the University of Illinois at Urbana-Champaign (B.A.) and the University of Michigan (Master of Public Policy and M.A. in Higher Education). Ms. Smith and her husband, Kevin, call Kentucky home and they are proud parents to three young children.



Grace Y. Lee
Co-Founder
Logic Solutions

Grace Lee is co-founder of Logic Solutions Inc., a global web technology company that provides technology solutions and services. Logic's areas of expertise include custom mobile strategy and application development, eCommerce, web applications for businesses across the United States and Asia. Logic has over 200 employees and six offices worldwide and received the Michigan 50 Companies to Watch Award in 2012.

Besides running a successful business, Grace Lee is a passionate advocate of diversity and entrepreneurship. In addition to serve as the Vice Chair at Michigan Asian Pacific American Affairs Commission, she also serves on the board of Asian/Pacific Islander American Chamber of Commerce & Entrepreneurship (National ACE). She served as Chair of the Board of Asian Pacific American Chamber of Commerce (APACC), Board of Directors on Michigan Minority of Supplier Development Council, Foreign Direct Investment Committee, Spark, Accounting/Finance Advisory Board, College of Business, Eastern Michigan University, and DTE Supplier Diversity Advisory Council. She also served as the Treasurer for MIT Enterprise Forum of the Great Lakes Chapter, Vice President/Treasurer of Annual Collaboration for Entrepreneurship (ACE).

She received the MIT Enterprise Forum Excellence Award in 2012 as well as the Diversity award from Corp! Magazine in 2008.

Grace Lee holds a BA in Economics from UCLA and a Master's degree in Business Administration from Eastern Michigan University.



Paul Hsu
Founder and Chairman
Hsu Education Foundation

Paul S. Hsu, Ph.D. serves as Chairman of the President's Advisory Commission on Asian Americans and Pacific Islanders. An Engineer, Entrepreneur, Business Leader, Author and Public Servant, Paul is a first generation immigrant who came to America in 1976, receiving citizenship in 1980, later successfully achieving his American Dream.

Paul founded Manufacturing Technology, Inc. (MTI) in 1984, serving the DoD in avionics and battlefield electronics. Following MTI, Paul built three successful businesses - Total Parts Plus, Inc., an internet based data content company providing electronic component obsolescence management and engineering services; ActiGraph, LLC, an electronic medical device manufacturer of a product that collects biometric data; and Crestview Technology Air Park, an airport development providing infrastructure for aerospace and technology driven solutions in Northwest Florida.

As Founder and Chairman of HSU Educational Foundation Inc., Paul's vision has inspired establishment of HSU Innovation Institutes of learning, hosting business to student initiatives that inspire and prepare tomorrow's workforce with high demand skills.

Receiving an M.S. degree in 1978 from the University of Central Missouri in Industrial Management and System Engineering, Paul received his Ph.D. in 1992 in Engineering Management from LaSalle University and in 1995, completed a three-year Executive Educational Program at Harvard Business School. Since 2014, Paul holds a Sr. Research Fellow position in the Harvard University Asia Center. In 2014, Paul authored and published Guardians of the Dream, The Enduring Legacy of America's Immigrants.



Pallabi Saboo
Chief Executive Officer
Harmonia Holdings Group, LLC

Pallabi Saboo is the CEO for Harmonia Holdings Group, LLC. She has an extensive track record of building and operating successful technology and technology related services companies. She acquired Harmonia in 2006 and since then has grown it aggressively as it seeks to develop specialized technologies and technology-enabled services geared toward the federal and commercial sectors. She is an entrepreneur with a unique understanding of technology as well as business and strategic issues.

Among her many honors, Pallabi was recently nominated to serve on the Army Science Board that advises the Secretary of Defense, Secretary of the Army, and Chief of Staff of Army on scientific and technological matters. Pallabi also has served for 8 years on the Virginia Governor's Board for Small Business Financing Authority, an honor she has uniquely held under both Democratic and Republican governors. Some recognitions Pallabi has been fortunate enough to enjoy include: being named one of the top twenty-five female CEOs in DELMARVA (2008), Smart 100 CEOs (2009), Technical Trailblazer Federal Contractor (2011), Featured in Forbes (2013), Federal 100 (2014), and Entrepreneur of the Year finalist (2015).

Pallabi is electronics engineer and has an MBA, with a specialization in marketing, from Virginia Tech, where she was awarded a Cunningham Fellowship. The University has also honored her as a Lifetime Golden Hokie, a distinguished alumnus, and a member of the Ut Prosim Society. A philanthropist, Pallabi is a Paul Harris Fellow as well as a member of Arch Klumph Society of highest donors of the Rotary Foundation supporting social causes worldwide. Pallabi also supports the U.S. Veterans employment and training services via NVTC and Childrens' Education via Pratham.