

IMPCT Group Shares Strategy for Government Contractors & Alaska Native Corporations at National 8(a) Conference

Top executives take the stage for a panel discussion titled "Strategy as You Scale – Risk Mitigation, Compliance, & Partnering" at National 8(a) Conference

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government contractors and Alaska Native Corporations (ANCs) navigate rapid growth, the importance of risk mitigation, compliance, and strategic partnerships become critical for long-term success. At the upcoming [National 8\(a\) Conference](#), February 10-13, 2024, top executives will take the stage for a fireside chat panel discussion titled "Strategy as You Scale – Risk Mitigation, Compliance, & Partnering."

The National 8(a) Conference is the premier event for small businesses, government contractors, and federal agencies, providing a platform for education, networking, and business development. The event brings together industry

leaders and key decision-makers to foster opportunities and strengthen the federal contracting community.

This executive-level conversation will feature C-Suite leaders who have successfully scaled their businesses within the federal contracting space, adapting to the complexities of compliance, risk, and strategic growth. Attendees will gain first-hand insights into how these executives have navigated expansion challenges, leveraged partnerships, and refined operational strategies to drive sustainable success.

"Scaling a government contracting business requires more than just winning contracts – it demands a deep understanding of compliance, risk management, and strategic collaboration," said Joseph Haggler, VP Business Development, Koniag Government Services. "This panel will provide attendees with practical strategies they can apply immediately to support sustainable, long-term growth."

Key Discussion Topics:

Risk Mitigation: Managing financial, operational, and regulatory risks during periods of high growth.

Compliance & Federal Regulations: How successful firms ensure compliance while expanding government contract portfolios.

Strategic Partnerships: The role of teaming agreements, joint ventures, and subcontracting in scaling effectively.

Lessons from Real-World Growth Stories: How industry leaders have adjusted their strategies to meet evolving demands and successfully exited their businesses.

“The 8(a) federal contracting program is a critical driver of economic growth and innovation, providing small and disadvantaged businesses with the opportunity to support mission-critical government operations. Their contributions not only strengthen the U.S. government’s supply chain but also create lasting economic impact for their communities,” said Waco Hoover, CEO & Founder, [IMPCT Group](#). “This panel discussion will address the importance of fostering strategic partnerships within the 8(a) space to drive innovation, enhance operational effectiveness, and ensure long-term success for both the government and the businesses that serve it.”

Government contractors, 8(a) firms, Alaska Native Corporations, and businesses engaged in the federal space will gain practical, actionable insights to help navigate growth challenges, refine their risk strategies, and strengthen their competitive edge.

IMPCT Group is the trusted partner for organizations committed to profitable growth and long-term value creation. We equip business leaders with proprietary tools and expert guidance to drive execution, strengthen decision-making, and build high-performing teams that succeed in competitive markets. With a proven track record of delivering results, we combine data-driven insights with deep operational expertise to help organizations turn complexity into opportunity and achieve lasting success. www.impactgroup.com

Waco Hoover

IMPCT Group

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