

Patty Brown



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Director, Program Management

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Patty Brown joined the Montgomery County Chamber of Commerce in September 2012 as Director of Program Management. In this role, Patty is responsible for critical management, development and implementation of Montgomery County Chamber of Commerce GovConNet programs which include the GovConNet Institute, Federal Procurement Conference, On-Site agency visits, GovConNet Member Meetings, GovConNet Council Meeting and Forums. She also assists the EVP with the execution the Montgomery County Chamber Community Foundation programs which include VIP, Green Business Forum and the Fundraising Golf Tournament.

Prior to joining the MCCC team, Patty spent 12 years at FedBid, Inc. The primary objective of the company is to facilitate interaction between the government procurement community and the private sector. Its web-based platform utilizes a reverse auction model that creates efficiencies in the purchasing process. Benefits include cost avoidance (both monetary and hours worked) as well as reduction in procurement lead time.

During Patty's time at FedBid, she held a variety of positions. Initially Patty acted as the on-site support for the Department of State and focused on deepening relationships and leading trainings. Being fluent, she also introduced FedBid to U.S. Embassy's located in Spanish speaking countries. This resulted in the expanded use of FedBid in the Department of State.

In late 2003, Patty obtained the second major contract for the company: National Institute of Standards and Technology (NIST). This later resulted in relationships with Customs and Border Protection (CBP) as well as Immigration and Customs Enforcement (ICE) and ultimately led to FedBid's presence in the Department of Homeland Security (DHS). During this process, Patty worked very closely with the Contracting Officers, acquisition policy, and legal departments where she learned the Government Procurement Process for Simplified Acquisition purchases. As a result of Patty's relationship with these agencies, her focus during her last few years at FedBid was on the Chief Procurement Executive team inside of DHS.

Aside from revenue generating activities, Patty also helped design and implement the account operations structure as it stands today. After defining the roles and responsibilities of the account manager and senior account manager, she trained both positions. Patty also created

and introduced processes to effectively manage the "life of the buy". Additionally, she helped to conceptualize the idea of a FedBid hosted executive roundtable for our top government clients to share best practices in the industry.

Patty earned a BA in Communication with a minor in Spanish in the Business Track from University of Maryland College Park in 2000.

Along with her husband and two children, Patty enjoys outdoor activities such as the beach, camping, hiking, bike riding and skiing. Her family is members of Church of the Redeemer.