

Speaker Kit · Olufela "Lu" Fagbure

Reviewed 9 September 2026. Company credentials below reflect the latest documented records, not a new certification issued on this date.

For conference organizers, summit programmers, and podcast bookers. Positioning: an operator speaking on procurement literacy for small and minority-owned firms.

These are offered topics and formats. Dates, availability and arrangements are confirmed by inquiry; this kit does not list past speaking engagements.

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1. Speaker positioning paragraph

Olufela "Lu" Fagbure is the Founder & Director of IT Custom Solution LLC and an operator working where procurement, technology delivery, and responsible automation meet. His background spans more than a decade in enterprise technology and IT consulting. His sessions are practical, evidence-based, and clear about what has and has not been proven.

2. Intro one-liner for emcees

Please welcome Lu Fagbure, founder of IT Custom Solution and an operator who speaks on procurement literacy for small and minority-owned firms.

3. Signature keynote

Title: Procurement Is a System. Learn the System.

Description: For small firms approaching government buyers, procurement can be an unfamiliar process. This proposed keynote examines the practical work of reading requirements, documenting capabilities and deciding whether to bid.

In this keynote, Lu walks an audience of small-business owners through what actually separates the firms that win from the firms that never bid. He draws on founding IT Custom Solution, earning NYC and NMSDC MBE certification, registering on SAM.gov, and completing competitively awarded public-sector technology-supply work. He is specific about what certifications get you, how to read a solicitation for the points that matter, and where bids quietly lose. The session presents procurement as a method, with practical steps for owners to consider.

Three takeaways: 1. How to distinguish a capability gap from a missing procurement process. 2. What an MBE certification, a SAM.gov registration, and one well-read solicitation actually unlock. 3. How to build a

requirement checklist and identify evidence gaps before submission.

4. Workshop topics

Workshop A: Your First Government Bid

A hands-on working session for owners who have never bid, or who tried once and stalled. Lu takes the room through the concrete entry path: setting up and getting right on SAM.gov, choosing which certifications are relevant and what each one gets you, with an honest distinction between NYC and NMSDC MBE certifications held today and the SBA 8(a) application submitted in 2026, and reading a real solicitation end to end to find the requirements that decide the award. The proposed session includes a first-bid checklist and discussion of next actions. Format: 90 to 120 minutes, capped for working interaction.

Workshop B: Designing Accountable Workflows In A Lean Firm

A working session on separating repetitive workflow steps from decisions that require context and accountability. Participants map one process, identify the evidence each decision needs, name the accountable owner, and define the point at which the process must stop for review. The session stays focused on governance and operating design rather than exposing any company's internal systems. Format: 90 minutes.

5. Podcast-ready topics

Topic 1: "Procurement is a language"

Angle: Why technical capability and procurement literacy are different, and how a small firm learns to translate requirements into a credible, defensible response. Good for founder-journey and small-business shows.

Topic 2: "What certifications actually get you"

Angle: A myth-busting conversation on MBE, 8(a), and NMSDC: what each one really unlocks, what it does not, and why honesty about pending versus certified matters. Good for procurement, supplier-diversity, and minority-business audiences.

Topic 3: "Remove friction, not accountability"

Angle: How a lean firm uses software to organize repetitive work while keeping evidence, judgment, and accountability visible. Good for product, founder, and technology shows.

Topic 4: "One firm, two buying environments"

Angle: What government and commercial markets teach a multi-practice technology firm about requirements, speed, evidence, and buyer risk. Good for founder, procurement, and technology shows.

6. Session descriptions (program-ready blurbs)

Keynote, program blurb:

For a small firm, learning procurement requires more than technical capability. Lu Fagbure, founder of IT Custom Solution, breaks down how small and minority-owned firms actually win public contracts: what certifications get you, how to read a solicitation, and where bids quietly lose. Practical, honest, and built to be acted on the same week.

Workshop A, program blurb:

A hands-on first-bid working session: SAM.gov, the right certifications, and reading one real solicitation. The proposed session includes a first-bid checklist and discussion of next actions.

Workshop B, program blurb:

A practical workshop for mapping one workflow, preserving the evidence behind decisions, and keeping accountability clear in a lean firm.

7. A/V and logistics

Format options: keynote (30 to 45 min), keynote plus Q&A (60 min), workshop (90 to 120 min), fireside or panel, remote or in person.

Proposed A/V arrangements, to agree with the host: - Wireless lavalier or headset microphone (handheld acceptable for panels). - Confidence monitor preferred for keynote; not required. - HDMI or USB-C to the house system; presenting device and any advance slide files to be agreed. - 16:9 projection or screen. Clicker or advancer if available. - For remote sessions: a stable link, screen-share enabled, and a tech check 15 minutes prior.

Preparation: confirm presenting device, clicker and slide backup during planning. A short bio, portrait, and session description are available in this kit and in the press kit.

Host planning: agree A/V, a run-of-show with timing, and the names and titles for the intro.

Inquiry process

Share the audience, date or window, format, location and intended outcome. Formats and technical arrangements are agreed by inquiry; no dates, fees, availability or booking are confirmed by this kit. The website prepares a copyable email draft and does not send a message for you.