

**NATIONAL
CENTER** for

VIP

**Veteran Institute
for Procurement**

Powered by

U.S. Small Business Administration

SBA

Your Small Business Resource

Veteran Institute for Procurement (VIP)

- 3-day, 27-hour, educational training programs for owners, principals and C-level executives of veteran-owned businesses nationwide
- Designed to increase their ability to win government contracts by establishing best business practices
- Instructed by 28 industry experts and government officials
- 50 veteran business executives trained each session
- Offered at no cost to participants



3-day, 27 hour Program with 28 Instructors



CLASS INSTRUCTION



KEYNOTE LUNCH



BOLGER CENTER

OSDBU PANEL



GRADUATION



VIP Curriculum

- Accounting/Budgets/Developing Rates
- Compliance
- Contracting – Teaming, Joint Ventures, RFI
- Financing/Capital Management
- Human Resources
- Insurance
- Marketing – Proposals & Capture Management
- Program Management/Internal Controls



Eligibility

Applicant must be

- An owner, principal or C-level executive for a Veteran-owned business;
- In business for a minimum of 2 years with 3 full time employees;
- A business with experience working on government contracts as a prime and/or sub-contractor to a prime; and
- A small business.



VIP Graduate Statistics

Launched in 2009

- ❖ 496 veteran-owned businesses
- ❖ 35 states, Washington, D.C., and Guam
- ❖ VIP Graduates have an average of 7 years in business and 16 employees
- ❖ 80% SDVOSB
- ❖ 40% 8(a)
- ❖ 53% minority-owned
- ❖ 14% woman-owned
- ❖ 11% HUB Zone
- ❖ 100% Veteran Owned



**VIP Graduating Class
March 2015**

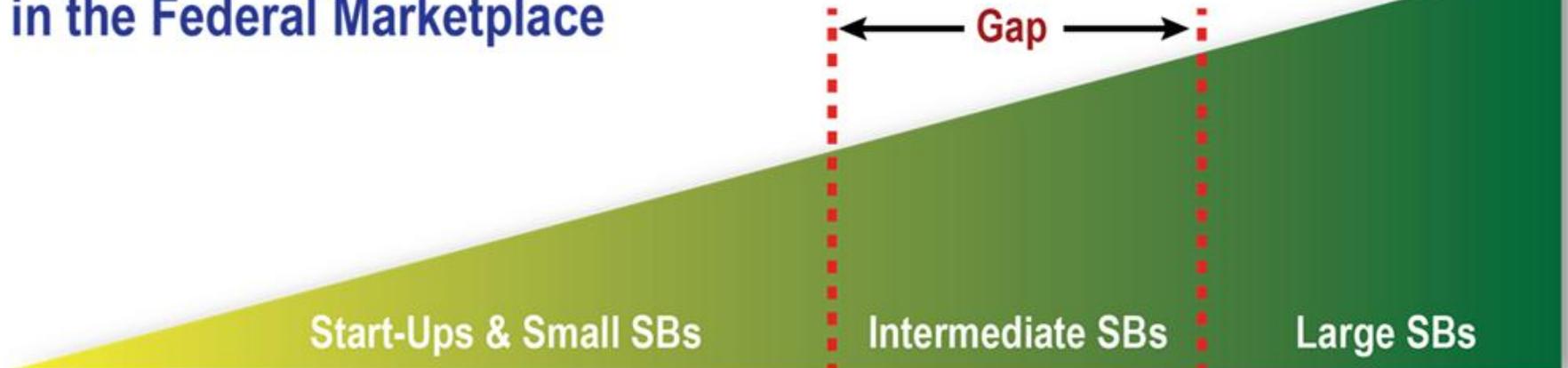
VIP is Unique

- Federal government contracting focus; an area in which veterans are uniquely qualified
- Fills the business gap between “start-ups” and “big leaguers”
- Market-based, real-time expert instruction
- Creates a national VIP alumni network
- VIP graduates receive congressional citations



VIP is Filling The Gap

Support for Veteran-Owned Small Businesses in the Federal Marketplace



Start-Ups & Small SBs

Intermediate SBs

Large SBs

Start-Ups & Small SBs

Intermediate SBs

Large SBs

VIP Success Stories

- **A 2014 survey of 184 VIP graduate reported:**
 - ❖ **JOBS:** Created 2,018 jobs
 - ❖ **HIRE:** 55% of their employees are veterans
 - ❖ **GROWTH:** Increased their revenue by an average of 49% within 1 year after graduation
 - ❖ **CHANGE:** 82% improved the way they do business
- **3 of the 7 SDVOSB/VOSB winners of the VA t4-\$12B contract are VIP graduates**
- **1 of the 10 SDVOSB winners of the NIH CIO-SP3 GWAC-\$20B contract is a VIP graduate**



Class of June 2015



Get Engaged and Support VIP

- Refer VOSB and SDVOSB companies that would benefit from VIP
- Volunteer as an Instructor
- Donate to VIP



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VIP GOVERNMENT PARTNERS



*U.S. Small Business Administration
Office of Veterans Business Development*

Funded in part through a Cooperative Agreement



Department of Business & Economic Development



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MCCC **Montgomery County Chamber Community Foundation**
FOUNDATION

Coming in 2016



International



National Center for Veteran Institute for Procurement

Arming Vets to Win

Upcoming Sessions:

October 20-22, 2015

March 1-3, 2016

June 21-23, 2016

APPLY TODAY!

www.NationalVIP.org

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