

Doing Business with VA Post-Kingdomware: How Kingdomware Is Reshaping How VA Does Business

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Agenda

- How Kingdomware is Reshaping How VA Does Business
 - Kingdomware- What is the Rule of Two?
 - Impact of Supreme Court Decision on VA
 - Market Research Approach
 - VA Business Intelligence Tool (BIT)
 - Benefits for Procurement Decision Makers (PDM)
- Role of Commercial Companies in VA Subcontracting
- National Veterans Small Business Engagement (NVSBE) 2016
- NVSBE Commercial Partners



Kingdomware-What is the “Rule of Two”?

Provides that “... a contracting officer of the Department **shall award contracts**” by restricting competition to Veteran-Owned Small Businesses if the officer **reasonably expects** that at least two such businesses “... **will submit offers** and that the award can be made at a **fair and reasonable price** that offers **best value** to the United States.” 38 U. S. C. § 8127(d)

- Supreme Court of the United States, KINGDOMWARE TECHNOLOGIES, INC. v. UNITED STATES



Impact of Supreme Court Decision on VA

- Expected increase in opportunities for procurement-ready VOSBs
- Requires VA to update procurement policies and procedures and to train VA staff
- Could potentially slow down some procurements due to increased work load
- Emphasizes necessity for comprehensive and robust Market Research that facilitates identification of procurement-ready VOSBs for VA requirements
- Expected increase in volume of Verification applications and increased significance of the Vendor Information Pages (VIP)



VA Business Intelligence Tool

- 24/7 Cloud-based platform
- Facilitates engagement activity between Procurement Decision Makers and Small Businesses
- Key Elements
 - Market Research
 - Compatibility Scoring
 - Virtual Matchmaking
 - Opportunity Postings
 - Events Registration



Benefits for Procurement Decision Makers

- Leverage technology to allow for direct access to small business
- Provides a more transparent engagement process
- Allows you to communicate with the small business you are most interested in
- Improves efficiency and accessibility of Market Research



VA Subcontracting Plan Breakdown

FY 2014

	Plans Reported	Plans Accepted	Commercial Plans where VA is <i>NOT</i> Cognizant Agency
Individual Plans	396	212	
VA Commercial Plans	210	171	26 (only 4 not accepted)

• Source: Electronic Subcontracting Reporting System (eSRS) as of (enter date)



VA Subcontracting Awards to Small Business FY 2014

90% of VA dollars go to Commercial Plans

	Dollars Awarded (Achievement)	Percent of Total Dollars Subcontracted	Percentage Goal
All Plans (Total = \$13.34 billion)			
All Small Business	\$2.48 billion	18.6%	17.0%
SDVOSB	\$74.19 million	0.6%	3.0%
HUBZone	\$49.30 million	0.4%	3.0%
SDB	\$342.80 million	2.6%	5.0%
WOSB	\$357.45 million	2.7%	5.0%
Individual Subcontracting Plans on a VA Contract (Total = \$1.23 billion)			
All Small Business	\$468.62 million	38.0%	17.0%
SDVOSB	\$48.12 million	3.9%	3.0%
HUBZone	\$24.88 million	2.0%	3.0%
SDB	\$81.71 million	6.6%	5.0%
WOSB	\$66.79 million	5.4%	5.0%
Share Attributed to VA under Commercial Plans (Total = \$12.11 billion)			
All Small Business	\$2.01 billion	16.6%	17.0%
SDVOSB	\$26.07 million	0.2%	3.0%
HUBZone	\$24.42 million	0.2%	3.0%
SDB	\$261.10 million	2.2%	5.0%
WOSB	\$290.67 million	2.4%	5.0%



NVSBE 2016



- **When:** November 1-3, 2016
- **Where:** Minneapolis, MN
- **Number of VA Staff:** 500+
- **Number of VOSB:** 1500+
- **Key Activities:**
 - Business Opportunity Sessions, Networking Roundtables, Dining with Decision Makers, Senior Leader Round Tables, Informal Receptions, Learning Sessions, Exhibits, One-on-One Follow-up Meetings



NDIA Commercial Partners for NVSBE

- AECOM (DwDM/Learning Session)
- BAE Systems (Booth)
- Battelle (Booth)
- Booz Allen Hamilton (NRT/DwDM)
- CACI (DwDM)
- CGI Federal (DwDM)
- Deloitte (DwDM)
- General Dynamics (DwDM/Silver Sponsor)
- HDT Global (DwDM)
- Leidos (DwDM/Diamond Sponsor)
- Lockheed Martin (Booth, Gold Sponsor)
- Northrop Grumman (DwDM/Booth/Silver Sponsor)
- Parsons (DwDM)
- Oshkosh Defense, LLC (Booth)
- Siemens (Booth/Gold Sponsor)