

# 2017 National Veterans Small Business Engagement



**Presented by:**  
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**National Defense Industrial Association  
TRI-Association Small Business Advisory Panel (TRIAD)**



U.S. Department  
of Veterans Affairs



## Purpose of NVSBE

NVSBE connects procurement-ready VOSBs with VA Procurement Decision Makers (PDMs), other federal agencies, state government, as well as large corporate firms with small business needs. NVSBE provides training opportunities to improve the capabilities of small businesses to compete for contracts. NVSBE also enables PDMs to engage with a large number of VOSBs in a short period of time, facilitating market research.





# Previous NVSBE locations

1. New Orleans (2011)
2. Detroit (2012)
3. St. Louis (2013)
4. Atlanta (2014)
5. Pittsburgh (2015)
6. Minneapolis (2016)
7. **St. Louis (2017)**





# NVSBE 2017 Snapshot

- 5 – 7 December 2017
- St. Louis, MO
- 1800 VOSBs
- Commercial Businesses
- Other Federal Agencies
- Veterans Affairs Staff
- Website: <https://nvsbe.com>
- **KEY GOAL: ACCESS**





# How Do We Provide Access?

- **Business Opportunity Sessions**
- **Networking Round Tables**
- **Learning Sessions**
- **One-on-One meetings**
- **Dining with Decision Makers**
- **Women Owned/HUBZone Reception**
- **Exhibit Hall**



## Agenda Framework 10 October 2017

7:00 am - 4:00pm Attendee Registration/Information Exhibit Hall C  
Center Center

Time	Sunday, December 3	Monday, December 4	Tuesday, December 5	Wednesday, December 6	Thursday, December 7	Time
7:00			7:00AM - 7:00PM Registration/Information	7:00AM - 7:00PM Registration/Information	7:00AM - 5:00PM Registration/Information	7:00
8:45			8:45 - 9:35AM Viewing Hall 3 Expo	8:45 - 9:35AM Breakout Sessions	7:30 - 8:15AM VA Awards Ceremony (VA Staff) Presenter: COS Vivica Wright Simpson Ferrara Theater	8:45
10:05			10:05 - 10:50AM TBD: General Session (3) General Session # 1 OI&T Reverse Industry Day	10:05 - 10:50AM Breakout Sessions	8:45 - 9:35AM Breakout Sessions	10:05
11:10			11:10 - 11:55AM General Sessions (3) Session # 1 OI&T Scott Blackburn	11:10 - 11:55AM Breakout Sessions	10:05 - 10:50AM Breakout Sessions	11:10
12:15			12:15 - 1:45PM "Dining with Decision Makers" Welcome Keynote: Stella Fiotes Executive Director CFM DWDM Hall 4-5	12:15 - 1:45PM "Dining with Decision Makers" Keynote: Thomas G. Bowman Deputy Secretary of Veterans Affairs DWDM Hall 4-5	12:15 - 1:45PM "Dining with Decision Makers" Keynote: Althea Coetzee Leslie Deputy Administrator SBA DWDM Hall 4-5	12:15
1:00	9:00AM - 8:00PM Exhibitor Registration & Move-in	10:00AM - 8:00PM Registration (VA Staff Must Register by 3PM) Conference Scheduling	1:00 - 4:00PM Ad-Hoc VA Staff Meetings (By Request)			
2:05			2:05 - 2:50PM Breakout Sessions	2:05 - 2:50PM Breakout Sessions	2:05PM Scheduled One-on-One	2:05
2:30			3:10 - 3:55PM Breakout Sessions	3:10 - 3:55PM Breakout Sessions	2:30PM Scheduled One-on-One	2:30
3:10			4:15 - 5:00PM Breakout Sessions	4:15 - 5:00PM Breakout Sessions	3:10PM Scheduled One-on-One	3:10
3:35			5:00 - 7:00PM Reception Expo Hall	5:00 - 7:00PM Reception Expo Hall	3:35PM Scheduled One-on-One	3:35
4:00						4:00
4:15						
4:45		4:45 - 6:00PM VA Staff Call (Closed Session) Sr. Leader Intro Stella Fiotes Ferrara Theater				
6:30		6:30 - 7:30PM VA Staff Ice Breaker Reception (Closed Session) Atrium (Hosted by CVB)				
7:00			7:00 - 9:00PM Women Owned Small Business & HUBZone Reception Atrium (Sponsored)			
7:30						
8:00						8:00

**Legend:**

NRT: Networking Roundtables Types: Executive Leader, Senior Leader, PDMs (VA, Commercial, or OGA)

One-on-One: Individual meeting between PDM and Businesses

Breakout Sessions: Learning Session or Business Opportunity Session

General Session: Will be led by VA, other government agencies (OGA), or Commercial Leaders. General Sessions provide an overview of a timely or 'hot' topic that a large number of stakeholders would find relevant - not just specific to one industry or COI

DWDM: Dining with Decision Makers: Plenary Luncheon conducted in Exhibit Hall 4 & 5



# Why Large Businesses Should Attend

- Network with other large businesses, VA acquisition professionals, and VOSBs
- Identify potential VOSB business partners for subcontracting opportunities
- Gain recognition as an industry leader supporting Veterans



# How You Can Play A Part

- Make connections with SDVOSBs and VOSBs in your industry
- Lead Business Opportunity Sessions
- Host a Networking Roundtable
- Engage with VOSBs During Dining with Decision Makers
- Showcase your Business in the Expo Hall





# **We Want to Enable a Good NVSBE Experience**

- Full access to VA Procurement Decision Makers
- Ability to cross reference procurement opportunities and forecasts from VA Buyers to the capabilities of firms in VIP
- More opportunities to interact with PDMs (e.g. Business Opportunity Sessions; Networking Round Table Sessions) as compared to previous years
- Greater access to industry PDMs and other government agencies



# The Five Priorities of the Department of Veteran Affairs (VA)



Greater Choice



Modernize Systems



Focus Resources



Improve Timeliness



Suicide Prevention



# VA Procurement FY18 Drivers

- Veterans First Contracting Program
  - Kingdomware
- Modernizing Systems
  - Electronic Health Records
  - Financial Management (FMBT)

A composite image featuring the St. Louis Gateway Arch at night. The top portion shows a close-up of the arch against a dark blue twilight sky. The bottom portion shows a wide view of the arch and the St. Louis skyline, including the Missouri State Capitol building, with city lights reflecting on the Mississippi River.

**Thank You!**