



VETERANS IN BUSINESS-STILL SERVING AMERICA



**20th Annual NASA/JPL High-Tech Conference
March 4, 2008**



US DEPARTMENT OF VETERANS AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE

Legislative Authority

- PL 105-135: VBOC Program
- PL 106-50: Federal SDVOSB Program
- PL 106-554: Two Subcontracting Goals
- PL 108-183: SDVOSB set-aside
- EO 13360: Strategic Plans
- PL 109-461 Veterans First! in VA
- PL 110-186 Outreach & Loan Help



New VA Procurement Tools

“Buy Direct from a Vet!”

-Direct sourcing up to \$5 Million

- Competitive Set-Asides for Veterans
- Additional credits for VOSBs in other small business programs
- Subcontracting Program improvements
- Establishes “verified” VOSBs and SDVOSBs



VA's P.L. 109-461 Verification Program

- **Responsible Organization:**
 - VA's Center for Veterans Enterprise
 - Contact: VACVE@va.gov
 - Toll-free support: 1.866.584.2344
- **Locate Program Application Information:**
 - www.VetBiz.gov - click on Vendor Information Pages database
- **Fully electronic and secure application process**
- **To Sell to VA, SDVOSB or VOSB businesses may:**
 - Self-represent their status; or
 - Voluntarily participate in VA's Verification Program



VA's P.L. 109-461 Verification Program

Benefits:

- Large VA contractors will use verified SDVOSB and VOSB subcontractors for achievement credits;
- Large prime contractors with VA partnership agreements will voluntarily use verified SDVOSB and VOSB subcontractors;
- VA contracting teams have unique buying authority including VOSB set-asides and sole sourcing, but only when they use verified SDVOSBs and VOSBs.



VA's P.L. 109-461 Verification Program

Who May Apply:

Owners who are veterans, service-disabled veterans, or eligible surviving spouses.

Process Snapshot:

- Eligible owners complete online form when registering in the VIP database to:
 - Establish individual owner status
 - Document the percent of the business owned by eligible individuals;
 - Affirm that eligible individuals control the business
 - Provide Personally identifiable Information from eligible owners so VA may verify eligibility



VA's P.L. 109-461 Verification Program

Process Snapshot - VA CVE staff then:

- Match personally identifiable information against VA master database: Benefits Identification Retrieval Locator System (BIRLS); and
- Check Excluded Parties List; then
- Issue a verification letter, lapel pin and logo on CD to the company;
- Modify database to show verified status;
- May follow-up with on-site Records Examination to ensure compliance with PL 109-461.

Eligibility Term: one year, with no change in ownership



More about CVE

- Office of the Secretary Organizational Element
- 17 FTE in 3 Units:
 - Communications
 - Business Development
 - Business Expansion
- **Mission:**
 - “We promote business ownership and expansion for veterans and service-disabled veterans.”
- **Objective:**
 - **Expand** the Business Base thru Structured Growth
- Established February 2001



Communications

Promote the Federal Veterans Entrepreneurship Program and the assistance offered by CVE and our partners.

- Veterans Business Outreach
- Informational Material
- Federal Web Portal
www.VetBiz.gov
- Champions of Veteran Enterprise Annual Awards Ceremony
- Annual Notifications to Veterans in Business



Business Development

Provide resource assistance to connect the veteran with community-based support services.

- **Resource Assistance**

Toll-Free Help Line 866.584.2344

VACVE@va.gov

- **Community-Based Partnerships**
- **VetFran**



Business Expansion

Assist the established veteran business owner who is seeking
Federal marketplace opportunities.

- Vendor Market Research Reports
- Corporate Advocates for Veterans Enterprise (CAVE)
- Government Advocates for Veterans Enterprise (GAVE)
- VetBiz Vendor Information Pages (VIP)



VA's SDVOSB Success Strategy

- Use SDVOSB set-asides
- Encourage SDVOSB's to Market to VA
- Monitor Prime Contractor's numbers
- Training
- Publicize VA needs



Center for Veterans Enterprise Online VetBiz Vendor Information Pages (VIP)

Are You a **Business** Owner?

and a **Veteran** of the U.S. Military?

Register with **VetBiz**

See if You Qualify

VETBIZ.gov

About VetBiz VIP

- Used to Notify Veterans in Business About Available Help Resources
- Inform Federal Agencies of SDVOSB Products, Services and Contact Information
- Links with CCR
- Anyone Can Create Provisional Entry; Owner Finalizes
- The Owner validates Vet Status, SB Size & 51% Question
- Sends FedBizOpps Notices and VA Forecast Postings to Listed Firms
- Verified VIP record is required for VA Set-asides under PL 109-461



Enhanced VIP III

- Over 11,000 businesses, over 6,100 SDVOSBs;
- More complete, more accurate company data;
- Receives data from CCR based on DUNS number;
- Owner can register to receive FedBizOpps notices;
- Multiple NAICS code searches;
- Customizable results format;
- Results can be downloaded to Access or Excel;
- Buyers are using this database to find prospective vendors.



Patriot Express & MREIDL Initiatives



- SBA's new loan program for veterans
- Loans available up to \$500,000
- Loans can be used for startup, expansion, real estate purchases and more.
- SBA's lowest interest rates for business loans.
- MREIDL
 - to provide funds to eligible small businesses to meet its ordinary and necessary operating expenses that it could have met, but is unable to meet, because an essential employee was "called-up" to active duty in their role as a military reservist



CVE Partners



CVE Contact Information

Mailing address:

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Center for Veterans Enterprise (OOVE)
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Washington, DC 2042

Location:

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Telephone:

Local (202) 303-3260 Toll free (866) 584-2344

Email:

VACVE@va.gov

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Because Veterans Is Our First Name



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