“Promoting Win-Win”

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U.S. Department of Veterans Affairs (VA)

TRIAD Conference
September 8, 2014
Achieving Win-Win by Engaging Veteran-Owned Small Business (VOSB)

- You receive quality goods and services at a good price from Veteran-owned small businesses
- You acquire effective partners to help you pursue business
- VOSBs gain access to economic opportunity, experience, and expertise
Current Initiatives

• Procurement Readiness (PR)
• Risk Mitigation
• Commercial Access Program
• Veteran Employment Initiative (VEI)
Procurement Readiness (PR)

- We seek to increase return on investment (ROI) from VOSB engagement
- Link buyer with “procurement ready” VOSB
- Procurement Preference Profile
- We seek to learn from you
Risk Mitigation

• Biggest challenge to VOSB
• Increase information about VOSB
• Verification
• Risk Scoring
Commercial Access Program

- National Veterans Small Business Engagement (NVSBE)
- Commercial Opportunity Showcases
- Sourcing Service
Veteran Employment Initiative

• Goal: Promote Veteran employment through education, commitment, recognition, and access.

• Approach
  – Educate firms on economic benefits of hiring Veterans.
  – Recognize firms that pledge to hire Veterans.
  – Follow-up
  – Inclusion in VA NVSBE
National Veterans Small Business Engagement (NVSBE)

Engagement = ACCESS

Date: December 9-11, 2014
Location: Atlanta, GA
Visit Online: http://www.nvsbe.com/

• Who will be there?
  – Commercial Partners, Large Prime Contractors, Procurement Ready Service-Disabled Veteran Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs), Government Procurement Decision Makers

• The NVSBE will:
  – Provide you access to high quality products and services provided by Veteran-owned small businesses
  – Give you an opportunity to gain access to over $2.5 billion in protected set-asides for VOSB procurements
  – Give your organization recognition as an industry leader supporting Veterans
  – Help your organization demonstrate its corporate social responsibility by meeting mandated social-economic goals for procurements
Important Contacts

**OSDBU:**
[http://www.va.gov/osdbu](http://www.va.gov/osdbu)
**Phone:** (202) 461-4300
(800) 949-8387

**Procurement Readiness:**
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**Capacity Building and Corporate/ Commercial Partnering Team:**
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**National Veterans Small Business Engagement:**