



## **“Promoting Win-Win”**

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U.S. Department of Veterans Affairs (VA)

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# 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>

Phone: (202) 461-4300  
(800) 949-8387

## **Procurement Readiness:**

Milagros Ortiz, Small Business Specialist-  
[Milagros.Ortiz@va.gov](mailto:Milagros.Ortiz@va.gov)

## **Capacity Building and Corporate/ Commercial Partnering Team:**

Hollie Montgomery, Small Business Specialist-  
[Hollie.Montgomery@va.gov](mailto:Hollie.Montgomery@va.gov)

## **National Veterans Small Business Engagement:**

<http://www.nvsbe.com/>

