Veteran Institute for Procurement (VIP)

- 3-day, 27-hour, educational training programs for owners, principals and C-level executives of veteran-owned businesses nationwide
- Designed to increase their ability to win government contracts by establishing best business practices
- Instructed by 28 industry experts and government officials
- 50 veteran business executives trained each session
- Offered at no cost to participants
3-day, 27 hour Program with 28 Instructors
VIP Curriculum

• Accounting/Budgets/Developing Rates
• Compliance
• Contracting – Teaming, Joint Ventures, RFI
• Financing/Capital Management
• Human Resources
• Insurance

• Marketing – Proposals & Capture Management
• Program Management/Internal Controls
Applicant must be

- An owner, principal or C-level executive for a Veteran-owned business;
- In business for a minimum of 2 years with 3 full time employees;
- A business with experience working on government contracts as a prime and/or sub-contractor to a prime; and
- A small business.
VIP Graduate Statistics

Launched in 2009

- 496 veteran-owned businesses
- 35 states, Washington, D.C., and Guam
- VIP Graduates have an average of 7 years in business and 16 employees
- 80% SDVOSB
- 40% 8(a)
- 53% minority-owned
- 14% woman-owned
- 11% HUB Zone
- 100% Veteran Owned

VIP Graduating Class
March 2015
VIP is Unique

- Federal government contracting focus; an area in which veterans are uniquely qualified
- Fills the business gap between "start-ups" and "big leaguers"
- Market-based, real-time expert instruction
- Creates a national VIP alumni network
- VIP graduates receive congressional citations
VIP is Filling The Gap

Support for Veteran-Owned Small Businesses in the Federal Marketplace

Start-Ups & Small SBs | Intermediate SBs | Large SBs

Gap
VIP Success Stories

- A 2014 survey of 184 VIP graduate reported:
  - **JOBS:** Created 2,018 jobs
  - **HIRE:** 55% of their employees are veterans
  - **GROWTH:** Increased their revenue by an average of 49% within 1 year after graduation
  - **CHANGE:** 82% improved the way they do business

- 3 of the 7 SDVOSB/VOSB winners of the VA t4-$12B contract are VIP graduates

- 1 of the 10 SDVOSB winners of the NIH CIO-SP3 GWAC-$20B contract is a VIP graduate
Class of June 2015
Get Engaged and Support VIP

• Refer VOSB and SDVOSB companies that would benefit from VIP
• Volunteer as an Instructor
• Donate to VIP
Coming in 2016
National Center for Veteran Institute for Procurement

Arming Vets to Win

Upcoming Sessions:
October 20-22, 2015
March 1-3, 2016
June 21-23, 2016

APPLY TODAY!

www.NationalVIP.org