Current Situation

• YTD FY 2015: VA at 30.9% against VA goal of 32% ($15.2 Billion obligated)
• Projections of spend will preclude achievement of SB Goal
  – $1.6 Billion increase in Pharmaceuticals (0% SB)
  – $297 million reduction in NRM (98% SB)
  – $300 million increase in Major Construction (10% SB)
  – $121 increase in Dialysis (0.3% SB)
  – $100 million increase in PCCC (0% SB)
• Projected overall SB achievement: 29.8%
FY 2016 Small Business Initiatives

- Focus on what we can manage, and actively manage it.
- Improve Market Research Capability
- Expand access
Improve Market Research Capability

• Establish Small Business Intelligence Tool
• Make it primary tool for market research at VA
• Make it useful for Large Business Partners
  – Incorporate Data Fields useful to Corporate PDM
  – Make it accessible to Corporate PDM
  – Use it to develop access activities
  – Reduce ad hoc vendor meetings.
Expanding Access: National Veterans Small Business Engagement

NVSBE is centerpiece of VA efforts to promote VOSB access to economic opportunity
Overview

• 17 – 19 November 2015
• Pittsburgh, PA
• 2,000 – 2,500 VOSBs
• 330 VA Procurement Decision Makers
• 100 – 200 Representatives from other Government Agencies
• 60+ Commercial Partners
Purpose of NVSBE

• Demonstrate commitment to enabling procurement ready VOSBs to gain access to economic opportunities
• Improve efficiency and effectiveness of market research
• Reduce the use of inefficient ad hoc vendor meetings
• Meet FAR requirements for access
VA Seeks Corporate Partners

- Benefits to Corporate Partners
  - Efficient market research on VOSB partners
  - Access to VA PDM
- Benefits to VOSB
  - Access to corporate PDMs
  - Access to corporate partnering opportunities for federal procurements
- Benefits to VA
  - Improved access of VOSB to economic opportunities
  - Efficient market research
How to partner

• Sponsor
• Booth
• Host SB sessions
  • Business Opportunity Sessions
  • Networking Sessions
  • Host Luncheon Tables
• Receptions
• “How to do business” sessions
• Invitation only one on one sessions
Keynote Speakers

• Maria Contreras-Sweet, SBA Administrator - 17 November (Invited)
• GEN Dennis Via, Commanding General AMC – 18 November (Confirmed)
• SECVA - 19 November (Confirmed)
General Session Speakers

• LTG Bostick, USACE - 19 November General Session on Army Corps of Engineers (Confirmed)
• VA Under Secretary for Health – Dr. David J. Shulkin, MD (Confirmed)
• VA Under Secretary for Benefits - Allison A. Hickey (Confirmed)
• Assistant Secretary for OI&T and Chief Information Officer - LaVerne H. Council (Confirmed)
• Principal Executive Director for OALC - Gregory L. Giddens (Confirmed)