

Department of Veterans Affairs Small Business Update

Briefing to TRIAD Conference September 23, 2015



U.S. Department
of Veterans Affairs



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)