Doing Business with VA Post-Kingdomware:
How Kingdomware Is Reshaping How VA Does Business

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Agenda

• How Kingdomware is Reshaping How VA Does Business
  – Kingdomware- What is the Rule of Two?
  – Impact of Supreme Court Decision on VA
  – Market Research Approach
  – VA Business Intelligence Tool (BIT)
  – Benefits for Procurement Decision Makers (PDM)

• Role of Commercial Companies in VA Subcontracting

• National Veterans Small Business Engagement (NVSBE) 2016

• NVSBE Commercial Partners
Kingdomware—What is the “Rule of Two”?

Provides that “… a contracting officer of the Department shall award contracts” by restricting competition to Veteran-Owned Small Businesses if the officer reasonably expects that at least two such businesses “… will submit offers and that the award can be made at a fair and reasonable price that offers best value to the United States.” 38 U. S. C.§8127(d)

— Supreme Court of the United States, KINGDOMWARE TECHNOLOGIES, INC. v. UNITED STATES
Impact of Supreme Court Decision on VA

• Expected increase in opportunities for procurement-ready VOSBs
• Requires VA to update procurement policies and procedures and to train VA staff
• Could potentially slow down some procurements due to increased work load
• Emphasizes necessity for comprehensive and robust Market Research that facilitates identification of procurement-ready VOSBs for VA requirements
• Expected increase in volume of Verification applications and increased significance of the Vendor Information Pages (VIP)
VA Business Intelligence Tool

• 24/7 Cloud-based platform
• Facilitates engagement activity between Procurement Decision Makers and Small Businesses

• Key Elements
  – Market Research
  – Compatibility Scoring
  – Virtual Matchmaking
  – Opportunity Postings
  – Events Registration
Benefits for Procurement Decision Makers

• Leverage technology to allow for direct access to small business
• Provides a more transparent engagement process
• Allows you to communicate with the small business you are most interested in
• Improves efficiency and accessibility of Market Research
## VA Subcontracting Plan Breakdown

### FY 2014

<table>
<thead>
<tr>
<th></th>
<th>Plans Reported</th>
<th>Plans Accepted</th>
<th>Commercial Plans where VA is NOT Cognizant Agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Plans</td>
<td>396</td>
<td>212</td>
<td></td>
</tr>
<tr>
<td>VA Commercial Plans</td>
<td>210</td>
<td>171</td>
<td>26 (only 4 not accepted)</td>
</tr>
</tbody>
</table>

- Source: Electronic Subcontracting Reporting System (eSRS) as of (enter date)
# VA Subcontracting Awards to Small Business FY 2014

90% of VA dollars go to Commercial Plans

<table>
<thead>
<tr>
<th></th>
<th>Dollars Awarded (Achievement)</th>
<th>Percent of Total Dollars Subcontracted</th>
<th>Percentage Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>All Plans (Total = $13.34 billion)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Small Business</td>
<td>$2.48 billion</td>
<td>18.6%</td>
<td>17.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$74.19 million</td>
<td>0.6%</td>
<td>3.0%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$49.30 million</td>
<td>0.4%</td>
<td>3.0%</td>
</tr>
<tr>
<td>SDB</td>
<td>$342.80 million</td>
<td>2.6%</td>
<td>5.0%</td>
</tr>
<tr>
<td>WOSB</td>
<td>$357.45 million</td>
<td>2.7%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>

| **Individual Subcontracting Plans on a VA Contract (Total = $1.23 billion)** |                               |                                       |                 |
| All Small Business   | $468.62 million              | 38.0%                                 | 17.0%           |
| SDVOSB               | $48.12 million               | 3.9%                                  | 3.0%            |
| HUBZone              | $24.88 million               | 2.0%                                  | 3.0%            |
| SDB                  | $81.71 million               | 6.6%                                  | 5.0%            |
| WOSB                 | $66.79 million               | 5.4%                                  | 5.0%            |

| **Share Attributed to VA under Commercial Plans (Total = $12.11 billion)** |                               |                                       |                 |
| All Small Business   | $2.01 billion                | 16.6%                                 | 17.0%           |
| SDVOSB               | $26.07 million               | 0.2%                                  | 3.0%            |
| HUBZone              | $24.42 million               | 0.2%                                  | 3.0%            |
| SDB                  | $261.10 million              | 2.2%                                  | 5.0%            |
| WOSB                 | $290.67 million              | 2.4%                                  | 5.0%            |

NVSBE 2016

- **When:** November 1-3, 2016
- **Where:** Minneapolis, MN
- **Number of VA Staff:** 500+
- **Number of VOSB:** 1500+
- **Key Activities:**
  - Business Opportunity Sessions, Networking Roundtables, Dining with Decision Makers, Senior Leader Round Tables, Informal Receptions, Learning Sessions, Exhibits, One-on-One Follow-up Meetings
NDIA Commercial Partners for NVSBE

- AECOM (DwDM/Learning Session)
- BAE Systems (Booth)
- Battelle (Booth)
- Booz Allen Hamilton (NRT/DwDM)
- CACI (DwDM)
- CGI Federal (DwDM)
- Deloitte (DwDM)
- General Dynamics (DwDM/Silver Sponsor)
- HDT Global (DwDM)
- Leidos (DwDM/Diamond Sponsor)
- Lockheed Martin (Booth, Gold Sponsor)
- Northrop Grumman (DwDM/Booth/Silver Sponsor)
- Parsons (DwDM)
- Oshkosh Defense, LLC (Booth)
- Siemens (Booth/Gold Sponsor)

* DwDM= Dining with Decision Makers
NRT= Networking Round Table