Purpose of NVSBE

NVSBE connects procurement-ready VOSBs with VA Procurement Decision Makers (PDMs), other federal agencies, state government, as well as large corporate firms with small business needs. NVSBE provides training opportunities to improve the capabilities of small businesses to compete for contracts. NVSBE also enables PDMs to engage with a large number of VOSBs in a short period of time, facilitating market research.
Previous NVSBE locations

1. New Orleans (2011)
2. Detroit (2012)
4. Atlanta (2014)
6. Minneapolis (2016)
7. St. Louis (2017)
NVSBE 2017 Snapshot

• 5 – 7 December 2017
• St. Louis, MO
• 1800 VOSBs
• Commercial Businesses
• Other Federal Agencies
• Veterans Affairs Staff
• Website: https://nvsbe.com
• KEY GOAL: ACCESS

2017 will mark VA’s seventh year as host for the NVSBE
How Do We Provide Access?

- Business Opportunity Sessions
- Networking Round Tables
- Learning Sessions
- One-on-One meetings
- Dining with Decision Makers
- Women Owned/HUBZone Reception
- Exhibit Hall
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**Legend:**
- **NRT:** Networking Roundtables: Types: Executive Leader, Senior Leader, PDMS (VA, Commercial, or OGA)
- **One-on-One:** Individual meeting between PDMS and Businesses
- **Breakout Sessions:** Learning Session or Business Opportunity Session
- **General Session:** Will be led by VA, other government agencies (OGA), or Commercial Leaders. General Sessions provide an overview of a timely or ‘hot’ topic that a large number of stakeholders would find relevant—not just specific to one industry or COI
- **DWDM:** Dining with Decision Makers: Plenary Luncheon conducted in Exhibit Hall 4 & 5
Why Large Businesses Should Attend

• Network with other large businesses, VA acquisition professionals, and VOSBs
• Identify potential VOSB business partners for subcontracting opportunities
• Gain recognition as an industry leader supporting Veterans
How You Can Play A Part

• Make connections with SDVOSBs and VOSBs in your industry
• Lead Business Opportunity Sessions
• Host a Networking Roundtable
• Engage with VOSBs During Dining with Decision Makers
• Showcase your Business in the Expo Hall
We Want to Enable a Good NVSBE Experience

- Full access to VA Procurement Decision Makers
- Ability to cross reference procurement opportunities and forecasts from VA Buyers to the capabilities of firms in VIP
- More opportunities to interact with PDMs (e.g. Business Opportunity Sessions; Networking Round Table Sessions) as compared to previous years
- Greater access to industry PDMs and other government agencies
The Five Priorities of the Department of Veteran Affairs (VA)

Greater Choice  Modernize Systems  Focus Resources

Improve Timeliness  Suicide Prevention
VA Procurement FY18 Drivers

- Veterans First Contracting Program
  - Kingdomware
- Modernizing Systems
  - Electronic Health Records
  - Financial Management (FMBT)
Thank You!