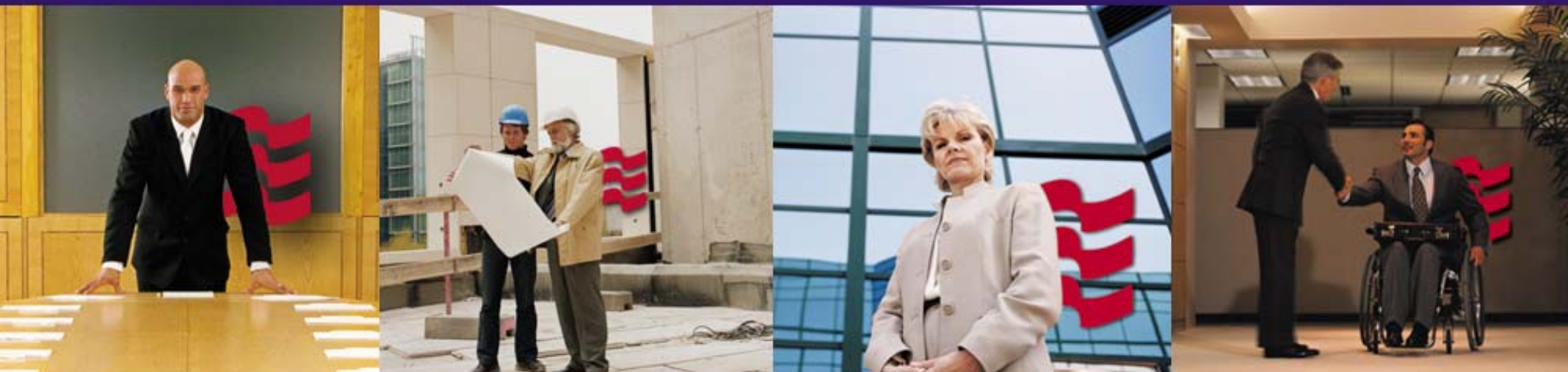


VETBIZ.gov

VETERANS IN BUSINESS-STILL SERVING AMERICA



DETCOC 2009
Nacogdoches, TX
May 20, 2009



US DEPARTMENT OF VETERANS AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE

Overview

- Where we are
- Meeting the 3% SDVOSB goal: Where we need to be
- Recovery Act
- VIP database
- VA Verification
- Measures and milestones
- Federal Contractor Certification

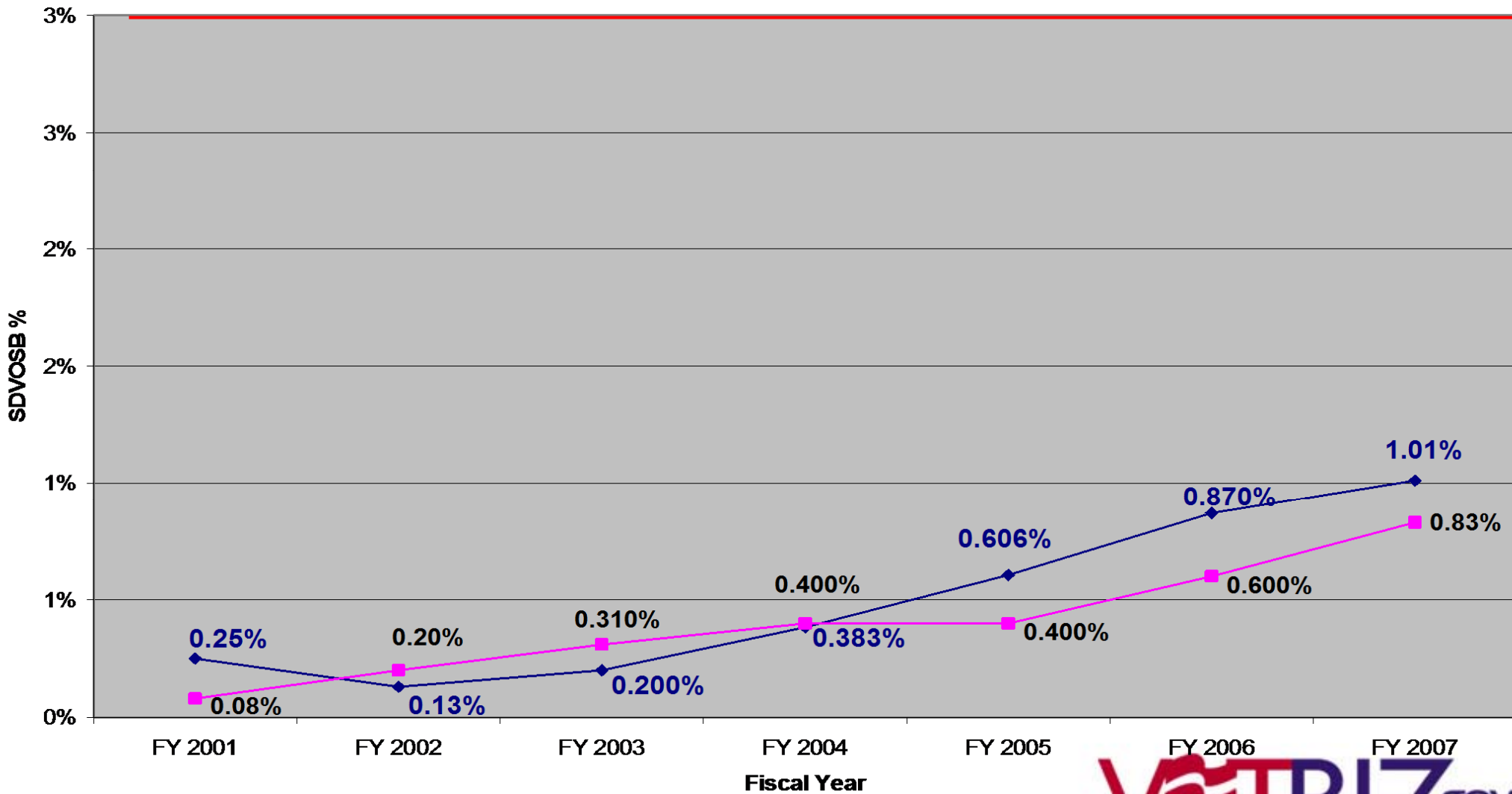




Where we need to be

Federal Government

◆ Prime Contracting ■ Subcontracting

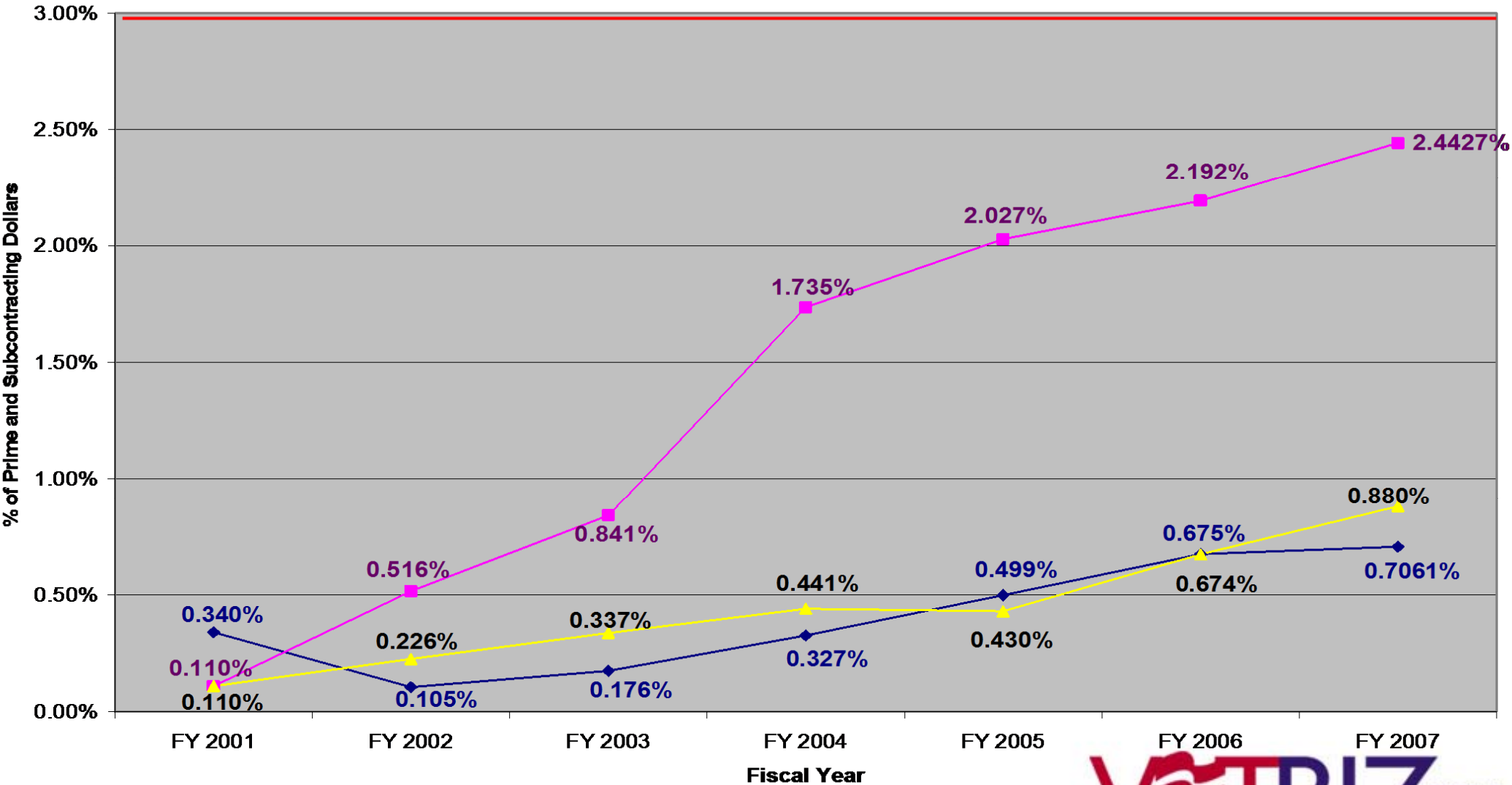


“%” represents the percentage of total prime contract dollars.
Source of information: SBA Office of Government Contracting -
<http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>

Prime and Subcontracting Percentages

Department of Defense

◆ Prime SDVOSB Contracting %
 ■ Prime VOSB Contracting %
 ▲ Subcontracting %

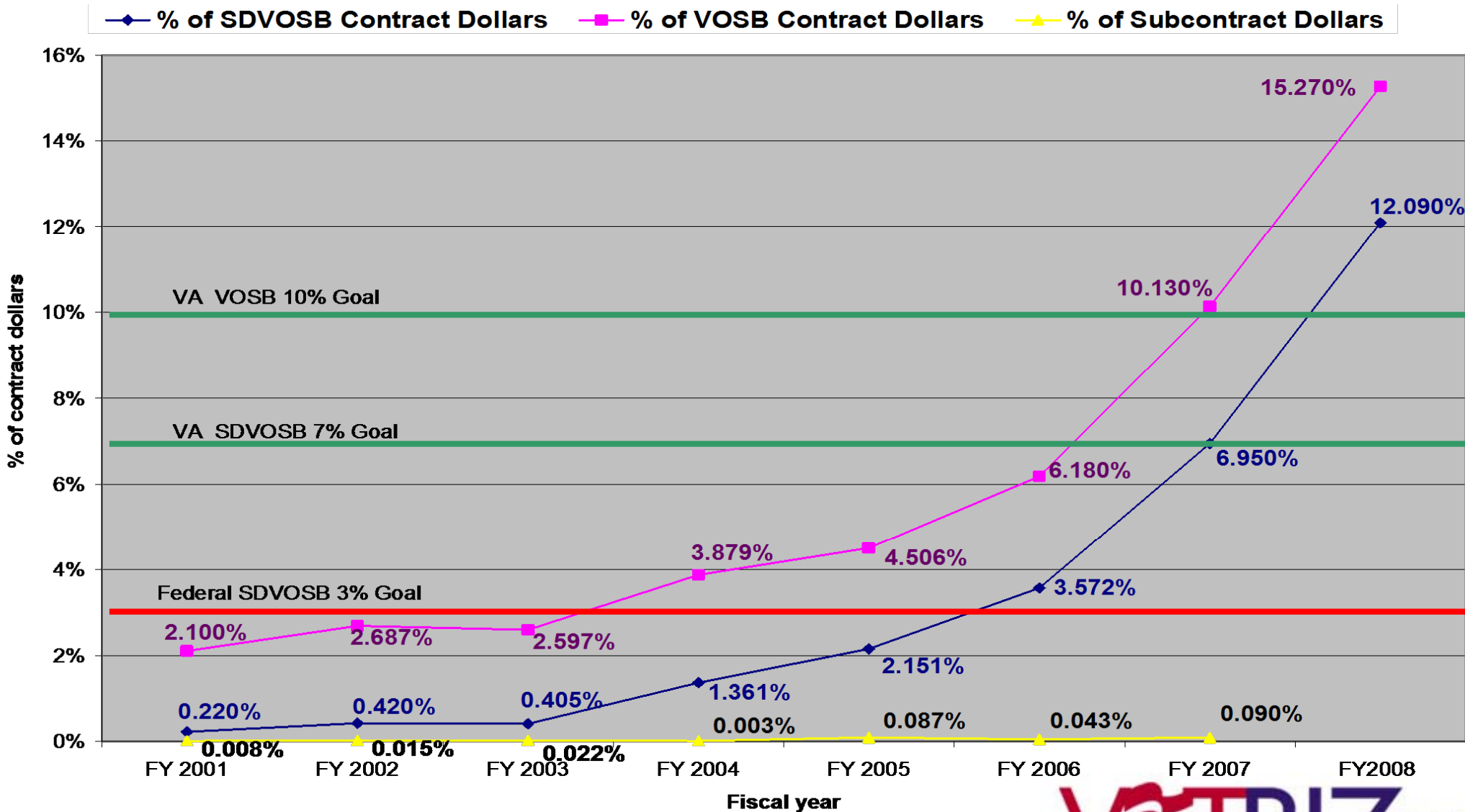


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For missing data, please contact the agency directly.

*We are not responsible for the accuracy of the data depicted and questions about the data should be referred to the originating agency’s Director for Small Business Programs. Contact information is available at www.OSDBU.gov.

Department of Veterans Affairs



“%” represents the percentage of total prime contract dollars.
 Source of information: SBA Office of Government Contracting -
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For missing data, please contact the agency directly.



American Recovery and Reinvestment Act of 2009 Guidelines

- Unprecedented Transparency, Accountability and Coordination
- Distribution and Awarding of Funds
 - Prompt, Fair & reasonable Manner
 - Recipients & Use of Fund Transparent to Public
 - Competitive & Fixed-Price Contract
- Posting of spending & Performance Data pm “Recovery.gov” Web site
- Eighty Percent of Funding Expended no Later Than September 30, 2010





American Recovery and Reinvestment Act of 2009 Guidelines

- VA 's Allocation of Recovery Funds
 - \$200 million for Benefit Administration, IT
 - \$1 Billion for Renovation & Energy Efficiency Improvement to VA Medical Facilities



About VetBiz VIP

- Used to notify Veterans in business about available help resources and announcements
- Inform Federal agencies of SDVOSB products, services and contact information
- Links with CCR
- Anyone can create provisional entry; owner finalizes
- The owner validates vet status, SB size & 51% question
- Verified VIP record is required for VA set-asides under PL 109-461



To Register Your Business

Go to: VetBiz.gov Online Vendor Information Pages

Are You a **Business** Owner?

and a **Veteran** of the U.S. Military?

Register with **VetBiz**

See if You **Qualify**

VETBIZ.gov



Verification Program Approach

- Maximize data security
- Utilize electronic processes
- Model program on comparable Federal, State and Local Programs where possible
- Minimize access to personal data

Verification Logos



Rules in VA Today

- 2 ways to sell to VA:
 - Self-representation; or
 - PL 109-461 opportunities: must be in VIP
- Secretary sets SDVOSB and VOSB goals
- Information Letter 049-07-08 dated June 2007
- FAR Part 8/VAAR 808.002 Priority Sources apply
- In Small Business Programs, SDVOSBs & VOSBS have priority
- Heads of Contracting Activities report annually
- Secretary sends annual report to Congress



Rules When VA Acquisition Regulation is Finalized

- VA will require:
 - Use of Verified businesses in 109-461 actions
 - Use of Verified businesses for subcontract credit
- VA will create a Mentor-Protégé Program for the Department
- Prime contractors must replace like firms
- Some surviving spouses will be eligible
- Issued as proposed rule 8/20/08
- Comments ended 10/20/08
- Final Rule expected Summer 2009





Measures and Milestones

- Trending data on Web portal
- Accountability Conference
 - 3rd annual June 15, 2009 in Washington
- SBA Reports
 - EO 13360
 - Scorecard

Federal Contractor Certification

The purpose of this course is to help business owners learn to understand the Federal contracting process, submit intelligent responses to solicitations and perform successfully once they win the contract.



Level 1



Level 2



Level 3



Level 4



Overview

- 4 Strategic Initiatives with APTAC
- FCC partnership with assistance from DAU
- 4 Levels of certification
- Logos (Veteran businesses only)



Level 1



Level 2



Level 3



Level 4



Levels

- Level 1: Basic Understanding of Federal Contracting
- Level 2: Teaming, Joint Ventures and Legal Issues
- Level 3: Industry Specific
- Level 4: Special Certifications and Large Contract Vehicles



Level 1



Level 2



Level 3



Level 4



Pilot program

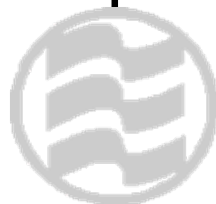
- APTAC Pilot 4/1/09 – 5/31/09
 - Beta test course material
 - Obtain feedback to make necessary changes before owners' pilot begins
 - Gain familiarity with the courses the owners will take
- Owners' Pilot 7/27/09 – 1/31/10
 - Available to owners only through PTACs with counselor who participated in the APTAC Pilot



Level 1



Level 2



Level 3



Level 4



Process

1. Interested owner contacts nearest participating PTAC
2. Intake meeting to determine eligibility
3. Veteran business owners fill out a release form so that their information can be forwarded to CVE
4. CVE will distribute text book to registered Veteran owners



Level 1



Level 2



Level 3



Level 4



Process (continued)

5. Registers with counselor and online with DAU
6. Takes all course modules at own pace online
7. Brings completion certificates to PTAC counselor
8. Takes comprehensive exam proctored by counselor
9. Receives certificate and logo when exam passed



Level 1



Level 2



Level 3



Level 4





Closing Thoughts

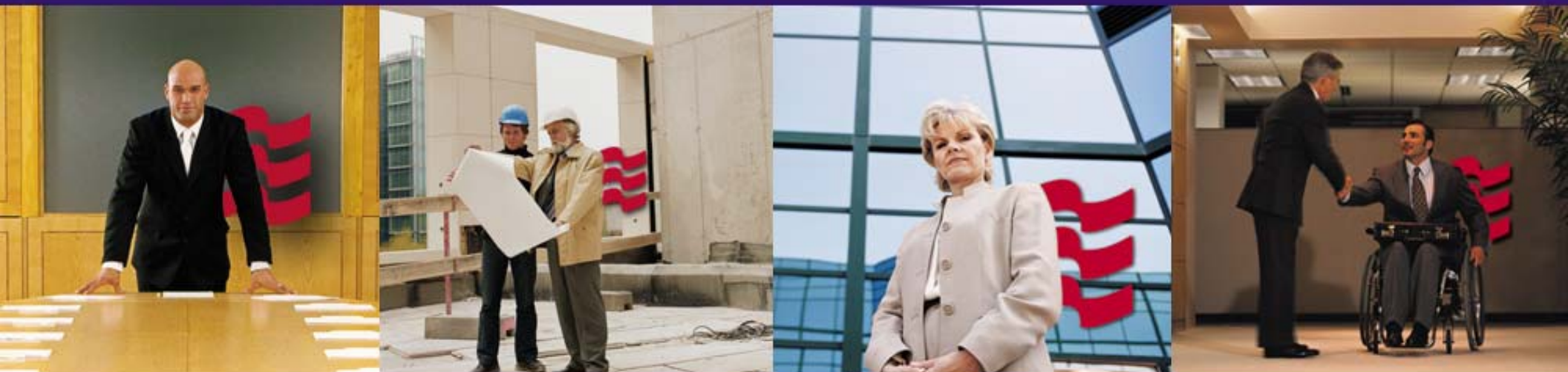
Choose Veterans First
for new hires,
as suppliers
and

Find Verified businesses
at VetBiz.gov





VETERANS IN BUSINESS-STILL SERVING AMERICA



Because Veterans Is Our
First Name



US DEPARTMENT OF VETERANS AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE