

INTRODUCTION TO VA OSDBU PROGRAMS

Lorenzo Hobbs

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VA



**U.S. Department
of Veterans Affairs**

Office of Small and Disadvantaged
Business Utilization



OSDBU Programs

- Acquisition Support
- Center for Small Business Utilization (CSBU)
- Strategic Outreach
- National Veterans Small Business Engagement (NVSBE)
- Direct Access Program
- Strategic Communications
- Capacity Building
- Veteran Entrepreneur Portal
- Center for Verification and Evaluation (CVE)
- Verification Assistance Program



VA Small Business Achievement

VA is committed to providing opportunities for all Small Businesses

	Federal Goal	VA Goal	VA Dollars (billions)	
			VA Percentage	2013
All small business	23%	34%	36.2%	\$6.5
SDVOSB	3%	10%	19.4%	\$3.5
VOSB	N/A	12%	21.7%	\$3.9
Small Disadvantaged Business (SDB) – includes 8(a)	5%	5%	7.9%	\$1.4
Women-Owned Small Business (WOSB)	5%	5%	3.3%	\$0.6
Historically Underutilized Business Zone (HUBZone)	3%	3%	1.7%	\$0.3



VA Wisconsin Small Business Achievement

VA is committed to providing opportunities for all Small Businesses

City/Office	Non Small Business	Small Business	Grand Total	%
MILWAUKEE	\$31,058,530.23	\$21,593,707.79	\$52,652,238.02	47.06%
VHA	\$29,256,051.24	\$20,534,142.79	\$49,790,194.03	
NAC	\$1,292,075.00		\$1,292,075.00	
NCA		\$1,059,565.00	\$1,059,565.00	
OAO	\$267,375.00		\$267,375.00	
VBA	\$243,028.99		\$243,028.99	
MADISON	\$14,811,749.13	\$15,861,303.53	\$30,673,052.66	24.42%
VHA	\$9,292,409.10		\$9,292,409.10	
NAC	\$5,173,642.99		\$5,173,642.99	
OAO	\$342,043.04		\$342,043.04	
VBA		\$3,740.90	\$3,740.90	
NCA	\$3,654.00		\$3,654.00	
TOMAH	\$1,522,725.49	\$13,986,530.91	\$15,509,256.40	11.86%
VHA	\$1,404,893.49	\$13,986,530.91	\$15,391,424.40	
NAC	\$103,423.00		\$103,423.00	
OAO	\$14,409.00		\$14,409.00	
WAUKESHA	\$4,020,919.36	\$23,373.00	\$4,044,292.36	3.61%
VHA	\$4,020,919.36	\$23,373.00	\$4,044,292.36	
OCONOMOWOC		\$1,687,400.70	\$1,687,400.70	1.51%
VHA		\$1,687,400.70	\$1,687,400.70	
TOTAL	\$51,413,924.21	\$90,447,069.23	\$193,274,917.65	
FY 2014 Grand Total	\$56,396,558.10	\$55,482,516.81	\$111,879,074.91	



Targeted Outreach

Focused Marketing to WOSB centers around VA partnerships with business organizations that advocate for women in business

Women Impacting Public Policy (WIPP), Women's Business Enterprise National Council,(WBENC) Women As Veteran Entrepreneurs (WAVE), U.S. Women's Chamber of Commerce (UWCC), Women Construction Owners & Executives USA (WCOE USA), and more Outreach Goals for Women:

- Educate for success
- Promote WOSB achievement and expansion
- Increase contract opportunities for women
- Provide access to Procurement Decision Makers (PDM)



Direct Access Program

- Assist Small Businesses, specifically Service-Disabled Veteran-Owned Small Businesses, and Veteran-Owned Small Businesses
- Key focus areas include providing the small business community with awareness, access, and risk mitigation
- Industry Day events, Vendor Fairs, Procurement Fairs, Opportunity Showcases (OSCs), and State Showcases
- View the Calendar of Upcoming Events at:
<http://www.va.gov/osdbu/library/events.asp>



Small Business Challenges

Every small business must overcome some challenges before it is “procurement ready”





Navigating the OSDBU Website

Visit the OSDBU Website at www.va.gov/osdbu

A screenshot of the U.S. Department of Veterans Affairs website. The header includes the VA logo, the text "U.S. Department of Veterans Affairs", and a search bar. Below the header is a navigation menu with links for Health, Benefits, Burials & Memorials, About VA, Resources, Media Room, and Location. The main content area is titled "Office of Small & Disadvantaged Business" and features a large image of five diverse business professionals holding a sign that says "Open for business". To the left of the main content is a sidebar with a dropdown menu labeled "I AM A..." and a list of categories: For Veterans, For Family Members & Spouses, For Employees, For Business, Forms & Publications, Jobs, Volunteer or Donate, and Public & Intergovernmental Affairs. At the bottom of the page, there is a "Veterans Crisis Line" banner with the phone number 1-800-273-8255 and a "PRESS 1" button. Other links at the bottom include "Advanced Notice of Pending Procurement Requirements", "Vets First Verification Program", and "Veteran Entrepreneur Portal".



Navigating to Conferences and Events

The Conferences and Events Calendar link is located in the Resources box on the right side of the website.

- Accessing this link displays events for the next 12 months
- This information is updated frequently

I AM A...
Select One

- ▶ For Veterans
- ▶ For Family Members & Spouses
- ▶ For Employees
- ▶ For Business
- ▶ Forms & Publications
- ▶ Jobs
- Volunteer or Donate
- Public & Intergovernmental Affairs

VA » Office of Small & Disadvantaged Business Utilization » Conferences and Events

Office of Small & Disadvantaged Business Utilization

Conferences and Events

Request an OSDBU Speaker or Booth at your event. Interested in making OSDBU a part of your event? Please complete the VA OSDBU Conference Invitation Request [form](#). Requests can be emailed to osdbuconfinvitations@va.gov. Please allow 10 business days for final decision.

Calendar of Upcoming Conferences and Events

August	September	October	November	December	January	February	March
April	May	June	July				
August							
VISN 17 - 18th Annual Procurement Technical Acquisition Center Government Procurement Conference							
Date:	August 6, 2014; 8:30am - 4:30pm (CDT)						
Location:	1200 Ballpark Way, Arlington, TX						
POC:	Natalie Burden, (817) 272-0543						

RESOURCES

- [OSDBU Home](#)
- [Commonly Used Acronyms](#)
- [Conferences and Events](#)
- [Doing Business with VA](#)
- [Fact Sheets](#)
- [Freedom of Information Act](#)
- [Small Business Program Goals and Accomplishments](#)
- [Useful Documents](#)
- [Useful Links](#)
- [News/Updates](#)

CONNECT WITH US

Mail only:
810 Vermont Avenue, NW
Washington, DC 20420
Toll-free: (866) 584-2344
Email: osdbu@va.gov
VA Small Business Liaisons

Can't find what you're looking for? Call our Help Desk at (866) 584-2344.

[Site Map](#)



VA Forecasting of Contracting Opportunities

Select One ▾

- ▶ For Veterans
- ▶ For Family Members & Spouses
- ▶ For Employees
- ▶ For Business
- ▶ Forms & Publications
- ▶ Jobs
- Volunteer or Donate
- Public & Intergovernmental Affairs

Veterans Crisis Line
1-800-273-8255 PRESS 1

eBenefits
Your VA & DoD Benefits. Online.
Register Now
www.ebenefits.va.gov

Office of Small & Disadvantaged Business Utilization

Vets First Verification Program

VA has special authority for SDVOSB/VOSB set-aside and sole source contracts, but these businesses must be verified. [Learn more »](#)

Advanced Notice of Pending Procurement Requirements | **Vets First Verification Program** | Veteran Entrepreneur Portal | Conferences and Events

Welcome to OSDBU! OSDBU seeks to enable Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) Veteran-Owned Small Businesses (VOSBs), Small Disadvantaged Businesses, HUBZone Businesses, and Woman-Owned Small Businesses to add value to the work of VA. [Learn more »](#)

Verification | Entrepreneurs | **Acquisition** | Outreach

Acquisition Support

Looking for information about VA procurements, contract awards, and acquisition resources? Let us help!

▶ [Forecast of Contracting Opportunities](#) - Represents VA's best estimate of procurement opportunities during the current fiscal year. The information is published for planning purposes only and does represent an invitation for bids, a request for proposals, or a commitment by VA to purchase products or services.

[Doing Business with VA](#) - Learn the ins and outs of doing business with VA. Who makes the procurement decisions? Who process the procurement actions? Who can you contact?

[VA on FedBizOpps](#) - Office site for published invitation for bids, request for proposals, other procurement vehicles, and contract actions issued by VA.

[Small Business Liaisons](#) - Find out who to contact at the various VA procurement offices regarding their procurement opportunities.

[VA Socioeconomic Goals and Accomplishments](#) - Find out what the VA goals are for the current year and how we are performing by accessing our Performance Scorecards.

RESOURCES

- [OSDBU Home](#)
- [News/Updates](#)
- [Conferences and Events](#)
- [About OSDBU](#)
- [Socioeconomic Goals and Accomplishments](#)
- [Doing Business with VA](#)
- [VA Forecast of Contracting Opportunities](#)

CONNECT WITH US

Mail only:
810 Vermont Avenue, NW
Washington, DC 20420
Toll-free: (866) 584-2344
Email: osdbu@va.gov
VA Small Business Liaisons

Can't find what you're looking for? Call our Help Desk at (866) 584-2344.

[Site Map](#)
[Site Search](#)

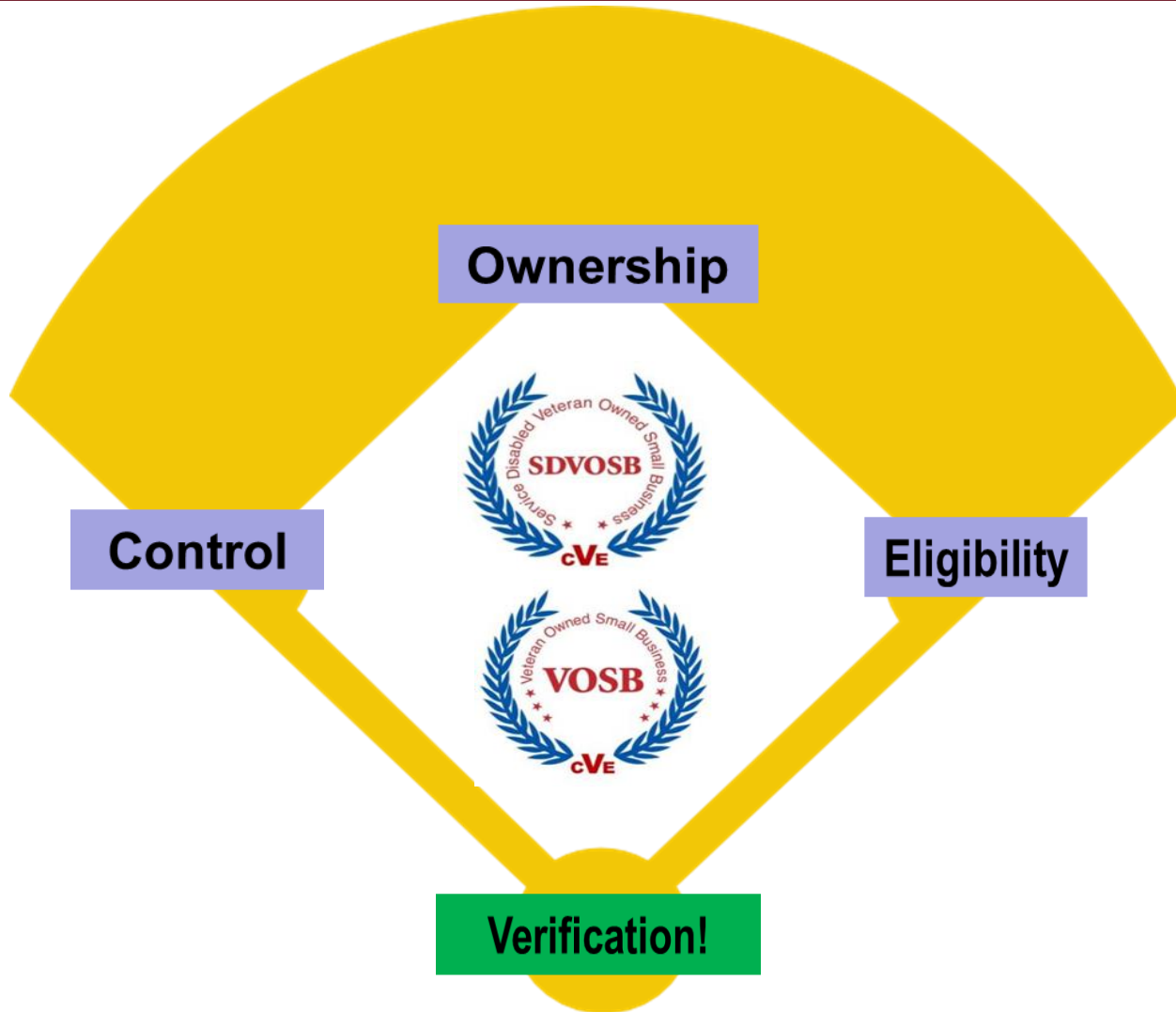


Veteran Entrepreneur Portal

- Select the Entrepreneurs tab and use the Access the Portal link.
- VEP provides access to a collection of tools to help you start and grow your small business. Find information about business plans, financing opportunities, government programs, training courses, and much more!



Elements of Verification



Ownership

Control

Eligibility

Verification!





Eligibility for the Vet's First Program

- A Veteran is any person who served on active duty with the U.S. Army, Air Force, Navy, Marine Corps or Coast Guard, for any length of time and at any place and who was discharged or released under conditions other than dishonorable
- Reservists or members of the National Guard called to Federal active duty or disabled from a disease or injury incurred or aggravated in line of duty or while in training status also qualifies as a Veteran



What Businesses are Eligible for the Vet's First Program?

Eligible:

- Veteran-Owned Small Businesses
- Service-Disabled Veteran-Owned Small Businesses

Not Eligible:

- Not-for-profit organizations are ineligible for inclusion in the program
- Generally Franchises are not eligible due to the amount of control retained by the Franchisor



Why Should I Get Verified?

- Opportunities for CVE verified veteran business owners to participate in SDVOSB and VOSB set-asides
- Subcontracts with VA's large prime contractors in acquisitions
- VA is one of the largest Federal Government procurement organizations – over \$3 Billion to Veteran-Owned Small Businesses
- The “recognized” logo (symbols) for Vet “owned and controlled”





Achieving Procurement Readiness

Veterans can seek procurement ready guidance from the following resources.

How?

Non-VA Resources

- VSOs
- PTACs
- MBDCs AND SBDCs
- SCORE
- SBA Programs

VA Resources

- Veteran Entrepreneur Portal (VEP)
- Federal Contract Certification (FCC)
- Verification



Improve Your Chances

- Become verified
- Register on all applicable Government websites
- Review Agency Forecasts of Contracting Opportunities (FCO)
- Ensure your information matches on all of these sites
- Register in SAM for the NAICS in which you hold expertise
- Obtain FPDS Account
- Identify appropriate Federal Supply Schedules
- Accept Purchase Cards
- Sharpen Your Pencil-Competitive Pricing
- Take Advantage of Capacity Building resources: (e.g. PTAC and SBDC)
- Know Your Customer



Important Contacts

OSDBU:

<http://www.va.gov/osdbu>

Phone: (202) 461-4300

(800) 949-8387

Verification Assistance: <http://www.Vetbiz.gov>

Verification Helpdesk:

Phone: (866) 584-2344



Questions?