

Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The government limits competition for certain contracts to businesses that participate in the SDVOSB program
- You can self-represent your business to the federal government as being owned by a service-disabled veteran.

Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDVOSBC must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- The SDV must unconditionally own 51% of the SDVOSBC
- The SDV must control the management and daily operations of the SDVOSBC
- The SDV must hold the highest officer position in the SDVOSBC

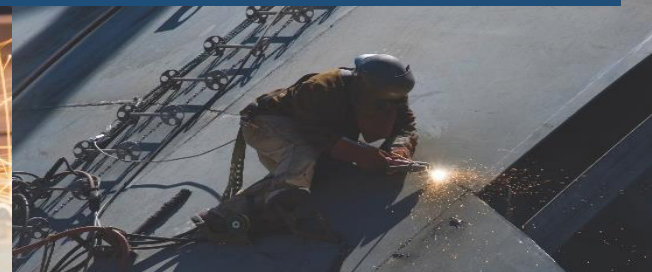


A Procurement Technical Assistance Center (PTAC)



CENTER FOR VERIFICATION AND EVALUATION VERIFICATION PROCESS FOR VETERAN AND SERVICE DISABLED VETERAN OWNED BUSINESSES

May 16, 2018



ABOUT WPI SUPPORTING THE MISSION

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COMPANIES FOR 30 YEARS!

Assist businesses in creating,
development and growing their
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Federal, state and local government
contracts.

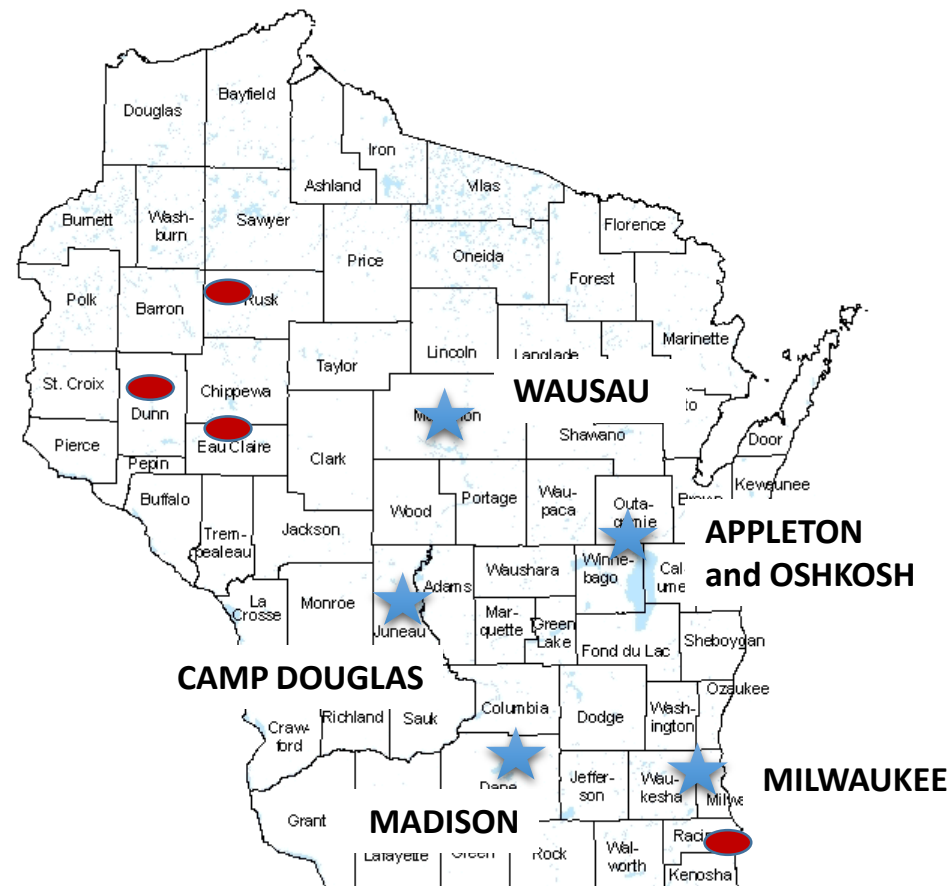
*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON / OSHKOSH – *Fox Valley Technical College*

WPI partner co-locations

- Eau Claire – *Western Dairyland*
- Ladysmith – *Indianhead Community Action Agency*
- Menomonie – *Dunn County EDC*
- Racine - *Launchbox*



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UPCOMING EVENTS

APRIL 26 2018
PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

MAY 1 2018
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW -
SESSION 12: PARTS 42-45

MAY 3 2018
CONTRACTING BASICS AND WOMAN OWNED
BUSINESS CERTIFICATIONS
MADISON, WI »

MAY 3 2018
BUILDING YOUR BUSINESS – DEVELOPING THE TOOLS
FOR GROWTH AND SUCCESS FOR NATIVE AND TRIBAL
SMALL BUSINESSES
HALES CORNERS (MILWAUKEE) »

MAY 8 2018
ACQUISITION HOUR: HOW TO QUICKLY ANALYZE
SOLICITATIONS

CURRENT OPPORTUNITIES (3)

OVERVIEW OF THE CENTER FOR VERIFICATION AND EVALUATION'S (CVE) VETERAN VERIFICATION PROGRAM

Veteran Owned and Service Disabled Veteran Owned Small Businesses that want to participate in the VA's Veterans First Contracting Program, must be verified with the CVE.



OVERVIEW OF THE CENTER FOR VERIFICATION AND EVALUATION'S (CVE) VETERAN VERIFICATION PROGRAM

- **Who Qualifies as a SDVOSB?**
 - The business must be small by the SBA's Size Standards
 - The Owner must meet the Government's definition of a Veteran
 - A Veteran is a person who served on active duty with the Army, Air Force, Navy, Marine Corps, or Coast Guard for any length of time, and was discharged or released under conditions other than dishonorable. A reservist or member of the National Guard called to federal active duty, or disabled from a disease or injury incurred or aggravated in the line of duty or while in training also qualifies as a Veteran. A Service-disabled Veteran is a Veteran who possesses either a disability rating letter issued by the Department of Veterans Affairs (VA) establishing a service-connected rating between 0 and 100 percent, or a disability determination from the Department of Defense (DoD)
 - Ownership
 - One or more Veterans must unconditionally and directly own at least 51% of the businesses
 - Wisconsin Marital Property Law
 - Control
 - One or more Veterans must demonstrate full control over the business operations
 - Day-to-day management
 - Decision-making authority and strategic policy setting
 - Managerial experience and the ability to exercise independent business judgement
 - Full-time devotion
 - Highest officer position & highest compensated employee

FEDERAL GOVERNMENT – CVE VERIFICATION – NOTE ON OWNERSHIP

- Vet owners must have **Direct and Unconditional Ownership of at least 51% of the business**
- In the instance of a business located in a Community Property state, unless otherwise indicated, the business would be automatically be **ONLY 50%** owned by the Veteran – **NOT MEETING THE ELIGIBILITY REQUIREMENTS**
- **A note on community property:** VOSBs and SDVOSBs that reside in Community Property states may have to take special measures in meeting the 51% ownership stipulation. However, it can be an **EASILY CORRECTIBLE ISSUE** that may be resolved before applying.
- In a Community Property jurisdiction, most property acquired during the marriage (except for gifts or inheritances) – is owned jointly by both spouses and is divided upon divorce, annulment, or death. Joint ownership is automatically presumed by law in the absence of specific evidence that would point to the contrary.

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Where and how do I get Certified?**
 - Veterans must register on the Vendor Information Pages (VIP) at <https://www.vip.vetbiz.gov/>
 - Documents are uploaded via VIP for review by CVE
 - **Meet with a VA Verified Counselor prior to collecting & submitting documentation!**
- **Certification length**
 - Verification has recently been increased from 2 to 3 years
- **Certification Cost**
 - No Cost other than your time for verification

FEDERAL GOVERNMENT – CVE VERIFICATION

- **Certification Benefits**
 - VOSB and SDVOSB firms wishing to take part in the Veterans First Contracting Program must be verified by CVE
 - The Veterans First Contracting Program requires the VA to seek out SDVOSBs and VOSBs prior to other types of small businesses (FY 17)
 - 12% VOSBs
 - 10% SDVOSBs
 - Subcontracting Goals (FY 17)
 - 7% VOSBS
 - 5% SDVOSBs
 - Sole Source Authority
 - Under \$5 Million
 - Fair and reasonable price
 - Joint Venture & Teaming Opportunities

WHAT IS NEW?

- Vendor Information Pages Update – CVE began rolling out the new VIP website on May 14th
- Case Application Suspension- beginning on May 21, CVE will suspend new applications for a period of 30 days – both new applications and applications for re-verification will be suspended. **To avoid delay**, new applications and re-verification applications must be submitted prior to May 21, 2018
- As part of the update, Veterans must obtain a DS Logon to VIP
 - Contact WPI for assistance with this process

UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

May 22, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

May 23, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

June 5, 2018 – **Invoicing the Department of Defense Using WAWF/iRAPT**– [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

June 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

June 12, 2018 – **Code of Business Ethics and Conduct in Government Contracting** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP

<https://www.wispro.org/faqs/what-is-wpis-webinar-schedule/>

June 13, 2018 – **Update on the Fair Labor Standards Act** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist, U.S. Department of Labor/Wage & Hour Division

June 26, 2018 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 905
Address	Ft. McCoy Building 905 11th Avenue Fort McCoy, WI
Contact Info	Dave Olson davido@wispro.org (608) 338-8018
Details	Read More Information
Agenda	View The Agenda
Register Online	Register for Event

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

CLICK HERE to view more information at the conference website

Registration for this event will close June 5, 2018 – Early registration ends May 29th



REGISTER

- Fort McCoy
- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- American Indian Chamber of Commerce (AICCW) – First American Capital Corp. (FACC)
- Center for Economic and Entrepreneur Development (CEED)
- Small Business Administration (SBA)
- Western Dairyland
- Wisconsin Economic Development Corporation (WEDC)
- Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/12th-annual-volk-fieldfort-mccoy-small-business-conference/>



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SAVE THE DATES
2018 MARKETPLACE
December 12-13, 2018

LOCATION:
Potawatomi Conference Center
Milwaukee, Wisconsin

THANK YOU

2017

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

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