



## PROGRAM OVERVIEW

# Arming Vets to WIN in the Federal Marketplace

VIP is a training program for owners, principals, and C-level executives of service-disabled and veteran-owned small businesses, that specifically addresses federal procurement. Our 27-hour comprehensive certification programs are taught by subject matter experts from industry and government. VIP has always been offered at no cost to veterans nationwide.

Since the creation of VIP in 2009, over 2,000 veteran-owned small businesses from all 50 states, DC, Puerto Rico, and Guam are now procurement ready!

With the support of our partners at SBA, Lockheed Martin Corporation, the State of Maryland and JP Morgan Chase & Co., VIP now offers 5 different curriculums designed to accelerate success and ensure procurement readiness.

VIP's value is not just the knowledge a company gains through its training programs. VIP's value is also in the relationships graduate companies build within the VIP Community, a network of committed Industry Experts, VIP Alumni, and Primes and Government Partners.

**VIP Curriculums cover more than 20 topics including:** contracting, teaming agreements, human resources, accounting, finance, and business development. Qualified participants are vetted and accepted on a first come first served basis. Class size is limited to 50 participants. Classes are offered to one executive from each enrolled veteran-owned business.

## Key Statistics

- Over \$17 Billion awarded in Federal prime contracts to VIP graduates since 2010
- 61% Company Growth One Year After Graduation
- 224% Company Growth Two Years After Graduation
- In Partnership with SBA, VIP has Helped to Increase SDVOSB Awarded Contracts by \$145.8 Billion
- 36 VIP Graduate Companies on the 2022 INC 5000 List
- 86% of Graduates Changed the Way They Do Business
- 85% of Graduates are Still in Business 10+ Years



“The recent VIP course I attended was hands down the best course I have ever attended, thank you for the opportunity to attend. The quality of the instructors, the course material and the facility were all topnotch. I may not become the next Catapult but you have certainly given me the tools to do it. I hope one day I will be in a position to pay it forward.”

- Geoffrey Perkins, Esq., Managing Partner of Concourse Federal Group, LLC., VIP Graduate

“The program is one of the kind and it really addressed the key areas that are important to the success of any small businesses working with the Federal, State and Local Governments. Thank you for your efforts and your passion.”

- Dokmai Webster, President and CEO, PivotalPoint, VIP Graduate



Questions? Contact VIP National Director, Barbara Ashe, at [bashe@nationalvip.org](mailto:bashe@nationalvip.org) or (301) 738-0015 x215

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