



# Small Business Engagement with VA

Chanel Bankston- Carter, Director, Strategic Outreach  
Office of Small and Disadvantaged Business Utilization  
U.S. Department of Veterans Affairs

**WAVE 4<sup>th</sup> Annual Veteran Women-Owned Small  
Business Seminar  
March 20, 2014**





*“Entrepreneurs like you have historically formed the bedrock of our economy. America’s stories are written by the doers—those innovators and risk-takers who see possibility, seek opportunity, resist handwringing, remain fixed on their goals, and overcome the barriers to progress by working long and hard to achieve their dream. You are the next chapter in that ongoing story. Dream big dreams for all of us.”*

*– Eric K. Shinseki, Secretary, Department of Veterans Affairs*

# VA Small Business Achievement



**VA is committed to providing opportunities for Small Business.**

	Federal Goal	VA Goal	VA Percentage	VA Dollars (billions)
			<b>2013</b>	<b>2013</b>
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



# Top 10 VA VISN Obligations for FY13



**VHA is VA's largest spender. Therefore, it is no surprise that VA spend is concentrated on medical related supplies and services.**

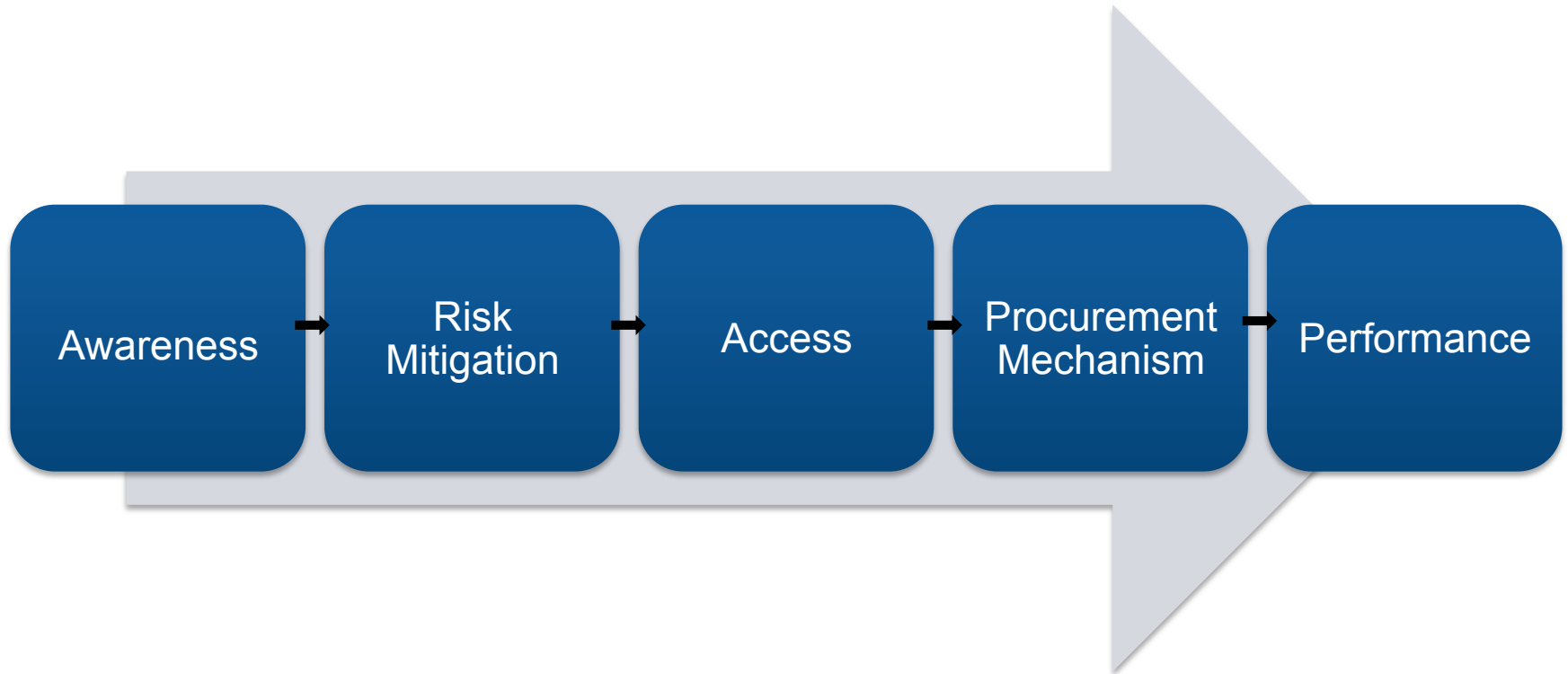
<b>Product Code</b>	<b>Description</b>	<b>VA Dollars (in millions) (FY 2013)</b>
6515	<b>Medical and Surgical Instruments, Equipment, and Supplies</b>	\$1,929.549
6505	<b>Drugs and Biologicals</b>	\$1698.638
6530	<b>Hospital Furniture, Equipment, Utensils, and Supplies</b>	\$384.305
Q402	<b>Medical – Nursing Home Care Contracts</b>	\$322.506
Z1DA	<b>Maintenance of Hospitals and Infirmaries</b>	\$299.968
Y1DA	<b>Construction of Hospitals and Infirmaries</b>	\$281.070
Q201	<b>Medical – General Health Care</b>	\$231.611
Q999	<b>Medical – Other</b>	\$216.135
Z2DA	<b>Repair or Alteration of Hospitals and Infirmaries</b>	\$183.095
Q301	<b>Medical – Laboratory Testing</b>	\$177.034



# Small Business Challenges



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

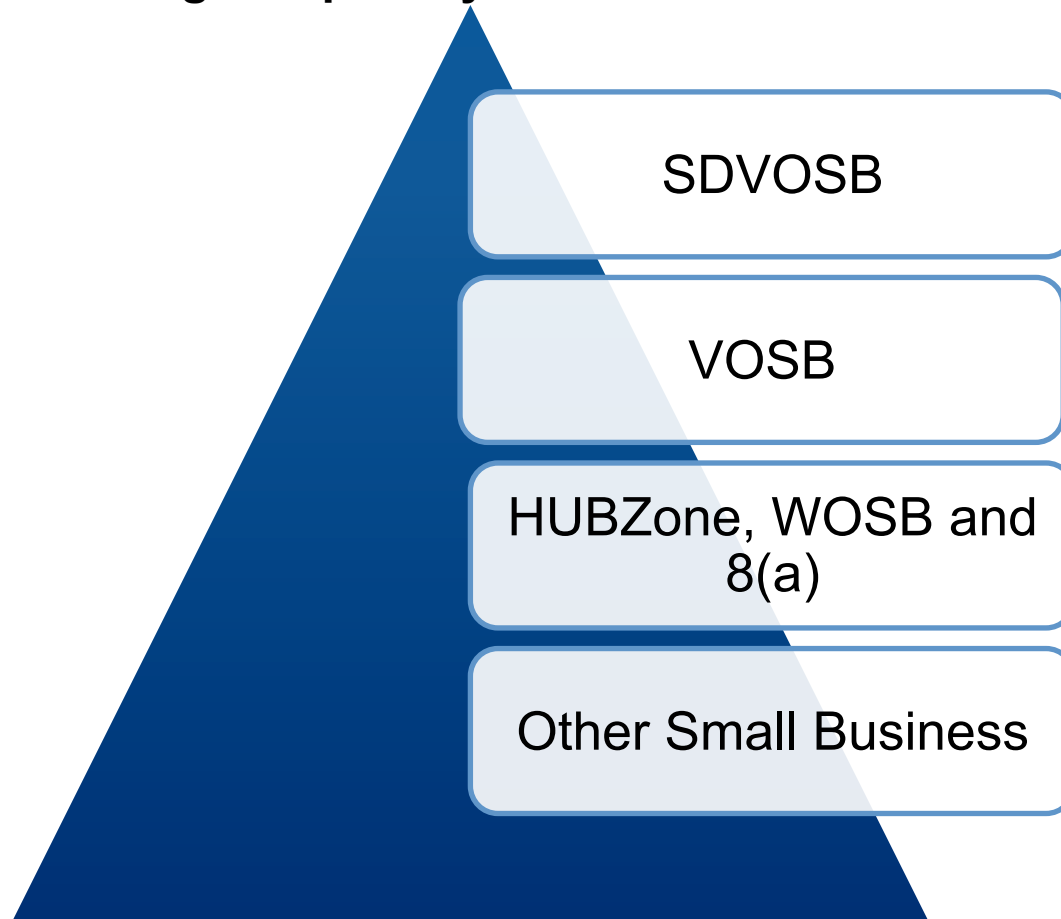




# Vets First: Socioeconomic Hierarchy



**VA's Vets First Contracting Program gives the highest priority to SDVOSB and VOSB.**





# VERIFICATION



**VA's Verification Program is the doorway to VA procurement opportunities.**

- What is verification?
- What businesses are eligible under the program?
- Why get verified?
- What assistance is available for Veterans?



# Verification Return on Investment (ROI)



**Certified SDVOSBs and VOSBs have more to gain when doing businesses with the VA.**

- Recognized by other agencies outside of VA
- Set aside dollars
- Sole sourcing
- Verified VOSBs are backed by SECVA





# Outreach



**VA provides direct access opportunities to Procurement Decision Makers (PDMs).**

- **Direct Access Program (DAP):**
  - Locate events at VA OSDBU website
- **National Veteran Small Business Engagement (NVSBE):**
  - **WOSB Attendees in 2013: 260**
  - **Date:** December 9-11, 2014
  - **Location:** TBD



# 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

**Veteran Entrepreneur Portal (VEP):** <http://www.va.gov/osdbu/entrepreneur/>



Apply for Verification online at <http://www.VetBiz.gov>