



Funded through a cooperative agreement with the U.S. Small Business Administration

VIP FAST FACTS

EXPANDED FROM A REGIONAL TO A NATIONAL INSTITUTE

- Launched in DC/MD/VA region in fall 2009, VIP expanded as a National Center at the Bolger Center in 2011.
- Expanded program to offer VIP START for companies wanting to enter the federal market and become procurement-ready. Original VIP program was re-named VIP GROW. VIP INTERNATIONAL launched successfully in March 2017.
- Funded by the MCCC Foundation, VIP is underwritten by private sponsors, SBA Cooperative Agreement, State of Maryland Grant, and is offered at NO COST to participants.
- 172 Members of Congress have had constituents participate in VIP and have been presented Congressional Citations
- VIP Recognized by SBA as Veteran Small Business Advocate of the Year for Region III and the Capital District.
- VIP Presented at American Legion National Convention.

THE VIP EXPERIENCE IS UNIQUE

- Veteran-Owned company executives receive 27 hours of comprehensive instruction on how to accelerate their Federal government contracting business skills. Over three days, subject matter experts from industry and government provide best business practices.
- On average, VIP START graduates have 3 FTE's and have been in business 5 years and VIP GROW graduates are later stage companies in business for 8 years with 16 employees.

VIP GRADUATES ARE DIVERSIFIED

- Total of 971 VIP graduates from 45 States, plus D.C. and Guam; 727 from VIP GROW, 197 from VIP START, and 47 from VIP INTERNATIONAL.
- Graduate companies include: 79% SDVOSB, 34% 8(a), 58% minority-owned, 19% woman-owned, and 11% HUBZone

SUCCESS!

- A survey of 378 VIP GROW graduates increased their revenue by an average of 54% within their first year of graduation
- 82% said they changed the way they do business after graduating from VIP GROW
- 85% of the VIP GROW Graduates are still in business 10 or more years
- 5 of the 2016 SBA Small Business Person of the Year Award Winners are VIP GROW Graduates
- 4 of the 7 SDVOSB/VOSB winners of the Centers for Medicare & Medicaid Services SPARC contract are VIP GROW Graduates
- Over 1/3 of the VA VECTOR winners are VIP Graduates
- The 2017 INC 500 list features 6 VIP Graduates
- Washington Business Journal (WBJ) 2017 - 50 Fastest Growing Companies features 4 VIP GROW Graduates

ABOUT VIP

The Veteran Institute for Procurement (VIP) is an educational training program for owners, principals and C-level executives of veteran-owned businesses. The VIP is a 27-hour, 3-day comprehensive certification program instructed by professional service experts, government officials, and agency representatives. 922 veteran-owned businesses have graduated from the VIP Programs. VIP GROW is designed for veteran owned businesses to increase their ability to win government contracts by establishing best business practices. VIP START is designed for veteran owned businesses that want to enter or expand their business growth into the federal marketplace through best business practices. VIP INTERNATIONAL is designed for veteran owned small businesses that want to enter and/or expand their federal and commercial contracting opportunities overseas. The National Center for VIP is located 11 miles from the White House at The Bolger Center Hotel and Conference Center. VIP classes are offered to one executive from each of the enrolled veteran-owned small businesses. Class size is limited to 50 companies. Funded entirely by Montgomery County Chamber Community Foundation, funded through a cooperative agreement with the U.S. Small Business Administration partners, and VIP sponsors, the program **is offered at no cost to participants**, except transportation. VIP enrollment is open to eligible veteran-owned small businesses nationwide.

VIP Testimonials

"One of the most important things we can do is help [veterans] find opportunities in the business community." - and - "As never before, the Federal Government has committed to contracting with Veteran-owned businesses. It is timely that the Chamber's Foundation established VIP to train and qualify Veteran-owned businesses to compete for these procurement opportunities."

- Senator, Chris Van Hollen

Maryland

"As the Director, Office of Veterans Business Development, I am focused on the success of veteran owned businesses nationwide. We are proud to be part of the expansion of the programs from The National Center for Veteran Institute for Procurement (VIP). VIP has demonstrated over the past 7 years a positive impact in revenue and job creation in veteran government contracting. In addition to its flagship program VIP Grow, our partnership now includes programs to support earlier stage companies with VIP Start and expand contracting opportunities overseas with VIP International. VIP VBOC connects our centers to VIP Alumni and programming. The Small Business Administration (SBA) is proud to be a part of this partnership and looks forward to continued success."

-Barb Carson

SBA, Director, Office of Veterans Business Development

"We are proud to be a founder and continued supporter of the Veteran Institute for Procurement (VIP). VIP continues to help us find outstanding and qualified veteran firms with in depth experience and knowledge of working in the Federal Marketplace. Our success depends on a strong supply chain and through these partnerships with veteran-owned and service disabled veteran-owned businesses, together we help solve our customer's most complex challenges. We look forward to our continued partnership with VIP."

- Susannah L. Raheb

Lockheed Martin Corporation, Corporate Supplier Diversity Leader

"The VIP GROW program was a fantastic experience! The business training provided will be invaluable to the growth of our company. Training side-by-side with other company leaders, who were also military veterans, reminded me of the camaraderie and teamwork I experienced during my career in uniform. Truly a "must do" experience for any veteran who owns their own business."

- Manny Bautista, PE (2016 VIP GROW Graduate)

President/CEO, Blue Trident, LLC

"VIP taught us to fish. The guidance and resources helped us join the Mentor-Protégé program with Lockheed Martin. A year later, we won the prestigious Nunn-Perry award. And today, companies that would never have looked at us before are calling us to partner and team. We have grown in revenue and grown our employee base."

- Tom Crowley (2011 VIP GROW Graduate)

President of Crowley Fabricating & Machining Co., Inc.

"I still benefit from VIP today. I still use the resources and knowledge today. I still leverage the alumni network, especially for teaming partners. When I applied in 2010, we had been in business two years with five employees. Today, we have about 110 employees. Five years after graduating, SAMS debuted at #761 on the Inc. 5000 Fastest Growing Companies in the U.S. Additionally, selected as the 2016 US SBA Small Business Person of the Year representing Northern Virginia. VIP helped paved the way to our growth and success."

-Staci Redmon (2010 VIP GROW Graduate)

President & CEO Strategy and Management Services

"Thank you so much for creating the VIP START program! The VIP curriculum team did an excellent job creating interesting and relevant information to help the class grow as government contractors. Additionally, the networking opportunities and professional mentors that participated will definitely help me take my business to the next level."

- Adler Archer (2016 VIP START Graduate)

Chief Executive Officer, ALLASYS, LLC