



Challenges & Opportunities

Supporting the Warfighter
- after the they've fought the war

Eighth Annual Army Small Business Conference
November 17, 2004
McLean, VA

Veterans as Entrepreneurs



In the Veteran Entrepreneurship Act of 1999, Congress found the following:

- Veterans are vital to the small business enterprises of the United States.
- Veterans faced great risks to preserve the American dream of freedom and prosperity.
- The United States has done too little to assist veterans, particularly service-disabled veterans, in playing a greater role in the economy of the United States by forming and expanding small business enterprises.
- Medical advances and new medical technologies have made it possible for service-disabled veterans to play a much more active role in the formation and expansion of small business enterprises in the United States.
- The United States must provide additional assistance and support to veterans to better equip them to form and expand small business enterprises, thereby enabling them to realize the American dream that they fought to protect



Executive Order 13360

America honors the extraordinary service rendered to the United States by veterans with disabilities incurred or aggravated in the line of duty during active service with the armed forces. Heads of agencies shall provide the opportunity for service-disabled veteran businesses to significantly increase the Federal contracting and subcontracting of such businesses. To achieve that objective, agencies shall more effectively implement section 15(g) of the Small Business Act (15 U.S.C. 644(g)), which provides that the President must establish a goal of not less than 3 percent for participation by service-disabled veteran businesses in Federal contracting, and section 36 of that Act (15 U.S.C. 657f), which gives agency contracting officers the authority to reserve certain procurements for service-disabled veteran businesses.

-George W. Bush
October 20, 2004

Federal SDVOSB Procurement Rules



- May 5, 2004 effective date for Interim Rule
- Exclusions and Higher Priority Sources:
 - Federal Prison Industries
 - Javits-Wagner-O'Day Organizations
 - IDIQ Task Orders
 - Federal Supply Schedule Sources
 - Requirements Currently in 8(a) Program,
 - UNLESS SBA releases the requirement from the 8(a) Program
 - Commissary Sales

Competitive Set-aside SDVOSB Actions



- If at least 2 SDVOSBs are expected to submit reasonable pricing
- Optional up to Simplified Acquisition Threshold (SAT)
- Above SAT, SBA PCR may appeal decision to not conduct a SDVOSB set-aside
- Can award if only 1 firm responds
- If no offers, cancel and do a SB set-aside

Non-competitive SDVOSB Actions



- <\$3 Million for services **OR**
- <\$5 Million for manufacturing
- CO must document that reasonable pricing is not expected from 2 or more SDVOSBs
- CO may do a non-competitive SDVOSB award under the Simplified Acquisition Threshold



SDVOB Joint Ventures

- At least one SDVOSB Partner
- SDVOSB must get 51% of profits
- All J-V partners must be small under NAICS code for requirement

SDVOB Protests



- Size Protests to SBA Office of Size Standards
- Protests of Veteran Status to SBA Office of Government Contracting



SDVOB Subcontracting

Limitations on Subcontracting by prime SDVOSB “or other SDVOSB concern”

- 50% of direct labor for services
- 50% of cost of manufacturing
- 15% of labor costs for General Construction
- 25% of labor costs for Special Trade construction

Finding SDVOSBs



- Central Contractor Registry
 - <http://www.ccr.gov>
- VetBiz Vendor Information Pages
 - <http://www.vetbiz.gov>
- GSA E-Library
 - <http://www.gsaelibrary.gsa.gov/ElibMain/ElibHome>
- TVC Veterans Business Directory
 - <http://www.veteranscorp.org>

Your Roadmap to Opportunity



- **Most Important – Good References**
- **Determine Your Strategy**
 - Vet-to-Vet
 - Vet-to-NonVet
 - Vet-to-Federal Agency
 - Micropurchase (>\$2500)
 - Simplified Acquisitions (>\$100,000)
 - Formal

Assemble Your Support Team



- You are primarily responsible for your success
- Your Support Team
 - **OSDBU.gov**
 - Find Local Small Business Specialists
 - Small Business Development Center
 - Procurement Technical Assistance Center
 - The Veterans Corporation
 - SBA Veterans Business Development Officer
 - SBA Procurement Center Representative
 - SBA Commercial Market Representative
 - Access to SBA Certified and Preferred Lenders
 - Federal Procurement Data Center
 - Other Veterans in Business



Follow-Through Actions

- Modify Your Business Plan
 - Keep Paying Your Bills
 - Target the New Market
- Research Incumbent Requirements in Agency Forecasts
 - Agencies directed to “Rethink All Contract Actions”
- Acquire Positioning Tools
 - Federal Supply Schedule Contract
 - Other Federal Small Business Program Status:
 - HUB, 8(a), SDB, WOSB
- Examine Your Public Information
 - CCR Profile & VIP
 - Your Web Site
 - Dun & Bradstreet Report
 - Bonding Levels (if applicable)



You have the Tools!

- SDVOB companies
- SDVOB set-aside authority
- SDVOB sole source authority
- CVE assistance

How to Access VA Services for Enterprising Veterans



- Web Portal: <http://www.vetbiz.gov>
- Email: vacve@mail.va.gov
- Tollfree: 1-866-584-2344 (veterans) or
- Local (202) 303-3260 (all others)
- Mail: U.S. Department of Veterans Affairs
Center for Veterans Enterprise (00VE)
810 Vermont Avenue, N.W.
Washington, D.C. 20420

Respect



Opportunity

From A Grateful Nation



Thank you
for your service.