



SBA to CVE Transition

What Impact and Changes
Should You Expect?

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What is CVE to SBA Transition?

- A. International Travel from Covenas, Columbia to Santa Barbara, CA
- B. The final step in the process to synchronize the definitions and regulations of Service Disabled Veteran Owned Small Businesses
- C. A Statutory Requirement from the 2021 NDAA
- D. An opportunity to simplify and streamline the veteran verification/certification experience

Answer: All the above. We will only discuss B, C and D.

Change is achievable in multiple areas

I've Heard This Before, Will Anything Really Change?

- Reduced burden on all applicant companies for initial applications and recertifications
 - Remove or rewrite ambiguous questions
 - Smarter questions that align with machine intelligence to direct review of only relevant documentation parts
- Reciprocity with other SBA certification programs – once and done
- Annual “Change” Questionnaire and Applicant Certification
 - For company - Only need to review changed documents, ownership, organization, structure, taxes
 - For Individuals – ownership share/interest; “outside employment” or changes affecting control or affiliation issues
- Risk managed due diligence. Is it necessary to always read every document in detail and do extensive internet research? Note: Much of the material retrieved from the internet is out of date and inconsistent requiring extra effort to sort through. Much of the business/governance documentation never (or rarely) changes.

How will these changes affect my application for certification?

- For documentation preparation, probably, not very much
 - Still a collection of normal business documents that you should already have
 - Basically same/similar documents, hopefully, fewer
- For Questions and Guidance, probably a lot
 - Will simplify and improve your experience

Is Certification a Business Guarantee?

- Only if you can deliver value
- Business planning, governance, strategy comes first
 - VIP Start – know what’s important
 - VIP Grow – when you are ready for the next level
- Professional Certifications – business and individual
- Small Business Certifications can help open doors, but it’s not a “gimmie” or entitlement



What do I do? Preparation for Certification(Verification)

- Ownership, Control and Size
 - Owner/Member Demographics
 - SDVOSB – 51% minimum Service Disabled Veteran
 - WOSB – 51% minimum Women
 - HUBZone – 51% US Citizens (also 35% of employees live in HUBZone)
 - 8(a) – 51% Socially and Economically Disadvantaged
 - Meet Small Business Size Standards
 - Demonstrate Ownership and Control
- Documentation
 - Remember, governance comes first
 - Should be a collection of “normal” business governance and operating documentation

How to Write a Winning Proposal

- How did that get in here??
- Getting a certification/verification is like writing a winning proposal
 - A set of criteria you need to meet
 - A submission to a reviewing body
 - Success, denial, resubmission, etc.
- Your workload, timeline and success are based on your preparation and your understanding of your customer's requirement
 - By not doing these properly, I changed a 90 day process into a 10 month process

Some Quick Tips

- Your business documentation should be a collection of documents and/or reports, not a marathon document creation exercise
- Veteran/Service Disabled Veteran Status via DD-214, VA Disability Letter, Service Disability Letter
- Lots of help available from SBA, Procurement Technical Assistance Centers (PTACs), Veteran Business Outreach Centers (VBOCs), Veteran Service Organizations (VSOs), Veteran Organizations (e.g. NVSBC) and Veterans



Participate

What you can do.

- Review the proposed 13 CFR 128 [Federal Register :: Veteran-Owned Small Business and Service-Disabled, Veteran-Owned Small Business-Certification](#).
- Provide your feedback and tell SBA what you dislike and like. (Due Aug 5)
 - Veteran Service Organization (VSO) or Veteran Small Business Advocacy Group(s)
 - Via Regulatory process,
 1. Federal eRulemaking Portal: <https://www.regulations.gov>. Follow the instructions for submitting comments.
 2. For Mail, Paper, Disk, or CD-ROM Submissions: Timothy Green, U.S. Small Business Administration, Office of Veterans Business Development, 409 Third Street SW, 5th Floor, Washington, DC 20416.
 3. Hand Delivery/Courier: Timothy Green, U.S. Small Business Administration, Office of Veterans Business Development, 409 Third Street SW, 5th Floor, Washington, DC 20416.
 4. SBA will post all comments on www.regulations.gov.



Questions



Contact Us

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