

# “ARMING VETS TO WIN”



“After attending the training, I sat down with my team and described VIP INTERNATIONAL as one of the most intense, productive, and invaluable training events I’ve ever attended. VIP has assembled a dream team of ultimately qualified professionals. I’m still in awe of the depth of experience I had access to throughout the sessions. I feel like Causal Design just spent a week with a private consulting team of exemplary CEOs, contract officers, accountants, and lawyers. We are ready to put this all to work.”

- Keith Ives, Co-Founder and CEO, Causal Designs  
VIP INTERNATIONAL graduate

## VIP INTERNATIONAL NOW ACCEPTING APPLICATIONS

VIP INTERNATIONAL is a 3-day in-residence training program that is offered at **NO COST\*** to Veteran business owners nationwide. The program is designed specifically for service-disabled and Veteran-owned small businesses seeking interested in diversifying or expanding their federal and commercial contracting opportunities overseas. With a real-time curriculum created and taught by industry and subject matter experts, VIP INTERNATIONAL mitigates company risk while accelerating their success in winning, executing, and maintaining international OCONUS and commercial contracts.

Since its launch in 2017, 232 companies have graduated from VIP INTERNATIONAL from 28 states, D.C., and Guam.

### Program Outcomes:

- On average, VIP INTERNATIONAL companies are procurement ready companies who have been in business for 10 years with 20 employees.
- Two years after attending VIP INTERNATIONAL, 81% of graduates reported the knowledge gained significantly influenced a business decision
- 18% of graduate companies entered into the international market within 2 years of graduation
- 85% are Service-Disabled Veteran-Owned Business
- 63% are Minority-Owned Business
- 36% are Small-Disadvantaged Business 8(a)
- 22% are Woman-Owned Business
- 14% are HUBZone

\*Includes Hotel, Meals, and Training

[www.NationalVIP.org](http://www.NationalVIP.org)

# Eligibility

- Have been in business for at least 3 years with a minimum of 3 full-time employees
- The company has experience performing on Federal government contracts as a prime and/or subcontractor to a prime
- Be an owner, principal or C-level executive for a for-profit Veteran-owned small business

# Curriculum

- Export Concerns
- Legal Considerations for OCONUS Contracts
- Hiring and Management
- Risk Management
- Accounting/Tax
- US International Licensing (EAR and ITAR)
- Contract Negotiations
- Proposal Development
- Market Analysis
- Operations/Customs

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

## GOVERNMENT PARTNERS



## SUSTAINING PARTNER



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