



“The guidance and direction of the VIP programs changed the trajectory of my journey as an entrepreneur. The course content assisted me in putting together vital pieces of the contracting puzzle, and helped my company transcend all of our company goals, including recently winning a \$55 million award with the VA. What I learned in VIP has truly worked the way it was designed to do.”

-Sherman Ware, VIP GRAD
President & CEO, Connectinc Global Management

VIP START

NOW ACCEPTING APPLICATIONS

VIP START 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 interested in entering or scaling in the federal marketplace. With a curriculum created and taught by industry and subject matter experts, VIP START mitigates company risk and ensures that they are procurement ready upon graduation.

Since its launch in April 2016, 859 companies have graduated VIP START from 48 states, plus DC and Puerto Rico.

Program Outcomes:

- On average, VIP START graduate companies are in business for 5 years with 2 full-time employees
- Graduate companies increased their revenue by an average of 83% within their first year of graduation and 169% two years after graduation
- 75% of applicants had never worked on a Federal Contract (including as a Prime or sub-contractor) prior to VIP START
- 78% are Service-Disabled Veteran-Owned Business
- 70% are Minority-Owned Business
- 30% are Woman-Owned Business
- 25% are Small-Disadvantaged Business 8(a)
- 15% are HUBZone

*Includes Hotel, Meals, and Training

Eligibility

- An owner, principal or C-level executive for a for-profit Veteran-owned business
- In business for at least 1 year
- The company has a live website
- The company is registered in the Federal Contractor Registry also know as System for Award Management (SAM.gov)
- The company has generated revenue in the past year
- The company has owner or executive that is working full-time

Curriculum

- Requirements to Do Business with a PRIME or Government
- Strategic Planning in the Federal Market
- Accounting / Budgets / Developing Rates
- Compliance Cybersecurity
- Contracting – Sub-Contracting / RFP / RFI
- Operational Program Controls
- Financing / Capital Management / Banking
- Human Resources Management
- Business Insurance
- Business Development / Proposals

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

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