



FAST FACTS

The Veteran Institute for Procurement (VIP) is a national training program with the goal of empowering **Veteran-Owned Small Businesses** to succeed. VIP was established in 2009 and has since played a pivotal role in training over 2,400 Veteran-owned small businesses, enabling them to navigate, enter, and scale successfully within the federal procurement marketplace.

VIP History Timeline

2009

Program launched for DC/MD/VA

2011

Expanded program nationally

2016

Launched VIP START; renamed original program to VIP GROW

2017

Launched VIP INTERNATIONAL

2021

Launched VIP AEROSPACE

2022

Launched VIP ADVANCE

The VIP Experience



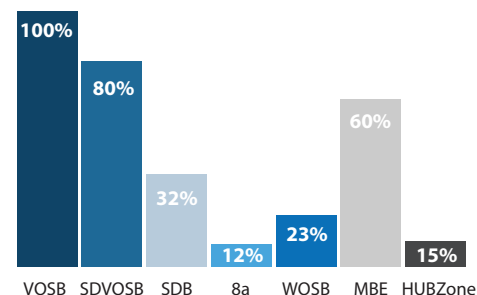
Official SBA Federal Contracting Training Resource Since 2014

NO Cost to VOSB and SDVOSB*

*includes meals, training, hotel

27-hour Comprehensive Certification Program
3 Days of In-Person Training (Potomac, MD)
Market-Based Training
Community of Support

Socio-Economic Statistics



VIP START

Launched - April 2016

Number of Graduates - 910

Success Fact - **83%** increased their revenue the first year of graduation and **169%** two years after.

For those: seeking to enter or expand their business in the federal market.

VIP GROW

Launched - April 2009

Number of Graduates - 1160

Success Fact - **56%** increased their revenue the first year of graduation and **180%** two years after.

For those: seeking to increase their ability to win and maintain government contracts.

VIP ADVANCE

Launched - April 2022

Number of Graduates - 101

Success Fact - **71%** say they increased company earnings within one year.

For those: seeking strategies and processes needed for the next level of sustained growth.

VIP INTERNATIONAL

Launched - March 2017

Number of Graduates - 274

Success Fact - graduates increased overseas revenue by **44%**.

For those: looking to enter or expand contracting opportunities overseas.

Prime Contract Awards

\$33B

Over \$33 billion and counting in federal prime contract awards to VIP Grads since 2010.

VIP AEROSPACE

Launched - April 2021

Number of Graduates - 86

Success Fact - **52%** say they expanded their customer base.

For those: looking to enter or scale in the federal aerospace market.

Powered by Lockheed Martin Corporation

VIP Graduates

Over

2,400

Graduates from all 50 States, Plus DC, Puerto Rico and Guam

Recent VIP Grad News



AMERICA'S FASTEST GROWING PRIVATE COMPANIES

38 VIP Graduate companies recognized as fastest growing companies in America



4 of the 7 VOSB/SDVOSB awardees are VIP GROW Graduates

VIP Program Recognition

Awarded the **2023 Legacy Business Award** as part of the SBA's 70th Anniversary.

Recipient of SBA's **Veterans Business Advocate of the Year Award**.

VIP is powered by the Montgomery County Chamber Community Foundation and is funded through public-private partnerships, featuring grants from the U.S. Small Business Administration (SBA) and the State of Maryland and corporate sponsorships from Lockheed Martin and industry.

For more information or to apply, please visit nationalvip.org