ABOUT VIP INTERNATIONAL
A 3-day, 27-hour comprehensive certification program designed for veteran owned small businesses that want to enter and/or expand their federal and commercial contracting opportunities overseas. It uses real-time, market-based instruction tailored to accelerate success in winning, executing, and maintaining international OCONUS and commercial contracts. VIP INTERNATIONAL is offered at no cost to participants.

ELIGIBILITY
- A graduate of VIP
- 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 sub-contractor to a prime
- Be an owner, principal or C-level executive for a Veteran-Owned Small Business

WHY ATTEND?
Designed by seasoned executives from industry and government, VIP is the first-ever national center to train SDVOSBs and VDOSBs to succeed in Federal contracting overseas. Among the many benefits, three are key:
- Accelerate your growth with market-based, practical training across more than 20 topic areas
- Avoid business land mines and reduce your risk to yourself, teaming partners and customers
- Build relationships with primes and government and establish a network of international teaming partners

KEY STATISTICS
VIP INTERNATIONAL is a new program with a focus on accelerating your success internationally through best business practices.
- Since its launch in March 2017, 132 companies have graduated from VIP INTERNATIONAL
- 81% of graduates report that the knowledge gained in VIP INTERNATIONAL significantly influenced a major business decision one year after graduation.
CURRICULUM
There are over 20 topics taught by highly experienced industry and government professionals with a focus on accelerating your success internationally through best business practices. Examples include:

- Contract negotiation strategies, including commercial
- Cross-cultural business implications
- Compliance and logistics
- Marketing – proposals, business development, and capture management
- Program management/Internal controls
- Managing human resources

FREQUENTLY ASKED QUESTIONS
How much does it cost?
Instruction, meals, and hotel are free for participants. VIP INTERNATIONAL is fully funded by the Montgomery County Chamber Community Foundation (MCCCF). MCCCF funds this program through a public-private partnership made up of a cooperative agreement with the U.S. Small Business Administration (SBA), support from the State of Maryland and private sponsorships.

Note: Travel expenses are not covered.

Where is the VIP INTERNATIONAL held?
At the Bolger Center in Potomac, Maryland, 11 miles from the White House (www.BolgerCenter.com)

How many participants are in each class program?
Class size is limited to 50 with only one owner or executive per company.

APPLY: Enrollment Now Open: VIP INTERNATIONAL CLASS: April 28-30, 2020
To learn more about the VIP Program or to apply visit our website at www.NationalVIP.org. For additional questions, call or email Amy Couch at 301-738-0015 x222 or acouch@mcccmd.com