ABOUT VIP START

VIP START is a 3-day, 27-hour comprehensive certification program designed for veteran owned businesses seeking to enter or expand their business into the Federal market. Facilitated by subject matter experts, participants receive hands-on, market-based instruction that a) establishes best business practices and b) accelerates the rate at becoming procurement ready for government opportunities. VIP START is offered at no cost to participants.

ELIGIBILITY

- Owner, principal or C-level executive for a veteran-owned small business
- In business for at least 1 year
- Company has generated revenue in the past year
- Company has owner or executive working full-time

WHY ATTEND?

Designed by seasoned executives from industry and government, VIP is the first-ever national center to train SDVOSBs and VOSBs to succeed in Federal contracting. 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 national teaming partners

KEY STATISTICS

VIP START is a new program that deploys the same proven instruction as our highly successful VIP GROW:

- Since its launch in April 2016, 292 companies have graduated VIP START
- Graduates from 37 states plus DC have participated in VIP START
- Graduate companies increased their revenue by an average of 40% within their first year of graduation and 80% two years after graduation.
CURRICULUM

There are over 20 topics taught by highly experienced industry and government professionals with a focus on accelerating your successful entry in the Federal market through best business practices. Examples include:

- Elements that have to be in place in order to do business with a PRIME or Government
- Strategic Planning in the Federal Market
- Accounting / Budgets / Developing Rates Compliance
- Cyber Security
- Contracting – Sub-Contracting / RFP / RFI
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- Operational Program Controls
- Financing / Capital Management / Banking
- Human Resources Management
- Business Insurance
- Marketing / Business Development / Proposals

FREQUENTLY ASKED QUESTIONS

How much does it cost?
Instruction, meals, and hotel are free for participants. VIP START is fully funded by the Montgomery County Chamber Community Foundation (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.

What is a typical participant company?
Companies on average have been in business 6 years and have 3 full-time employees.

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

APPLY: Enrollment Now Open: VIP START Classes 2021
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