



“The VIP START program is nothing short of thought provoking and includes actionable items that can be immediately executed. The curriculum is a remarkable resource that can be frequently integrated and retained for daily business operations and strategic planning.”

- Marie Alford, ASL Interpreter Corps, LLC and VIP START Graduate

## VIP START

VIP START is an entrepreneurial program for veteran-owned and service-disabled-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, 534 companies have graduated VIP START from 41 states, plus DC and Puerto Rico. On average, VIP START graduate companies are in business for 4 years with 2 full-time employees.

- Graduate companies increased their revenue by an average of 74% within their first year of graduation and 246% two years after graduation
- 75% are Service-Disabled Veteran-Owned Business
- 69% are Minority-Owned Business
- 22% are Small-Disadvantaged Business 8(a)
- 26% are Woman-Owned Business
- 13% are HUBZone
- 71% of applicants had never worked on a Federal Contract (including as a Prime or sub-contractor) prior to VIP START

# Eligibility

- An owner, principal or C-level executive for a 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

For more information go to [NationalVIP.org](http://NationalVIP.org)



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