



“Being a VIP GROW graduate has truly propelled my company forward. The instructors give very informative and detail-specific presentations and what I have learned from the experiences, insights and in-depth know-how of my fellow VIP classmates has given my organization the confidence to pursue on more challenging bids, as well as increased our chances of obtaining awarded contracts.”

- Anthony Manca, Principal/CEO Shire Wire Global Sales and Distribution and

VIP GROW

VIP GROW is an entrepreneurial program for procurement ready veteran-owned and service-disabled-veteran-owned small businesses seeking to increase their ability to win and maintain government contracts. With a curriculum created and taught by industry and subject matter experts, VIP GROW mitigates company risk and is proven

to increase annual revenue by 61% within one year of completing the program. Since its launch in 2009, 1,024 companies have graduated from VIP GROW from 47 states, D.C., and Guam. On average, VIP GROW companies are later stage companies in business for 8 years with 16 employees.

- VIP GROW graduates increase their revenue by an average of 61% within their first year of graduation and 224% two years after graduation
- 86% said they changed the way they do business after graduating from VIP GROW
- 85% of the VIP GROW Graduates are still in business 10 or more years
- 79% are Service-Disabled Veteran-Owned Business
- 51% are Minority-Owned Business
- 34% are Small-Disadvantaged Business 8(a)
- 16% are Woman-Owned Business
- 12% are HUBZone

Eligibility

- An owner, principal or C-level executive for a for-profit veteran-owned business
- In business for at least 2 years, with at least 3 full-time employees
- Have experience performing on Federal government contracts as a prime and/or sub-contractor to a prime
- The company has a live website

Curriculum

- Reducing Risk to Veteran-owned Companies, Their Customers and Teaming Partners
- Accounting / Budgets / Developing Rates
- Compliance Contracting – Teaming, Joint Ventures, RFI
- Financing / Capital Management
- Human Resources
- Insurance
- Marketing – Proposals & Capture Management
- Program Management / Internal Controls
- Indirect Rates

For more information go to NationalVIP.org



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