



## VIP FAST FACTS

### EXPANDED FROM A REGIONAL TO A NATIONAL INSTITUTE

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- Launched in the DC/MD/VA region in fall 2009, VIP expanded as a National Center at the Bolger Center in Potomac, MD in 2011
- Expanded program to offer VIP START for companies wanting to enter the federal market and become procurement-ready. Original VIP program was re-named VIP GROW. VIP INTERNATIONAL launched in March 2017, VIP AEROSPACE launched in April 2021 and VIP ADVANCE will launch in 2022.
- VIP pivoted to virtual program offerings in June, 2020 due to the impact of COVID-19
- Funded by the MCCC Foundation, VIP is underwritten by corporate sponsorships from Lockheed Martin and JP Morgan Chase & Co., and grants from SBA and the State of Maryland. The program is offered at NO COST to participants.
- 172 Members of Congress have had constituents participate in VIP and have been presented Congressional Citations.
- VIP Recognized by SBA as Veteran Small Business Advocate of the Year for Region III and the Capital District.
- VIP Presented at American Legion National Convention.

### THE VIP EXPERIENCE IS UNIQUE

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- Veteran-Owned company executives receive 27 hours of comprehensive instruction on how to accelerate their Federal government contracting business skills. Throughout the program, subject matter experts from industry and government provide best business practices.
- On average, VIP START graduates have 2 FTE's and have been in business 4 years; VIP GROW graduates are later stage companies in business for 8 years with 16 employees; VIP INTERNATIONAL are VIP graduate companies in business for 10 years with minimum of 21 employees.

### VIP GRADUATES ARE DIVERSE

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- Total of **1,808** VIP graduates from all 50 States, plus DC, Guam, and Puerto Rico; **1,022** from VIP GROW, **581** from VIP START, **162** from VIP INTERNATIONAL and **43** from VIP AEROSPACE.
- Graduate companies include: 78% SDVOSB, 30% 8(a), 60% Minority-Owned, 21% Woman-Owned, and 12% HUBZone

### SUCCESS!

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- \$16.9 Billion awarded in Federal prime contracts to VIP Grads since 2010
- A survey of 980 VIP GROW graduates increased their revenue by an average of 61% within the 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
- 4 of the 7 SDVOSB/VOSB winners of the Centers for Medicare & Medicaid Services SPARC contract are VIP GROW Graduates
- Over 1/3 of the VA VECTOR winners are VIP Graduates
- The 2021 INC 5000 list features 36 VIP Graduates

**For more information or to apply, please visit [www.NationalVIP.org](http://www.NationalVIP.org)**



## VIP TESTIMONIALS

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"One of the most important things we can do is help [veterans] find opportunities in the business community." - and - "As never before, the Federal Government has committed to contracting with Veteran-owned businesses. It is timely that the Chamber's Foundation established VIP to train and qualify Veteran-owned businesses to compete for these procurement opportunities."

**-Senator Chis Van Hollen, Maryland**

"The success of the federal government in exceeding its goal in federal contracting to SDVOSBs is definitely the result of a team effort, including the very important role VIP plays. SBA is proud of its partnership with VIP and all the organization does for the veteran entrepreneurial community. VIP is clearly making a difference."

**-Larry Stubblefield, Associate Administrator of the Office of Veterans Business Development for the U.S. Small Business Administration**

"We are proud to be a founder and continued supporter of the Veteran Institute for Procurement (VIP). VIP continues to help us find outstanding and qualified veteran firms with in depth experience and knowledge of working in the Federal Marketplace. Our success depends on a strong supply chain and through these partnerships with veteran-owned and service disabled veteran-owned businesses, together we help solve our customer's most complex challenges. We look forward to our continued partnership with VIP."

**-Susannah L. Raheb, Corporate Supplier Diversity Leader, Lockheed Martin Corporation**

"The VIP GROW program was a fantastic experience! The business training provided will be invaluable to the growth of our company. Training side-by-side with other company leaders, who were also military veterans, reminded me of the camaraderie and teamwork I experienced during my career in uniform. Truly a 'must do' experience for any veteran who owns their own business."

**-Manny Bautista (VIP Graduate), President/CEO, Blue Trident, LLC**

"The guidance and direction of the VIP programs changed the trajectory of my journey as an entrepreneur. The course content assisted me in putting together vital pieces of the contracting puzzle, and helped my company transcend all of our company goals, including recently winning a \$55 million award with the VA. What I learned in VIP has truly worked the way it was designed to do."

**-Sherman Ware (VIP Graduate), President/CEO, Connectinc Global Management**

"The VIP virtual 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 (VIP Graduate), Chief Executive Officer, ASL Interpreter Corps, LLC**

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