



“Veteran-owned small businesses have always been essential business partners in helping Lockheed Martin meet the evolving needs of our customers. We are delighted to support this program, to help veteran-owned businesses increase their federal aerospace revenue and learn what it takes to be competitive in this complex market.”

- Pasquale DeSanto, the Corporate Supplier Diversity Program Manager for Lockheed Martin Corp.

VIP AEROSPACE

VIP AEROSPACE is the first of its kind entrepreneurial program created specifically to accelerate the success of procurement ready veteran-owned and service-disabled-veteran-owned small businesses in the federal Aerospace market. With a brand-new curriculum created and facilitated by industry and government subject matter experts, you will receive hands-on, market-based instruction that will prepare you for the industry's

extended planning cycle, requisite certifications, contracting requirements, vendor portals, and business development requirements to be successful in the Aerospace industry. Since its launch in 2021, 43 companies have graduated from VIP AEROSPACE from 18 states, AND D.C. On average, VIP AEROSPACE companies are procurement ready companies who have been in business for 13 years with 37 employees.

- 5% of applicants have never worked on a Federal Contract in Aerospace (including as a Prime or sub-contractor)
- 74% of the companies are Service-Disabled Veteran-Owned Business
- 23% of the companies are Small Disadvantaged Business/8(a)
- 16% of the companies are Hub Zone
- 53% of the companies are Minority Owned
- 23% of the companies are Woman Owned
- 49% Hold a security Clearance

Eligibility

- Be a Graduate of VIP Program
- Have been in business for at least 4 years with a minimum of 3 full time employees
- Your service and/or product aligns with aerospace market needs
- Be an owner, principal or C-level executive for a for-profit veteran-owned small business

Curriculum

- Strategic Planning
- Industry Specific Contracting Acquisition
- Vendor Portals
- Supply Chain Management for Primes & Subs
- Industry Specific Legal
- Unique Insurance
- Indirect Rates & Pricing
- Audit & Certification Requirements
- Operational Program Controls
- Cyber Security
- Marketing & Proposals
- Business Development & Capture Strategies

For more information go to NationalVIP.org



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