



## 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 launched in March 2022.
- Funded by the MCCC Foundation, VIP is underwritten by corporate sponsorships from Lockheed Martin, 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.
- With a network of industry experts from Prime Contractors, Government Partners, and VIP Alumni; when a company graduates from VIP, they are not just completing a course, they are joining a community focused on their success.

### VIP GRADUATES ARE DIVERSE

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- 2,307 VIP graduates from all 50 States, plus DC, Guam, and Puerto Rico; 1,113 from VIP GROW, 812 from VIP START, 64 from VIP ADVANCE, 232 from VIP INTERNATIONAL and 86 from VIP AEROSPACE.
- Graduate companies include: 80% SDVOSB, 61% Minority-Owned, 30% 8(a), 22% Woman-Owned, and 14% HUBZone

### SUCCESS!

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- Over \$17 Billion awarded in Federal prime contracts to VIP Grads since 2010
- According to a recent survey, VIP GROW graduates increased their revenue by an average of 57% within the first year of graduation and 180% two years after graduation.
- 80% said they changed the way they do business after graduating from VIP GROW.
- 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 2022 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, Deputy Associate Administrator Office of Government Contracting and 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 training was magnificent. All classes were outstanding with creditable instructors who all spoke with conviction. It was a "Harvard MBA" in federal marketing and running a small business. No amount of money could have bought me the concise, expertly presented and real-world business knowledge I gained from VIP."

**-Eric Sundin (VIP Graduate), President, Internal Computer Services (ICS)**

"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**

"Fellow Veteran Entrepreneurs, when you are able to attend the VIP START Certification Program, don't walk, RUN! I am forever indebted to the scores of presenters and panel members who shared their candid, insightful, and wisdom-filled perspectives. Prior to the event, I approached RFP/RFI submission efforts like a sporadic ping-pong match. VIP START provided information that will guide my strategic development, save time and, I am confident, produce successful results! Thank you for providing world-class content, mentors, subject matter experts, post-program support (VIP Marketplace), and your vote of confidence for each of us!"

**-Shon Barnwell (VIP Graduate), Principal, Managing Director/ Shon Barnwell Events, LLC**

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