VIP INTERNATIONAL is a 3-day in-residence training program that is offered at NO COST* to Veteran business owners nationwide. The program is designed specifically for service-disabled and Veteran-owned small businesses seeking interested in diversifying or expanding their federal and commercial contracting opportunities overseas. With a real-time curriculum created and taught by industry and subject matter experts, VIP INTERNATIONAL mitigates company risk while accelerating their success in winning, executing, and maintaining international OCONUS and commercial contracts.

Since its launch in 2017, 232 companies have graduated from VIP INTERNATIONAL from 28 states, D.C., and Guam.

Program Outcomes:

• On average, VIP INTERNATIONAL companies are procurement ready companies who have been in business for 10 years with 20 employees.

• Two years after attending VIP INTERNATIONAL, 81% of graduates reported the knowledge gained significantly influenced a business decision

• 18% of graduate companies entered into the international market within 2 years of graduation

• 85% are Service-Disabled Veteran-Owned Business

• 63% are Minority-Owned Business

• 36% are Small-Disadvantaged Business 8(a)

• 22% are Woman-Owned Business

• 14% are HUBZone

*Includes Hotel, Meals, and Training
Eligibility

- Have been in business for at least 3 years with a minimum of 3 full-time employees
- The company has experience performing on Federal government contracts as a prime and/or subcontractor to a prime
- Be an owner, principal or C-level executive for a for-profit Veteran-owned small business

Curriculum

- Export Concerns
- Legal Considerations for OCONUS Contracts
- Hiring and Management
- Risk Management
- Accounting/Tax
- US International Licensing (EAR and ITAR)
- Contract Negotiations
- Proposal Development
- Market Analysis
- Operations/Customs

Questions? Contact VIP National Director, Barbara Ashe, at (301) 738-0015 x215 or bashe@nationalvip.org