Things You Need to Know About Small Business Program

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Topics

- SB Goals
- Verification
- Direct Connect

FY 2012 Prime Contracting Performance

Category	USG	VA	2011
Small Business	23%	34%	33.7%
Small Disadvantaged Bus. (including 8(a))	5%	5%	8.4%
Women-Owned SB	5%	5%	3.8%
Veteran-Owned SB	0%	12%	20.3%
Service-Disabled Veteran-Owned Small Business	3%	10%	18.2%
HUBZone	3%	3%	2.2%

VA Hierarchy of Small Business Programs

1. Service-disabled veteran-owned
2. Veteran-owned
3. HUBZone , WOSB, and 8(a)/SDB participants
4. All other small business

Recent Changes

- SES Performance Evaluations include SB goal performance

- Any action not awarded to a Vet small business requires SES review.

- Very few exceptions

VA Verification Program

Why do I need to be verified?

Why does it take so long?

Why is it so hard to become verified?

What are you doing to make things better?

www.VetBiz.gov

Verification Improvements

- Reduced application processing time
- Online application system
- Verification assistance briefs
- On demand application status checks
- Customer service helpdesk with expanded hours
- QC Review Program
- Improved records management/document control
- Improved internal quality control process w/OGC review
- OGC review of Requests for Reconsideration
- Risk management program
- Formal OIG referral process
- Debarment committee in compliance with P.L. 109-461 requirement
- Determination letters posted online for on demand retrieval

Major Verification Changes

- 130+ Days to 66 days to initial determination
- Simplified re-verification
- Fast Track re-verification
- Two year period of eligibility
- Initiated rule change process

Direct Connect

- Increase Opportunities to directly engage VA Decision Makers

- Goal:
  - Increase awareness
  - Generate opportunities for direct access
  - Reduce perception of risk

- Increase ROI for Procurement Decision Makers

National Veterans Conference 2012

- 3,700 attendees (800 government participants)
- 115 Small Business Training sessions
- 1876 Networking Roundtable sessions
- 283 Business Requirements sessions
- 49 Senior VA leader roundtables
- More than 49,400 contacts

Opportunity Showcases

STRUCTURED
    SCHEDULED
        PERIODIC
           FOCUSED
              CONVENIENT
                SCREENED
                  VALUABLE