

## OSDBU Education and Training Webinar Schedule

Webinar Title	Description	April	May	June
Attending DAP events	This course explains the Direct Access Program (DAP) and how DAP provides Veteran-Owned Small Businesses and other small businesses with direct access to procurement decision makers from the federal government and the private sector through various networking events. Learn how to make the most of your attendance at a DAP event.	<a href="#">4/28/2021</a>		
Building an Effective Website	The purpose of this training is to help Veteran-owned and other small businesses understand the importance of building an effective website used to market one's company. It is designed to help small businesses understand why a website is important; how it is used in the federal contracting world; what information is searched for most	<a href="#">4/14/2021</a>		
Doing Business with VA	Dive into a background on the various VA facilities and organizations. Learn more about these offices, what they buy, what VA buys, and how they buy it. Learn how your company can position itself to potentially receive part of the \$20+ Billion that VA spends each year.		<a href="#">5/5/2021</a>	
Doing Business with VA – Business 101	The Doing Business with VA – Business 101 webinar educates participants about resources provided by VA OSDBU, which contribute to their firm's development and growth. The information provided focuses on what VA procures, how it procures and how VA OSDBU supports them during their journey to procure contracts. This webinar aligns with OSDBU's commitment to assist in the maturation of not just SDVOSB/VOSBs but all small business concerns.	<a href="#">4/8/2021</a>	<a href="#">5/6/2021</a>	<a href="#">6/3/2021</a>

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Effective Capabilities Statements	Your capabilities statement is your company's resume. It is often the first contact you will have with Procurement Decision Makers (PDM). Do you know what a Capabilities Statement is, or why it is so important? Do you know the five key areas for your capabilities statement? If your capabilities statement is the best way to get your foot in the door, wouldn't you want it to provide your company's information in the best, most efficient way? This session defines what a capabilities statement is, why it is used, how to create one for your small business, and the information you should include in each of the five sections to effectively market your business to PDMs.	<a href="#">4/21/2021</a>		
Introduction to VA OSDBU	This course introduces Veteran-owned and other small businesses to VA and its mission with highlights on services available through VA Small and Veteran Business Programs.		<a href="#">5/12/2021</a>	
Joint Ventures	Provide attendees information on joint ventures and how they can be used as an effective business strategy for doing business with VA.		<a href="#">5/19/2021</a>	
Leveraging Social Media	This course defines Social Media and highlights the differences between your personal and professional social media accounts. Learn the benefits of using social media to build your brand and elevate your company's profile. Discover how to leverage social media sites to consistently update and improve your marketing strategy.			<a href="#">6/30/2021</a>

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Navigating Beta.SAM.gov	The General Services Administration (GSA) manages federal acquisition and awards processes in ten online websites which are now being merged into one.	<a href="#">4/17/2021</a>		
Procurement Mechanisms	“Introduces attendees to the various mechanisms used by contracting officers in the procurement process.”		<a href="#">5/26/2021</a>	
Procurement Readiness Overview	Review the Procurement Readiness Overview recording using the below link. The presentation slides are attached to this bulletin. Take a few minutes to complete the webinar survey sent to you via email. Please contact us if you did not receive a survey link. Feedback from webinar surveys is used to improve existing webinars and to develop new ones.			<a href="#">6/2/2021</a>
Responding to a Sources Sought	This course is designed to help Veteran-Owned Small Businesses and other members of the small business community understand what a Sources Sought Notice is and how responding to one impacts you, the procurement decision maker, and the potential opportunity.			<a href="#">6/7/2021</a>
Risk Mitigation	This course provides Veteran-owned and other small businesses with the necessary guidance on mitigating risk when discussing potential VA opportunities with VA procurement decision makers (PDM); when attending a VA OSDBU hosted engagement; or when responding to a potential VA opportunity. Risk mitigation strategies include building an effective capabilities statement, teaming as a subcontractor, or teaming as a Joint-Venture.			<a href="#">6/16/2021</a>

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Simplified Acquisitions	This course is designed to help the Veteran-owned (VOSB) and other small business community understand; what simplified acquisitions (SA) are; the laws that govern processes and procedures; how SA's help mitigate risk; and understand the various ways small business concerns find SA opportunities to bid on.			<a href="#">6/23/2021</a>
Subcontracting	The purpose of this training is to help the Veteran-owned (VOSB) and other small business community understand subcontracting as a strategy and gain access to resources and opportunities.			<a href="#">6/14/2021</a>
Teaming	The purpose of this training is to help the Veteran-Owned Small Business (VOSB) and other small business community understand what teaming strategies are in terms of doing business with VA and other federal agencies and understand			<a href="#">6/21/2021</a>