

# Straight Talk, Straight Answers on Verification and Kingdomware

*1–2 p.m.  
August 16, 2017*

*Presented by the  
Office of Small and Disadvantaged Business Utilization*



U.S. Department  
of Veterans Affairs



# Agenda

- Verification
- Update on Veterans First Contracting Program
- Straight Answers



# Where We Are

- **VOSB in VIP**
  - 11,016
- **Current Backlog (>60 Days)**
  - 706
- **2017 Average Processing Time**
  - 73 days
- **Current Inventory**
  - 3,249



# What Are We Doing About It?

- Veteran Enterprise Management System (VEMS)
- 3-year period of eligibility
- Contract Adjustments



# National Defense Authorization Act (NDAA) 2017

- Joint rule regarding ownership and control of SDVOSB
- SBA Office of Hearings and Appeals (OHA) as appeal authority



# Major Changes from VA/SBA Joint Rule

- Minority owner protection for extraordinary business decisions
- Split voting
- Unconditional ownership requirements
- All appeals heard by the Office of Hearings and Appeals (OHA)
- The meaning of control is clarified
- Managerial position and experience are clarified
- ESOP stock is excluded from consideration of ownership
- Non-Veterans may be involved in the management of the concern



# Problem: Integrity of SDVOSB Set-Aside Program

- 20,900 SDVOSB in SAM
- 8,300 Verified SDVOSB in VIP
- **12,600 Self-Certified SDVOSB in SAM**
- XXX Self-Certified SDVOSB Awarded Set-Asides from the Federal Government
- **XXX Ineligible SDVOSB Doing Business with the Federal Government**



# Update on Veterans First Contracting Program

- Sole Source
- Tiered Evaluations
- Fair and Reasonable Pricing
  - Federal Supply Schedule (FSS)
  - Indefinite Delivery/Indefinite Quantity (IDIQ)
  - Historical Pricing



# Access

- Innovation Expos
  - Sep 12 in Dallas, TX
  - Sep 27 in Bay Pines, FL
- Regional Architectural Engineering and Construction Management Event
  - Dec 6—7 in St. Louis, MO
- National Veterans Small Business Engagement (NVSBE)
  - Dec 5—7 in St. Louis, MO



# NVSBE 2017

The **Engagement** is the most effective way for VOSBs to directly connect with potential buyers in the federal and commercial marketplaces

- **5 – 7 December 2017**
- **St. Louis, MO**
- **300 VA Staff**
- 12 Other Federal Agencies
- Commercial Partners





# NVSBE Major Activities

- Business Opportunity Sessions (BOS)
- Networking Round Tables (NRT)
- Dining with Decision Makers (DWDM)
- Receptions
- One-on-One Meetings
- Expo
- Learning Sessions



# Straight Answers