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