

@VAVetBiz NEWS

Your connection to VA OSDBU news, information, and resources

Fall 2017

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Small Business Innovation Expos



SDVOSBs/VOSBs connect with VA buyers and healthcare staff to discuss business opportunities and showcase their products in support of Veteran care.

As part of its Direct Access Program (DAP), VA OSDBU hosted two pilot Small Business Innovation Expo events in September 2017.

DAP opens the door for Veteran-owned and other small businesses to gain direct access to procurement decision makers, contracting professionals, and other small businesses. In addition to providing greater access to valuable resources that help small businesses market and grow, DAP offers opportunities to discuss business capabilities, facilitate industry networking and partnerships, and gather market research for future procurements.

The unique format of these DAP Small Business Innovation Expo events allowed small businesses to demonstrate innovative equipment, products, and service technology that support Veteran care. Small business suppliers and their partners directly connected with VA buyers and healthcare staff to provide live demonstrations of their creative products and services.

The first DAP Small Business Innovation Expo took place at the VA Medical Center (VAMC) in Dallas, Texas—where Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) connected with VA staff to engage; network; and discuss fresh, innovative healthcare solutions. Veterans also participating in the event saw small businesses demonstrate products such as ►►

Letter From the Executive Director



Thomas J. Leney

Happy holidays! As 2017 ends, we are looking ahead to VA OSDBU 2018 priorities.

In the coming year, VA OSDBU is committed to transforming VA's market research process; establishing a 'Best in Class' Verification Program; and enhancing our Direct Access Program to best support the VA Market Research Program.

As I reflect on 2017, I am thankful to the Veteran small business community for its hard work and dedication to their mission efforts. I also express my appreciation to the VA OSDBU team for their service to Veterans. No matter what mission area they support, each team member impacts on how VA OSDBU does business with Veterans.

In this issue of @VAVetBiz NEWS, we highlight the contributions of Veterans who are dedicated to helping and servicing the needs of Veterans.

I hope you will find this issue helpful to you as you navigate the rewards and challenges of being a Veteran small business owner.

We welcome your feedback. Thank you for your continued support.

Sincerely,
Thomas J. Leney
Executive Director,
VA Small and Veteran Business Programs

Small Business Innovation Expos



Above/Below: Clever, procurement-ready SDVOSBs/VOSBs demonstrate healthcare solutions for VA patient care at DAP Small Business Innovation Expo events

lightweight portable ramps, bioactive glass for wound care and orthopedic implants, wheeled shower commode chairs, immediate fit and adjustable transtibial prosthesis, a non-laser visualization device that reduces venipuncture failure rate, and more.

The second Expo, held at the Bay Pines VAMC in Florida, also attracted many SDVOSBs/VOSBs that presented VA staff with their business solutions to resolve challenges in VA patient care.

Executive Director of VA Small and Veteran Business Programs Thomas J. Leney reported, "I was extremely impressed by the demonstrations and am excited about how our access program can play a role in showcasing the talents of our Nation's many VOSBs that will shape VA healthcare as we know it."

Because of the positive response from both staff and small business participants, VA OSDBU is planning more Small Business Innovation Expo events in Fiscal Year 2018.

View VA OSDBU's online calendar for dates and locations of upcoming DAP and other outreach events. Stay tuned for more news on this initiative. ★

"I was extremely impressed by the demonstrations and am excited about how our access program can play a role in showcasing the talents of our Nation's many VOSBs that will shape VA healthcare as we know it."

—Thomas J. Leney



Vets First Update:

Improved MyVA Verification Process More Efficient for VOSBs

Increasing efficiency of the verification process for SDVOSBs/VOSBs participating in the Vets First Verification Program is a priority for the Center for Verification and Evaluation. This program office, managed by VA OSDDBU, is restructuring its verification process to improve the Veteran experience.

The new MyVA Verification Process consists of four key stages that offers multiple opportunities for Veterans to correct business documents, communicate with dedicated staff who help Veterans complete their applications, and much more. ★

*my*VA Verification Process



Veterans Helping Veterans:

SDVOSB Drives Its Mission to Serve Veterans

While emergency first responders were dispatched to assist citizens affected by the Hurricanes Harvey, Irma, and Maria—Virginia-based Standard Communications, Inc. (SCI), a VA-verified SDVOSB that supports telecommunications at VA, was also there.

The SDVOSB's personnel worked diligently to support VA Office of Information and Technology and regional technical staff to preserve patient care at VAMCs during these devastating weather events.



Above: SCI Founder and CEO John P. Molière and team member Jim Davis execute telecommunications services in a VAMC Switchroom

SCI used its disaster recovery plan for maintenance and support services to help Veterans in Houston, Texas; Biloxi, Mississippi; Bay Pines, Florida; Orlando, Florida; Tampa, Florida; and San Juan, Puerto Rico.

"VA facilities in VISNs 8 and 16 took a beating," says company founder and CEO John P. Molière. "To me, it is important that our approach to disaster recovery starts with a sound disaster plan...like in my Navy days, we ensure that all hands have been cross-trained to provide a seamless Mutual Aid process."

Despite difficulties receiving or making calls, water on hospital floors damaging cable lines and backup batteries, and a fire—SCI controlled the situation. Through their support, telecommunications services were restored throughout the affected VAMCs, ultimately helping Veterans.

Molière has spent his professional career working with and on behalf of Veterans. He is highly recognized for his service to the Veteran community and the use of his military training to prepare Veterans for business success.

"My commitment is to pay 'Earth Rent' to the Country and for the Vets I am fortunate to serve," Molière affirms.

Learn more about Molière and SCI at www.stdcomm.com. ★

VA OSDBU Gives Back to Veterans

Helping Veterans is an integral part of day-to-day operations at VA OSDBU. We strive to provide the best customer service possible to the men and women who have bravely served our great Nation.

That service to Veterans does not end in the office. VA OSDBU staff is committed to working beyond the normal call-of-duty to give back to the local Veteran community through service projects. As part of the VA OSDBU Gives Back Drive, staff volunteered their time and efforts to donate comfort kits to Veterans in need at the Washington DC VAMC Zachary and Elizabeth Fisher House.

"Not all VA Medical Center patients come to the hospital for scheduled appointments. Often a medical emergency has brought them into VA care," says VA OSDBU Human Capital Manager and Employee Experience Champion Nolita Pollard. "As you can imagine, grabbing your toiletry kit in an emergency is the last thing on your mind. That is why comfort kits are so important!"



VA OSDBU is dedicated to encouraging employee engagement and taking part in actions that fulfill VA's mission and make a difference in the life of Veterans—both in and out of the office. ★



Above: Members of VA OSDBU Employee Experience team hand-delivered comfort kits (pictured left) for Veterans; receive warm welcome from Gregory Elfstrom, Voluntary Service Specialist at DCVAMC Fisher House



U.S. Department of Veterans Affairs
Office of Small and Disadvantaged Business Utilization

www.va.gov/osdbu/outreach/soc/training.asp

VA OSDBU EDUCATION AND TRAINING WEBINAR SERIES

2018 Topics

- Becoming Procurement Ready
- Doing Business With VA
- Writing Effective Capability Statements

Expanded participation of Veteran-owned and other small businesses in the procurement process adds value to VA’s mission. VA OSDBU offers training and education that helps Veterans leverage resources to gain access to economic opportunity.

VA OSDBU training webinars focus on topics such as Doing Business With VA, Becoming Procurement Ready, Writing Effective Capability Statements, Preparing for Success at Direct Access Events, plus many more.

This targeted, specialized education is an example of VA OSDBU’s commitment to providing continuous training to Veteran-owned and other small businesses. ★

Upcoming Events

Whether online or in your community, our events can help you build and grow your small business. Gain quick access to the **VA OSDBU Events Calendar** at www.va.gov/osdbu/library/events.asp.

Outreach and Procurement

National Veterans Small Business Engagement December 5–7, St. Louis, MO

VA's signature event and largest procurement convention for the Veteran small business community

SMWVBO 2017 Bexar County Business Conference December 6, San Antonio, TX

Linking small, minority, women, and Veteran business owners to opportunities with federal, state, and local agencies

National 8(a) Association 2018 Small Business Conference January 30–February 1, 2018, Nashville, TN

Premier supplier diversity event for small businesses with educational sessions and multiple networking opportunities

28th Annual Government Procurement Conference April 18–19, 2018, Washington, DC

National conference fostering business partnerships among the federal government, prime contractors, and small businesses

Vets First Verification Program Webinars and Town Halls

Topic

Date/Time (EST)

Pre-Application

Designed for firms that are new to the Vets First Verification Program and have not created a VetBiz VIP profile. SDVOSBs and VOSBs that have been inactive in the program and are interested in submitting an application may also benefit from this session.

**Every Friday
2–3 p.m.**

Preparing for Reverification

Designed for firms whose verification will expire in 30 days and/or five months from the date of the scheduled webinar.

**Every First Tuesday
2–3 p.m.**

How to Stay Verified

Designed for firms that have been verified for six months and would like to remain verified.

**Every Fourth Tuesday
2–3 p.m.**

For more information about the **Vets First Verification Program Webinars and Town Halls**, visit www.va.gov/osdbu/verification/you_asked_we_listened.asp.

VA



U.S. Department of Veterans Affairs

Office of Small and Disadvantaged Business Utilization

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