

ATLANTA 2016



15th Annual DOE Small Business Forum & Expo
MAY 23 - 25, 2016 | ATLANTA, GA

VA OSDBU Overview

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Business Utilization (OSDBU)

OSDBU Mission and Vision

Mission:

Enable Veterans to gain expanded access to economic opportunities by leveraging the federal procurement system and expanding participation of procurement ready small businesses.

Vision:

By 2019, OSDBU will transform how procurement ready small businesses gain access to economic opportunity through increased awareness, reduced risk, enhanced access, improved procurement mechanisms, and better performance in order to enable Veterans to gain access to economic opportunities.

VA Small Business Achievement- FY 15

Committed to providing opportunities for all small businesses

	Federal Goal	VA Goal	VA Percentage 2015	VA Dollars (billions) 2015
All small business	32%	32%	30.8%	\$6.185
SDVOSB	3%	10%	16.8%	\$3.376
VOSB	N/A	12%	18.6%	\$3.742
Small Disadvantaged Business (SDB) – includes 8(a)	5%	5%	7.5%	\$1.498
Women-Owned Small Business (WOSB)	5%	5%	3.0%	\$0.594
Historically Underutilized Business Zone (HUBZone)	3%	3%	1.7%	\$0.339

Source: Federal Procurement Data System (FPDS) Dataset downloaded on February 21, 2016.

VA Small Business Achievement- FY 16

	VA Goal	VA Percentage
		2016
All small business	32.5%	26.0%
SDVOSB	10.0%	13.2%
VOSB	12.0%	14.7%
Small Disadvantaged Business (SDB) – includes 8(a)	5.0%	5.5%
Women-Owned Small Business (WOSB)	5.0%	2.8%
Historically Underutilized Business Zone (HUBZone)	3.0%	1.1%

Source: Federal Procurement Data System (FPDS) Dataset downloaded on May 19, 2016. FY 2016 data is through May 13, 2016.

Top VA Spends

What VA Is Buying in Veterans Integrated Service Network (VISN) 7

VISN 7	
NAICS	Obligations
325412 - PHARMACEUTICAL PREPARATION MANUFACTURING	\$57,648,734.60
339113 - SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	\$26,167,519.10
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$22,876,178.05
339112 - SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING	\$17,066,518.72
621111 - OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)	\$11,926,000.19
334516 - ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	\$10,662,941.00
334510 - ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS MANUFACTURING	\$7,748,341.89
423450 - MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS	\$7,482,240.28
621910 - AMBULANCE SERVICES	\$7,477,080.56
812332 - INDUSTRIAL LAUNDERERS	\$6,131,799.00
485999 - ALL OTHER TRANSIT AND GROUND PASSENGER TRANSPORTATION	\$5,811,084.12

VA OSDBU Transformation

How we are putting “Veterans First” through “MyVA”

- Focus on Improving the Veterans Experience
- 4 Major OSDBU Program Areas
 - Verification Program
 - Acquisition Support
 - Direct Access
 - Outreach

Verification Program

- Creating a Veteran-centric, Veteran-friendly Verification process
 - Simplified Registration
 - Direct contact established for questions and assistance.
 - Only upload pre-qualification documents
 - Pre-qualification Assessment by evaluator to identify “no-go” issues, “Red Flags” needing explanation
 - Opportunity to correct “no-go” issues based on Veteran schedule
 - Upload complete application only after clearing no-go issues.
 - Pre-Determination Findings briefed to Vet if any ineligibility issues
 - Federal Review

Acquisition Support

- **Market Research**
- **VA Business Intelligence Tool (BIT):** a web-based market place that connects businesses with capabilities to procurement officials, program managers, and contracting officers in VA, in other federal agencies, and in the commercial sector, who have procurement opportunities relevant to VOSB and SDVOSB

Direct Access Program

- Regional Direct Access Event
(Regional or Local)
- Community of Interest (COI) Event
- Industry Days (Specific Requirements)
- National Veteran Small Business Engagement



Proposed 2016 DAP Schedule

Name of Event	Location	Dates
Central Florida Direct Access Event	Tampa, FL	June 8-9
VA IT Direct Access Event	Bethesda, MD	July 19-20
VA Construction & Facilities Direct Access Event	Hampton, VA	August 2
VA Prosthetics Direct Access Event	Denver, CO	August 24-25
CFM Direct Access Event	Portland OR	September 8-10
Medical Direct Access Event	Washington, DC or Baltimore, MD	Tent: September

Name of Event	Location	Dates
Commercial Direct Access Event	Washington DC	Tent: September
2016 National Veterans Small Business Engagement	Minneapolis, MN	November 1-3
Commercial Events with DAP Collaboration		
Amazon Web Services – Business Opportunity Showcase (BOS)	Herndon, VA	
Schneider Electric - BOS	Bethesda, MD	
National Science Foundation (NSF) - BOS	Arlington, VA	

*CFM= Construction Facilities Management

Strategic Outreach

- Education/Training
- Doing Business with VA
- Procurement Ready
- Capability Statements

Social Media

- Active engagement on Twitter and Facebook

Session Evaluations



SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: _____

Please rate each of the following:

	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

**Turn over for additional questions*

SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

What topics do you feel were missing in this session?

Additional comments: _____

Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the bin of the room.



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Questions?

Contact Information –

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Join us in Minneapolis, MN for the National Veterans Small Business Engagement (NVSBE) 2016 from November 1-3.

Registration now open! Apply at <http://nvsbe.com/>