



**GOVERNMENT
CONTRACTORS
ASSOCIATION**

Doing Business With Veteran Affairs & Dod- Saluting Veteran- Owned Businesses

NOVEMBER ASSOCIATION MEETING

Overview of GCA

- National trade organization founded in 2010
- Mission: Educate – Facilitate – Advocate
- Vision: To Create Access
 - Training
 - Events
 - Government Agencies
 - Resources
 - Networking





Platinum Alliance Partners



Gold Alliance Partners

Silver Alliance Partners



Leverage Now Consulting



Bronze Alliance Partners



Introduction of Featured Speaker



Mike Sauls
Veterans 2 Veterans Claims Agency



6 Steps to Service-Connection Compensation for VA Disability

The Key to A Service Disabled Veteran-Owned Small Business

Presenter:

Mike Sauls, MBA, MHR, MPM, USA, Ret.
Managing Partner
Veterans 2 Veterans Claims Agency, LLC





Step 1: File a VA claim for disability

- Injury must have occurred during or was aggravated by military service
- Evidence of injury is normally located in the Veteran's service treatment records
- Veterans with bad conduct/dishonorable discharges do not qualify for VA disability compensation (although some medical treatment at a VA medical center is allowed)



Step 2: VA will deny or approve claim

- VA will deny the claim or approve it based on a number of things (A letter provides the reasons)
- The reasons are not always absolute (final) as Veterans have due process rights to exercise
- The recommendation is to make sure your response or disagreement has merit to the claim



Step 3: File a Notice of Disagreement

- VA Form 21-0958 is the Notice of Disagreement (NOD) document (you must file within a year of the denial)
- The specific area of disagreement should be noted for each issue (of injury or illness) in service
- The NOD is the first part of an appeal and should not be assumed to be finalized when the VA responds



Step 4: VA issues a Statement of the Case

- The Statement of the Case is the VA response to why they denied your claim in legal precedence and rules
- The Statement of the Case is the critical information that the response should be shaped from/referred to
- The VA claimed disability issues addressed on this (SOC) should be the only issues that you respond to



Step 5: File a Request for BVA Hearing

- The VA Form 9 allows you to request to appear before a Board of Veteran Appeals (BVA) hearing
- The VA will offer a Decision Review Officer (DRO) option in lieu of the BVA hearing (Note: The BVA is chaired by a Veteran Law Judge/DRO is a VA employee)
- The BVA hearing hears all the evidence related to the disability issues in question (nothing extra)



Step 6: Going before a BVA hearing

- Ensure your evidence is applicable to your injuries in question (Disability Benefits Questionnaire is the best independent medical assessment evidence you can obtain)
- You will have 1 hour to present your evidence for service connection; don't repeat what is already in your VA file without a current status of your injury (severity counts)
- Veteran Law Judge listens and records the hearing and remands back to the VA a decision or special instructions to support a future decision



References

- 38 Code of Federal Regulation (CFR)
- www.va.gov
- www.myhealthEvet.va.gov
- www.eBenefits.va.gov



What my organization offers:

- Assistance with obtaining your military service treatment records (STRs), personnel file and other military information to support your VA claim
- Hands-on strategic focus to prioritize and address all of your disabilities for service-connection, increases to establish disabilities and/or newly connected disabilities
- Representation before a Veteran Law Judge with compiled into explanatory evidence that warrants the clearest baseline for a favorable decision



QUESTIONS?

For more information on VA Disability Claims Representation:



Mike Sauls

678-386-3518

"We don't control the government bureaucracy and time it takes for decisions on claims, but we ensure the evidence speaks to the claimed service-connected injuries/illnesses presented to the respective Veteran Law Judge..."





Saluting Veteran-Owned Businesses

Introduction of Featured Speaker



Prudence Howard
Director of Contracting

Doing Business with VA

Presented by
Prudence Howard



U.S. Department
of Veterans Affairs



Overview

- What VA Buys
- Procurement Ready Checklist
- How to Stand Out from the Crowd
- Impact of Kingdomware Supreme Court Decision
- Adjusting to Current Small Business Climate
- How to Take Advantage of Increased Opportunities
- NVSBE 2017- *SAVE THE DATE!*
- VA Resources for Veteran Entrepreneurs
- Information Resources



What VA Buys

- Pharmaceuticals and medical and surgical supplies
- Equipment, supplies, and materials for facility operation
- Maintenance and repair of medical and scientific equipment
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Non-IT enterprise-wide solutions
- Enterprise-wide solutions in information and technology
- Architect/Engineer services



Procurement Ready Checklist

- ✓ Performance history
- ✓ Capability statement
- ✓ SAM registration
- ✓ D-U-N-S Number
- ✓ FPDS account
- ✓ Apply for a GSA Schedule, if eligible
- ✓ NAICS Codes and size
- ✓ DSBS
- ✓ Corporate Website
- ✓ Certifications for small business
- ✓ Credit card acceptance
- ✓ Contact information including telephone number and Email address
- ✓ Licenses
- ✓ Bonding capacity
- ✓ Industry/procurement specific certifications
- ✓ Products must meet 19 U.S.C 2501: Trade Agreements Act
- ✓ Knowledge about the customer within the federal marketplace



How to Stand Out From the Crowd

- Explain how your company is unique, different, and distinct from your competitors in responding to the needs of the client.
- Define and explain the needs of your clients and why your firm is better positioned than others to respond to these needs. State why the customer should pick your company over other competitors.

- ☐ Past Performance
- ☐ Small Business Certificates
- ☐ Vets First Verification Program
- ☐ Certificates of Competency (SBA)
- ☐ ISO 9000/9001 certification
- ☐ Industry Awards





Impact of Kingdomware Supreme Court Decision

- Expected increases in opportunities for procurement-ready VOSBs
- Could potentially slow down some procurements due to increased work load
- Emphasized need for comprehensive and robust Market Research to facilitate identification of procurement-ready VOSBs for VA requirements
 - VA has been actively engaging with Small Business Liaisons to work on Market Research process improvements
- Expected increase in volume of Verification applications and increased significance of the Vendor Information Pages (VIP)



Adapting to Current Small Business Climate

- Kingdomware Decision released in June 2016
 - Emphasizes usage of “Rule of Two” for all competitive VA procurements
 - Prioritizes the need for VOSBs to become Verified through VA’s Veterans First Contracting Program
 - Heightens significance of Market Research
 - As a result, VA has been working to update current procurement procedures and streamline and improve market research processes



What can VOSBs Do to Take Advantage of Increased Opportunities?

- Be Verified
- Have a complete profile in VIP Database
- Register in VA Business Intelligence Tool (VA BIT)
- Obtain Federal Supply Schedule as appropriate
- Register for FedBizOpps (FBO) alerts
- Respond to RFI/Sources Sought
- Make sure your Website is Accessible to VA staff
- Attend Direct Access Program (DAP) events
 - View calendar here: <http://www.va.gov/osdbu/library/events.asp>



NVSBE 2017- Save the Date!



- **When:**
December 5-7th, 2017
- **Where:** St. Louis, MO
- **Key Activities:**
 - Business Opportunity Sessions Networking Roundtables
 - Dining with Decision Makers
 - Senior Leader Round Tables Informal Receptions
 - Learning Sessions
 - Exhibits
 - One-on-One Follow-up Meetings



VA Resources for Veteran Entrepreneurs

Access to Information

1. [Veteran Entrepreneur Portal \(VEP\)](#)

Office of Small & Disadvantaged Business Utilization

Veteran Entrepreneur Portal

The Veteran Entrepreneur Portal (VEP) is designed to save you time! [BusinessUSA](#) makes it easier for small businesses to access Federal services, regardless of its source. VA OSDBU quickly connects Veteran entrepreneurs to relevant 'best-practices' and information. Collectively, VEP offers direct access to the resources necessary to guide every step of entrepreneurship.

In Partnership with **BusinessUSA**
Business. Connect. Grow.



Start a Business

This interactive tool connects you to the right resources specific to your small business objective. Navigate through relevant topics to access information on starting a business. [Learn how to start a business »](#)



Access Financing

Use this customized wizard to identify financing resources to support the start-up, development, or growth of your small business. [Learn about financial resources »](#)

RESOURCES

[OSDBU Home](#)

[Veteran Entrepreneur Portal](#)

[Vets First Contracting](#)

[Doing Business with VA](#)

[Small Business Opportunities](#)

[Small and Veteran-Owned Programs](#)

[How to do Business with VA Agencies](#)

[Small Business Administration \(SBA\) Resources](#)

[News/Updates](#)

[Conferences and Events](#)

2. [Doing Business with VA & Procurement Readiness](#)



The Department of Veterans Affairs (VA) has contracting and procurement activities within its nationwide network of hospitals, clinics, regional offices, Veterans benefits, Veterans Integrated Service Networks, data processing centers, and national cemeteries that require a broad spectrum of products and services.

VA purchases a variety of its supply products and services from national, regional and local sources.

Quick Resources

[Doing Business With VA Reference Guide \(abridged\)](#) and [Doing Business With VA Reference Guide \(expanded\)](#) are tools to help small businesses navigate the VA contracting and procurement process.

[Procurement Readiness Reference Guide](#) provides information to help small businesses effectively prepare to do business with VA.

[VA Small Business Program Goals and Accomplishments](#) highlight socioeconomic accomplishments for each type of reporting mechanism.

[Office of Acquisition and Logistics \(OAL\)](#) provides outlined information and additional resources for businesses working with VA.

3. [Events Calendar](#)

[October](#) [November](#) [December](#)

October

OCT
25

Capability Statement Training

Date: October 25, 2016

Time: 2 p.m. - 3 p.m. (EST)

Location: [Online](#)

Synopsis: This 1 hour webinar introduces the importance of Capability Statements. By providing this overview you as a business owner will gain effective insight on how to write a powerful capability statement. Capability Statement Training occurs several times. Please register for the date and time that works best for you. [Please register here.](#)

OCT
26

Module 4: Framework for Success Business Model "Access"

Date: October 26, 2016

Time: 2 p.m. - 3 p.m. (EST)

Location: [Online](#)

Synopsis: This 1 hour webinar introduces the Framework for Success Business Model "Access" Process. Veteran-Owned and Small Businesses will gain insight on programs and resources for small businesses to market services and engage with program decision makers (PDMs) and contracting professionals. [Please register here.](#)



Information Resources

- VA Vendor Information Pages (VIP)
 - <https://www.vip.vetbiz.gov/>
- VA Business Intelligence Tool (VA BIT)
 - <https://vabit.mybusinessmatches.com/>
- VA Kingdomware Information
 - <https://go.usa.gov/xKsp5>
- How to Get Verified
 - <http://www.va.gov/osdbu/verification/index.asp>
- Doing Business with VA Reference Guide
 - <http://www.va.gov/osdbu/library/dbwva.asp>
- Procurement Readiness Reference Guide
 - http://www.va.gov/osdbu/docs/procurementReadiness_FULL.pdf
- How to Ensure VA Staff Can Access Your Firm's Website Fact Sheet
 - <http://www.va.gov/OSDBU/docs/VIP-Website-Visibility-Fact-Sheet-20160823.pdf>
- National Veterans Small Business Engagement (NVSBE)
 - <https://nvsbe16.mybusinessmatches.com/>



Forecast of Opportunities

Prescription Billing Services	Ser vices	Jonathan Self	Birmingham	Base +3years	521-18-2-125-0016	DEC 2017
Immuno/Ch emitry Cost PER Test	Services	Connie Ganier	Birmingham	Base + 4 years	521-18-1-072-0003	DEC 2017
Mail Room	Services	Connie Ganier	Birmingham	Base + 3 years	521-18-1-4224-00	DEC 2017
BIO Med Service Maintenanc e and repair services	Services	Connie Ganier	Birmingham	Base + 4 years	521-18-1-125-0019	MAR 2018
Coagulation Cost-Per- Reportable	Services	Connie Ganier	Birmingham	Base + 4 years	521-18-3-072-0007	MAR 2018



Forecast of Opportunities

Single Award IDIQ	AE	CAVHCS	Sherri Mitchell	4M- Base-year and 3 options	October 2017
Single Award IDIQ	AE	Birmingham	Sherri Mitchell	4M- Base-year and 3 options	October 2017
Single Award IDIQ	AE	Tuscaloosa	Sherri Mitchell	4M- Base-year and 3 options	October 2017
Multiple Award Task Order Contract	Const.	Alabama-All Facilities	Sherri Mitchell	MOL-50 Million/5 years	Jan 2018
Multiple Award Task Order Contract	Const.	Georgia Facilities	Elissa Goodman	MOL-50 Million/5 years	Feb 2018



Questions

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member today

www.govassociation.org/join




**GOVERNMENT
CONTRACTORS
ASSOCIATION**

EDUCATE, FACILITATE, ADVOCATE

Member Benefits

1. Discounts on Certification Prep Svcs
2. GovTraining Vault
3. Weekly Training
4. Access to GCA's Subject Matter Experts
5. Connections to resources
6. Proprietary curriculum with proven results



**GCA has helped
clients win over
\$850 Million in
contracts.**

Membership Orientation & Quickstart Bootcamp

When: Wed, Nov 15th

Time: 9AM – 1PM

Members Attend FREE

Register at :

www.govassociation.org

