



## **GSA Awards \$34 Million to Denver Small (SDVOSB) Business**

GSA is highlighting the fact that it is awarding a \$34 million contract to a Colorado service disabled veteran small business. This contract allowed David Waters, the President of The Arcanum Group, Inc., to double his workforce -- hiring other returning veterans -- and grow his company.

Waters left the United States Air Force in 1993 and in 2001 formed TAG. Being a service disabled veteran himself, Waters has a strong desire to give back to the veteran community which is why he developed a "Hire Vets First" program at his company. As of October 2011, 65% of TAG's employees are either military veterans or spouses of military veterans.

"It can be difficult to translate military experience to civilian employers; however, I already understand the core values of decisiveness, integrity, and loyalty which produce quality employees" said Waters.

When qualifying candidates for any given position, TAG narrows down the field of candidates to those most qualified and most likely to fit within the organization. Then all skills, experience, and interview considerations being equal, shows preference to veteran and veterans' family member candidates.

"We are helping our veterans find good-paying jobs by bringing them and local veteran owned businesses into the federal family. We're proud to be able to support veteran owned small businesses and entrepreneurial veterans who are creating job opportunities and rebuilding our local economy," said Susan Damour, GSA Regional Administrator. This is GSA's largest service disabled veteran owned small business contract awarded over the past two years.

"The Arcanum Group understands the valuable experience military veterans bring to any government services solution. Their trust in my credentials was evident from the beginning of the hiring process," said David Motz, a retired Army Major and employee for the Arcanum Group.

America's economic challenges have disproportionately impacted our nation's veterans as they return home from the wars in Iraq and Afghanistan. According to the latest unemployment statistics, the rate for veterans is 11.7 percent, well above the national average of 9 percent. President Obama and his Administration are launching a number of initiatives that will help veterans get back to work. One of those initiatives is the Veterans Jobs Bank, an easy to use tool to help veterans find job postings from companies looking to hire them. It already searches over 500,000 job postings and is growing. This and other services can be accessed through the [White House Website](#).