



VAi2: Integrated Business Accelerator



Margarita Cocker

*Deputy Director, Vocational
Rehabilitation & Employment
Service
Department of Veterans
Affairs*

- VAI2 Introduction
- Industry Innovation Competition Process Highlights
- Integrated Business Accelerator
- Questions & Answers

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



VAi2: Industry Innovation Competition



“We identify, fund, and test new ideas from VA employees, academia, and the private sector. Our focus is on improving access, quality, performance, and cost. At the end of the day, progress in these areas greatly enhances the VA’s ability to serve Veterans in the 21st Century.”

- VAI2 gives Veterans Affairs a structured way to identify, fund, and test creative new solutions that advance the services we provide
- The Industry Innovation Competition is your invitation to participate in the process
- We’ve identified 6 key areas that are opportunities for significant advancement
- We ask for your best ideas on making significant improvements in these 6 areas
- Proposals should provide a clear benefit that can be demonstrated via prototype or field test within about 1 year

Housing

Telehealth

Dialysis

Polytrauma

Adverse
Drug Event

Business
Accelerator



Broad Agency Announcement Process



- Issued under FAR 35.016 and 6.102(d)(2)(i)
- Does not commit the Government to make an award or pay proposal preparation costs
- Open until September 30, 2010
- Government available to commence evaluations beginning July 6, 2010
- Proposals must be valid for at least 90 days
- Proposals will be evaluated on their own merit according to the criteria stated in the BAA, not against other proposals

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



Broad Agency Announcement Process



Proposal Preparation Instructions

- Quality is more important than quantity of information
 - Technical volume is limited to 50 pages
 - Charts, diagrams and similar representations count towards the page limit
 - Hyperlinks are not allowed

Instructions, Continued:

- Firm Fixed Price (FFP) contracts preferred
- Offerors must be registered in the Central Contractor Registry (CCR)
- Proposals must be submitted electronically to vai2baa@va.gov

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



Business Accelerator



“Military training provides a unique set of skills that equip Veterans to be successful in the current labor market. Helping Veterans overcome barriers to starting their own businesses is one of our promising goals.”

- Fully 74% of Service-Disabled Veterans from 2001-2010 are under 30 years old and fewer than 10% of these newer Veterans have education beyond high school.
- Their military experience has equipped them with a unique set of skills that can be very successfully employed in the private labor market or to start their own businesses.
- However, barriers such as lack of higher education and challenges to starting businesses sometimes prevent Veterans from fully utilizing those skills.
- VA is committed to helping to reduce those barriers.

Housing

Telehealth

Dialysis

Polytrauma

Adverse
Drug Event

Business
Accelerator



Business Accelerator



Existing Programs

Many VA and other Federal programs exist to aid Veterans in creating new businesses including:

- VA's Vocational Rehabilitation and Employment Program (VR&E)
- VA's Center for Veteran Enterprises
- Small Business Administration programs
- Service Corps of Retired Executives (SCORE)
- Dept. of Labor's Veterans Employment and Training program

Gaps:

- These programs all provide on-going support for different areas but none provides stand alone end-to-end support from training to sustained self-employment.
- Programs are interdependent and require a counselor to help Veterans manage the varying systems and supports.
- Information for each program is available in the BAA or on the various program websites.

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



Business Accelerator



Summary:

- Small business drives the US Economy
- Small business owners drive the economy, with small business owners representing:
 - 43% of managers, administrators, professional, and technical workers
- 50% of small businesses fail in their first year due to:
 - Lack of experience, competition
 - Insufficient capital
 - Poor location, low sales
 - Poor inventory management, unexpected growth
 - Over investment in fixed assets
 - Poor credit arrangements and personal use of business funds

• Summary, continued

- Small businesses comprise 99% of all firms
- Small business creates 60 –80% of new jobs
- ***Veterans deserve to play a role in this important marketplace***
- This project is designed to provide the tools, mentoring, training, and support to assure Veterans' success as business owners

Housing

Telehealth

Dialysis

Polytrauma

Adverse
Drug Event

Business
Accelerator



Business Accelerator



Goals for Proposals:

VA encourages proposals that can be piloted through VAI2 but include plans for full-scale deployment and self-sufficiency. Proposals should include some or all of the following:

- Enhance self-employment opportunities
- Complete a preliminary evaluation of a veteran's potential for self-employment,
- Work collaboratively with VR&E and other partners to address barriers, such as training or assistive technology needs

Goals, continued:

- Conduct a thorough and adequate feasibility analysis of all proposed business plans
- Provide services and assistance such as:
 - How to locate and fund office and facilities space
 - Development of marketing and sales strategy
 - How to access financial resources and advice on financing strategy
- Provide services that maximize successful and sustained small business ventures
- Monitor, evaluate, measure, and verify all self-employment plans/goals

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



Business Accelerator



Guiding Principles:

- The Accelerator would be staffed and led by business men and women with demonstrated entrepreneurial success
 - The Accelerator will provide:
 - Direct services
 - Monitor services
 - Provide analysis and constant feedback
 - The Accelerator will also provide virtual services, enabling Veterans throughout the country to access assistance
 - Analysis will include various model results

Guiding Principles, continued:

- Board of Directors will include senior leaders from government, industry, and small business
- Board of Advisors will help the incubated companies:
 - Expand networks and build business channels
 - Improve access to capital and contracting opportunities
 - Board of Advisors will also provide feedback to the Board of Directors

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*



Questions and Answers



- Answers to questions will be posted at www.fedbizopps.com

Housing

Telehealth

Dialysis

Polytrauma

*Adverse
Drug Event*

*Business
Accelerator*