



ANALYTIC STRATEGIES

Strategy • Analysis • Solutions

NGA Small Business

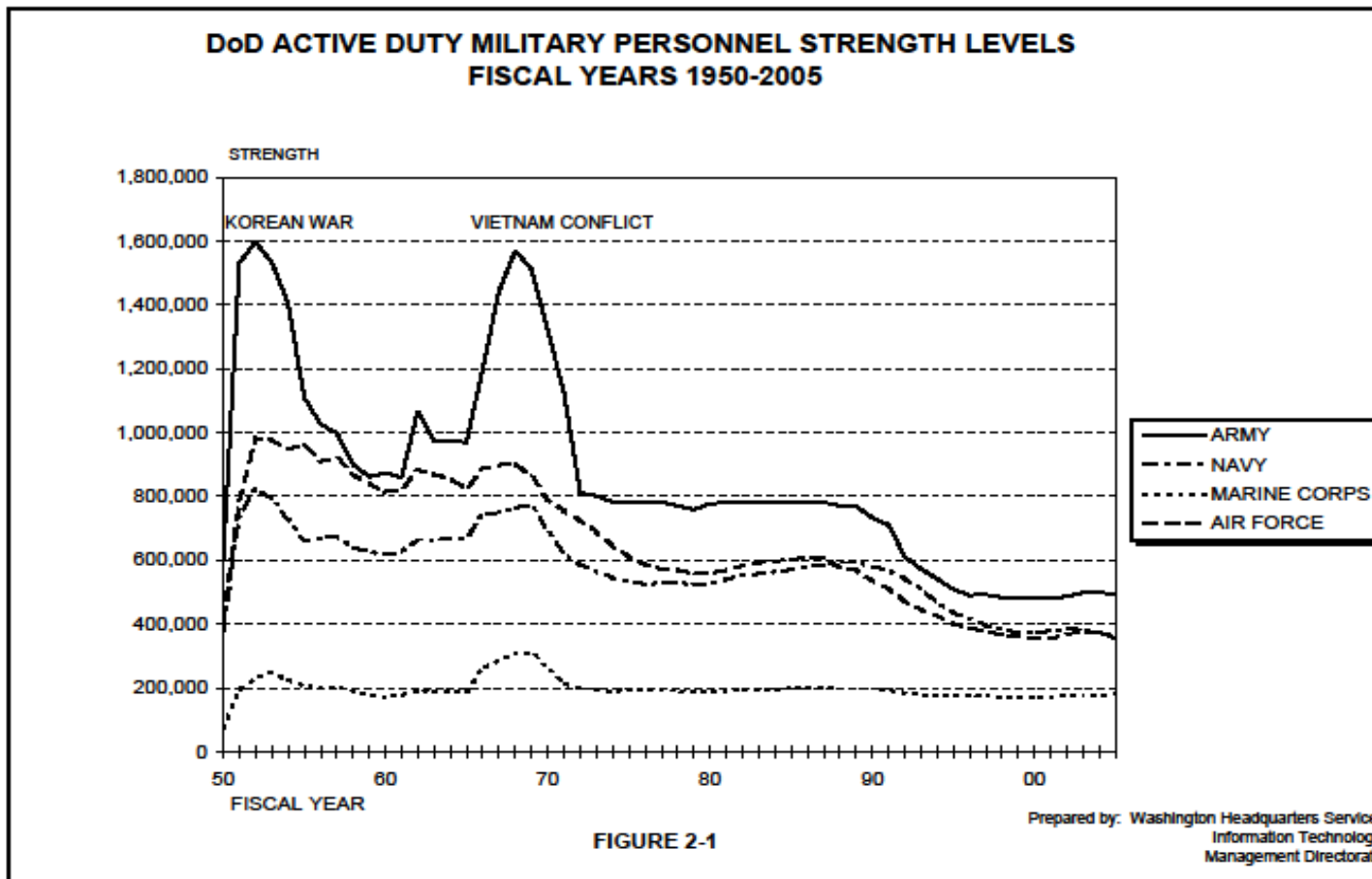
VETERAN OPPORTUNITIES

Alex Waugh





Where do they come from?





What they offer!

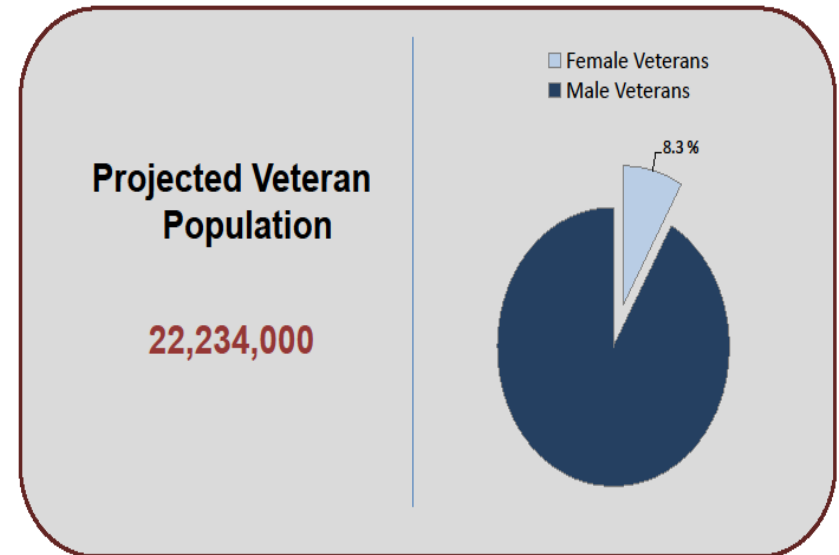
• Education

- Basic training is at least 16 weeks of DoD orientation & culture awareness.
- I have an MOS in Acronyms!
- Career officers are likely to have graduate degrees.

• Leadership traits

- Honorable discharge is usually a safe bet
- Most likely – former military have had some management experience.
- Know how to operate in teams.
- They are dependable!

Department of Veterans Affairs: Veteran Population Statistics at a Glance
(as of 9/30/2011)



Source: Department of Veterans Affairs, Office of the Actuary, Veteran Population Projection Model (Vetpop) 2007.

Starbucks CEO Howard Schultz said that “hiring people is an art, not a science, and resumes can’t tell you whether someone will fit into a company’s culture”





Capture Management

Pre Solicitation

- With all that training, operations and education, our former military know the who, what, where and when.
 - Who do you team with?
 - Who do you NOT team with?
 - Who is the *real* customer?
- Great chance that they have used existing technology and/or processes
 - They are not shy to offer opinions – just ask!

Recruiting

- If you crack the nut on how to get one, you may get referrals for the entire team
- Experience and key words allow you to query resumes more easily
 - Negative point for you former military: Your resume where's combat boots!

If they work for our customer, they most likely know the hot points, trigger acronyms and offer value to any proposal.





Impact to the Bottom Line!

Proposal

- Direct Labor
 - Former military help inform pricing
 - 50/50 on salary up or down for retired
- Fringe costs will be lower
 - Retired military will most likely retain their Tricare health benefits
 - OIF/OEF veterans have VA health care available to them

G & A

- Former military are more likely to stick it out
- You can find some gems for business development
 - Marines are great guys – just ask them!

Tax Credits

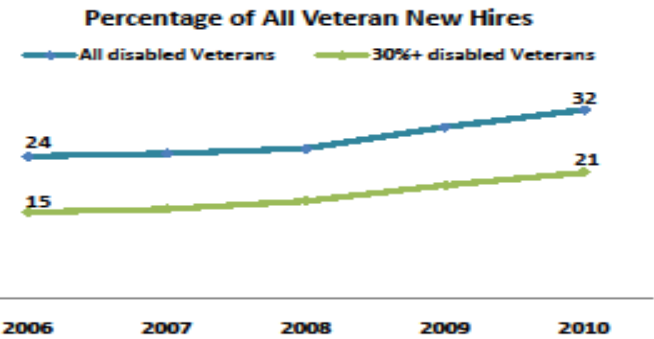
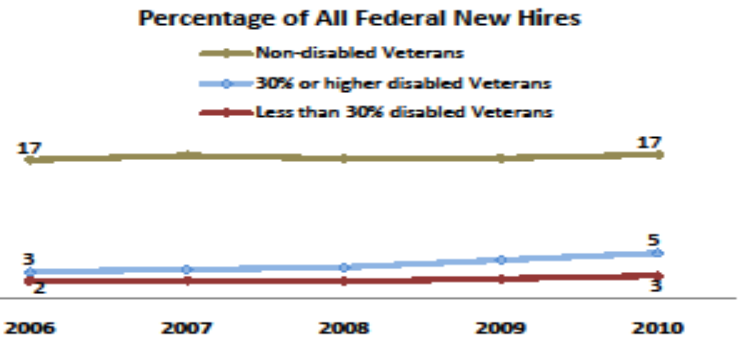
The unemployment rate for veterans who served since Sept. 11, 2001, was 12.7 percent in May, according to the Bureau of Labor Statistics, versus the national rate of 8.2 percent.



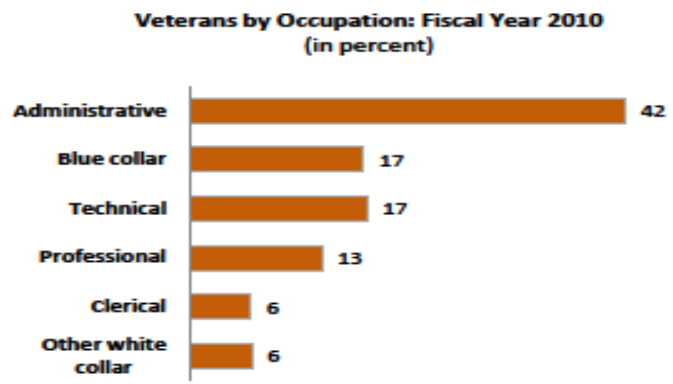
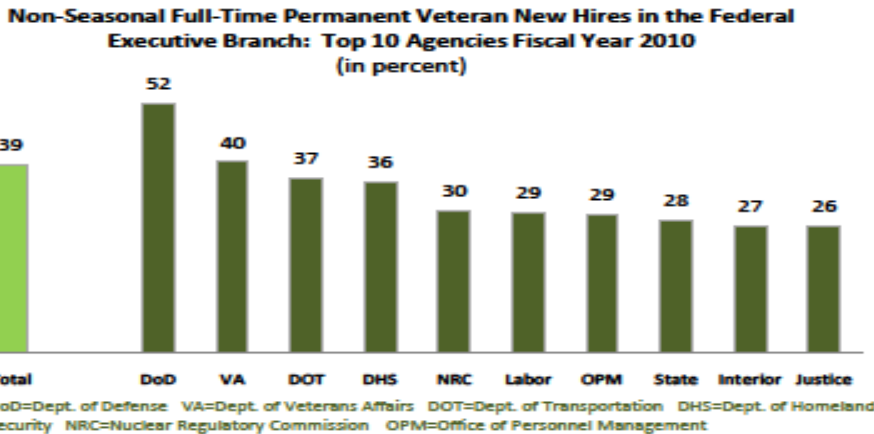


Former Military become our Customer

Employment of Veterans in the Federal Government: Fiscal Years 2006 Through 2010



Note: Veterans with a 30% or higher disability rating are a subset of all disabled veterans.



Source: U.S. Office of Personnel Management, Employment of Veterans in the Federal Executive Branch Fiscal Year 2010.

Prepared August 2011





SDVOSB Set Aside

- To achieve objective for assisting veterans, agencies shall more effectively implement section 15(g) of the Small Business Act (15 U.S.C. 644(g))
 - The President must establish a goal of **not less than 3 percent** for participation by service-disabled veteran owned businesses in Federal contracting,
 - Section 36 of that Act (15 U.S.C. 657f), which gives agency contracting officers the authority to reserve certain procurements for service-disabled veteran-owned businesses
- NGA has a goal that 3% of all contracts will be SDVOSB
- Having access to “set aside” contracts that are only available to SDVOSB companies
 - Which translates into less competition for you when you bid on federal contracts, thus a higher rate of contract wins for you)

For a veteran who suffers a disability while in military service, the US Government has deemed it its moral obligation to provide the disabled veteran a range of benefits designed to ease the economic and other losses and disadvantages incurred as a consequence of the disability.





SDVOSB Set Aside Benefits

- Being more attractive to large federal prime contractors because you can serve as a subcontractor to help each prime meet its federally-mandated small business subcontracting goals
 - Additional 3% subcontracting goal for SDVOSB
- FAR 19.1406: SDVOSB Sole source contracts
 - Will not exceed \$5.5M for manufacturing and \$3M for other contract opportunities.
 - Reduced decision cycle: time required to award an SDVOSB sole source contract is usually within days
 - Lowered administrative costs: procurement process and time is reduced to a minimum





SDVOSB Certification Process

- Service Disabled Veteran Owned Small Businesses (SDVOSBs) must be officially registered and verified by the Center for Veterans Enterprise (CVE), a division within the United States Department of Veterans Affairs (VA).
- Simply declaring your company to be a “SDVOSB” on your website and/or in your marketing literature is not sufficient for federal contracting purposes,
 - Risks reversing your federal contract awards,
 - Place you and your company at risk of being accused of fraud
- Thus it is important to formally register your SDVOSB with the VA.
 - <http://www.vetbiz.gov/>



Verification Case Management System (VCMS) serves as CVE’s verification information management system and a document repository for Veteran business applicant’s business documents. It will streamline the eligibility and verification process, simplify the business owner’s ability to track their company’s progress, improve case management, and minimize evaluation processing time





Contact Information

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