How Can You Help Us?

• Read the Solicitation
  – Non-responsive if all information requested not provided
  – You will be held responsible for all parts of the contract to include clauses.
  – If you don’t understand ask
  – Submit all questions in writing
## Fiscal Year 2015 Small Business Spend

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Small Business Awards</td>
<td>$156,004,838</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$51,866,365</td>
</tr>
<tr>
<td>VOSB</td>
<td>$62,314,076</td>
</tr>
<tr>
<td>Small Disadvantaged Businesses</td>
<td>$22,671,690</td>
</tr>
<tr>
<td>WOSB</td>
<td>$15,414,022</td>
</tr>
</tbody>
</table>
Small Business Programs

• Service-Disabled Veteran-Owned Small Business Set-Asides or Sole Sources (Public Law 109-461)
• Veteran-Owned Small Business Set-Asides (Public Law 109-461)
• 8(a) Reserves (FAR 19.8) OR
• Historically Underutilized Business (HUBZone) Set-Asides (FAR 19.13) OR
• Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
• Small Business Set-Asides -- Total & Partial (FAR 19.5)
Before Marketing to VISN 20

• Registration
• Experience
• Industry Specific Licenses and Requirements
• Web Site/Capabilities Statement
• Knowledge of Federal Procurement Readiness and Process
• Knowledge of Customer
• Verified
• Start Small
• Be present
How to Market to VISN 20

• Contact Marc Frederick
  253-8884913
  Marc.Frederick@va.gov
Questions?