



# The Veterans Enterprise Training & Services Group, Inc.

A non-profit 501(c)3 Community Based Organization  
Serving military veterans, their families, National Guard, Reserves,  
disabled veterans and persons of limited means

## **NOVEMBER SCHEDULE OF EVENTS**

*The VETS Group offers a holistic Program for Veterans to achieve  
Economic Empowerment through*

### ***Education, Employment, Entrepreneurship***

**Nov 4th:** SDVOB/VOB Multi-Agency Matchmaker and Small Business Seminars. **9 am - 2 pm**. Organized by GovConectx. Location: VETS Group Enterprise Training & Services Center.

**Nov 5th:** Veterans United for Community Service & Leadership Forum. The DC Mayor's Citywide Conference Center. 441 4th Street, N.W., Wash., D.C. **6:30 - 8 pm**. Free Public Event.

**Nov 7th:** Annual Timeout for Veterans Health. Redskins Locker Room. FedExField, Landover, MD. **10 - 3 pm**. Free for Military Veterans (Men and Women) all ages. Visit [www.redskins.com/healthandwellness](http://www.redskins.com/healthandwellness).

**Nov 9th:** VETS Group interview with Rudy Coleman, President, Empowering Ideas at [www.IM4RadioDC.com](http://www.IM4RadioDC.com), on his Internet Business Talk Radio Show. Mondays **2 - 3 pm** EST. For more info visit [www.EmpoweringIdeas.net](http://www.EmpoweringIdeas.net) or call (301) 464-5544.

**Nov 10th:** VET-Force meeting, **10 am - 12 pm**. Location: Paralyzed Veterans of America, Washington, D.C.

**Nov 13th:** Small Business Training Session on '**Building Your Dreams through Entrepreneurship**' presented by the author, Rudy Coleman, President, Empowering Ideas. Location: VETS Group Enterprise Training & Services Ctr **1-4 pm**. \$49/person. **SDVOB spouse or caregiver FREE!**

VETERANS HELPING VETERANS TO SUCCEED!

1200 18<sup>th</sup> Street, N.W. • Suite LL-100 • Washington, D.C. 20036 • Office: (202) 822-0011

[www.VetsGroup.org](http://www.VetsGroup.org)

**Nov 13th:** Small Business Networking Event. 2nd Friday of each month. Location: VETS Group Enterprise Training & Services Center **5 pm- 8 pm.** Refreshments Served.

**Nov 19th:** Opportunities for SDVOBs/VOBs under the American Recovery & Reinvestment Act. Sponsored by SBA, Nabvets, & MBC. Location: VETS Group Enterprise Training & Services Center. **9 am - 2 pm.** FREE Public Event. RSVP today to [QueenJones@VetsGroup.org](mailto:QueenJones@VetsGroup.org) or (202) 822-0011.

**Nov 23rd:** Small Business Training Sessions: MS Outlook and PowerPoint from **9- 12 pm and 1- 4 pm.** Location: VETS Group Enterprise Training & Services Center **\$49/person per session. SDVOB spouse/caregiver FREE!**

**Nov 24th:** Small Business Training Session on '**Building Your Dreams through Entrepreneurship**' presented by the author, Rudy Coleman, President, Empowering Ideas. Location: VETS Group Enterprise Training & Services Center **1 - 4 pm. \$49 per person. SDVOB spouse or caregiver FREE!**

**State-of-the-Art Veterans Enterprise Training & Services Center**  
**1200 18<sup>th</sup> Street, N.W. - Suite LL-100**  
**Washington, D.C. 20036**  
**(202) 822-0011**



**VETERANS HELPING VETERANS TO SUCCEED!**



**The Veterans Enterprise Training &  
Services Group, Inc.**  
(Veterans helping Veterans to Succeed in Business)

***Federal Procurement Training Series***  
**Session Descriptions**

**Session I:**

Detailed analysis of the legislation passed by Congress to create the Veterans Entrepreneurship and Small Business Development Act (Public Law 106-50) and the section of the Veterans Benefits Act of 2003 (Public Law 108-183) that created the Veterans Procurement Program. Also discussed is Executive Order 13-360 issued by the White House in October 2004, that reinforces the legislation by directing that each federal agency and their prime contractors procure a minimum of 3% of all of their goods and services from Service Disabled Veteran Owned Businesses (SDVOSB) and further directs each agency to implement strategic plans to increase contracting opportunities for SDVOSB.

**Session II:**

How to Get Started; Understand the Federal Acquisition Process and Sales Cycle; How to access Federal procurement market data for effective Marketing; Strategies to market to Government representatives; Decode the laws and rules, i.e. the Federal Acquisition Regulations (FAR); and identify the Federal Government Contract Vehicles i.e. GSA Schedules, Task Orders, GWACs, and Purchase Orders. Analyze and discuss Socio Economic programs and how to utilize them for marketing purposes. Introduce the purpose for and elements of the Contractor's Capability Statement.

**Session III:**

Analyze Federal Government Solicitation types – the Request for Quote (RFQ), the Request for Proposal (RFP), and the Invitation for Bid (IFB). Identify Contract Types; the Federal Uniform Contract Format (UCF); the Statement of Work and Evaluation Factors; the Business and Technical Proposals; What does the federal government say a Responsible Contractor is; Past Performance; Subcontract plans, Teaming and Joint Ventures.

**Session IV:**

Examine the use of simplified acquisition procedures including task and delivery order contracts, in particular multiple award contracts. Discuss the use of the purchase cards, oral solicitations, and other simplified acquisition procedures as defined by FAR Part 13 – Simplified Acquisition Procedures.

**Session V:**

Discuss pricing strategies based on contract type (Fixed Price and Cost Reimbursement Contracts). Discuss the element of the Pre Award Accounting survey and understand the basics of establishing an Acceptable Federally Approved Accounting System. Discuss Federal Government Procurement Audit or Review Categories (Indirect Rate Review, Invoice Reviews, Floor Checks, and Incurred Cost Review). Provide an overview of Contract Administration.

**Session VI:**

Receive information on how to effectively conduct presentations of your company capabilities to key Government Contracts and Program Staff. Learn to manage question and answer sessions during critical government negotiations. Define your personal and professional image and learn to present from the customers point of view. Receive a video tape in order to see how others view you during your presentation.

VETERANS HELPING VETERANS TO SUCCEED!

1200 18<sup>th</sup> Street, N.W. • Suite LL-100 • Washington, D.C. 20036 • Office: (202) 822-0011

[www.VetsGroup.org](http://www.VetsGroup.org)