

Talking Points for V2IP Intro Brief

Slide 1:

In an effort to have all scheduled meetings provide similar content and to assure V2IP provides outreach to government agencies/meetings in a similar manner, these talking points have been created, discussed in training, and shared.

These slides are not for use by sales / marketing personnel of individual companies nor any others. The goal is for V2IP members uniformly promote the VETS 2 GWAC using these slides for all 70 VETS 2 Primes.

Check that you have the current slide deck from the NVSBC portal.



GSA VETS 2 GWAC

Outreach Briefing



Slide 2:

Executive Order 13360 was established in 2004 to increase contracting opportunities for SDVOSBs. NVSBC has supported this since its establishment.

NVSBC advocates for Veteran Businesses and Veteran Contracting vehicles.

NVSBC promotes V2IP throughout its chapters building networking capabilities and mentorship at no cost to Government or VETS 2 Prime awardees and their staff.

National Veterans Small Business Coalition (NVSBC)

- Nation's largest non-profit representing VOSBs and SDVOSBs in the Federal market-place as prime and subcontractors
- Engage government agencies and large business prime contractors to support policies and procurements opportunities for all SDVOSBs and VOSBs
- Provide training and mentoring for all SDVOSBs and VOSBs
- Establish "Industry Groups" to support SDVOSBs and VOSBs in specific industries and holding specific contract vehicles
- Advocate for the use of VETS 2 GWAC and similar procurement vehicles



Slide 3:

V2IP (VETS 2 Industry Partners) is an industry group of ALL 70 VETS GWAC promotes as a group the advantages of the GSA VETS 2 vehicle. V2IP markets to all government agencies not just DoD.

Through standardized briefings that have been vetted by GSA, VETS 2 Industry Partners deliver the value of VETS 2 Awardees in a consistent manner.

Although each awardee used up to 10 different experiences to earn the VETS 2 contract, the industry partnership focuses on generating interest for new task orders by discussing past experiences and capabilities.

Like the graphic here, VETS 2 Awardees are committed to delivering innovation to support the nation, even now when no longer in uniform.

V2IP and GSA work collaboratively Agencies to share success stories, how-to information and ongoing marketing materials.



VETS 2 Industry Partners (V2IP)

- An industry coalition representing the 70 GSA VETS 2 GWAC prime awardees
- V2IP markets to and educates civilian and DoD agencies on the features and benefits of the acquisition vehicle
- V2IP discusses, networks, and shares the proven capabilities of the prime contractors



Slide 4:

Single scope (no functional areas or pools like where tasks must fit as required in STARS II

- No geographic restrictions – worldwide coverage
- FAR 16.505 – sole source requirements be familiar with it

- Flexible Ordering Procedures: very streamlined

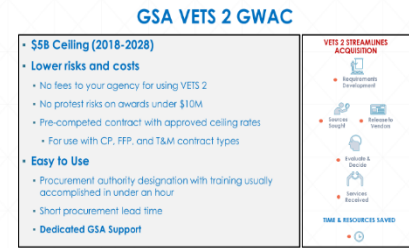
The VETS 2 Vehicle speaks for itself however the bullets here are a few of the reasons to keep it top of mind.

VETS 2 has already gone through all the contracting elements you see on the right

Readdress graphic talking points with new graphic to make this process streamlined and EASY TO USE!

GSA fully supports VETS 2 –

- FREE Scope Review to see if your project is in scope – usually within a week
- GWAC office will help run an RFI to gauge whether sufficient competition
- Multiple Fair Opportunity channels (eBuy, AASBS, VETS 2 email, etc)



Use your VETS 2 procurement authority to speed an acquisition and gain results

Slide 5:

GSA was instrumental in the

-- Best In Class designation for VETS 2 –

How important is BIC?

The President's Management Agenda lists Category Management as Object 7. BIC is a sub-category of Category Management Office of Management & Budget (OMB) Memo M-17-22 strongly endorses BIC as preferred solution for acquisition

- VETS 2 is competitive with comparable BIC vehicles – with a 10 year availability.
- GSA is marketing BIC GWACs to assist Agency Procurements



VETS 2 is designated as a BIC vehicle

Slide 6:

A broad list of enterprise capabilities are listed here.

Examples of enterprise technology that can fit into VETS 2 Task

Orders are:

- Data Management – solutions and services
- Information and Communication Technology
- Traditional IT Operations and Maintenance including Cyber, IT Security, and SOC capabilities.
- Software Development and System Design for new and emerging Technologies (IoT, AI, VR)
- Ancillary Services/Equipment – very flexible in using

The labor categories and skill levels constitute 124 labor options

Whether your interest fits the term worldwide or OCONUS, VETS 2 can support your needs from or for almost any geo-location



Slide 7:

Proven VETS 2 Primes:

- Average \$16 M in size with an average of 15 years in business at the time of award.
- 50+ contractors have DCAA, DCMA or federal agency audited accounting systems
- 60+ hold Top Secret facility clearance



- Large numbers hold CMMI 2/3/higher, ISO credentials including ISO 27001, ISO 20K and at least one with FedRAMP credentials and more with cloud experience

Slide 8:

Reinforce that GSA supports VETS 2 and the website has helpful resources:

- Contractor list – you can find this list on the website, in addition...
- Ordering guide – very robust
- Pricing
- Copy of the Contract
- GWAC Prices Paid Tool is available through the Acquisition Gateway – not available to contractors



www.gsa.gov/vets2

ABLEVETS LLC ADVANCED FACILITY MANAGEMENT SERVICES ALL PORTS LOGISTICS LLC ALLIANT 88 CTA LLC APPLICA SOLUTIONS INC. C3 SOLUTIONS GROUP, INC. CBT CORPORATION CENTURA CORPORATION C3 BETO SUPPORT SERVICES, LLC CS&S, INC. (dba Commander WHM) COLEY & ASSOCIATES INC. COLUSSAL CONTRACTING LLC EMESSEC INCORPORATED EPIOLON, INC. EVANHOE & ASSOCIATES, INC. EYORE RESEARCH AND CONSULTING, LLC FAVOR TECH CONSULTING, LLC FEDERATED IT, INC. FOCUSED MANAGEMENT, INC. FORDHOLE TECHNOLOGY, INC. GEOSERVICES, INC. HALFAKER AND ASSOCIATES, LLC HIBT TECHNOLOGIES, INC. IGNITE FUELING INNOVATION, INC. IMMERSION CONSULTING LLC	INFORMATION MANAGEMENT RESOURCES, INC. INFORMATION TECHNOLOGY COALITION, INC. INNOVATIVE MANAGEMENT CONCEPTS, INC. INSIGNIA TECHNOLOGY SERVICES, LLC INTELLIGENT IMAGES, LLC INTERACTIVE PROCESS TECHNOLOGY, LLC IRONCLAD TECHNOLOGY SERVICES ITILITY, LLC KOMPLETE SYSTEMS INTEGRATORS, INC. LEADER COMMUNICATIONS, INC. LOGISTICS SYSTEMS INCORPORATED MANAGEMENT SUPPORT TECHNOLOGY INC. MANDELA, INC. METTERS INDUSTRIES INC. MICRO SYSTEMS CONSULTANTS INC. MICROHEALTH, LLC MICROTECHNOLOGIES LLC MILLENNIUM CORPORATION MILVETS SYSTEM TECHNOLOGY, INC. MISSIONIST GROUP, INC. NATIONWIDE IT SERVICES, INC. NEW DIRECTIONS TECHNOLOGIES INC. OPTIMAL TECHNOLOGIES INTERNATIONAL LLC THE ORYZA GROUP, LLC	PENOBSCOT BAY MEDIA LLC PHANTOM EAGLE LLC PINNACLE SOLUTIONS INC. PROFESSIONAL SOLUTIONS1, LLC RE CONSULTING INC. RLM COMMUNICATIONS, INC. SAWYER, LLC SBO TECHNOLOGY SOLUTIONS INC. STRATEGIC ALLIANCE BUSINESS GROUP STRATEGIC OPERATIONAL SOLUTIONS INC. SUMMIT TECHNOLOGIES TECHNICAL AND PROJECT ENGINEERING, LLC TERACORE, INC. TISTA SCIENCE AND TECHNOLOGY CORPORATION VALADORE, INC. THE VENTURA GROUP, INC. VETERAN ENGINEERING AND TECHNOLOGY, LLC VETERANIZE INFO INCORPORATED VETS2 SYNERGY LLC VETAMERICA BUSINESS CONSULTING ZENMOUNT CONSULTING, LLC
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Easy Acquisition. Ask GSA how @ 1-877-327-8237

Closing:

Oh, by the way: Security Clearances, background checks and classified work are accomplished by VETS 2 Awardees

V2IP contractors are experienced classified requirements, be assured that VETS 2 can provide cleared and qualified people, appropriate facility clearances and experienced FSOs for processing

Thanks for listening. How can we help share this information in your agency/department?