

# DOING BUSINESS WITH VA

## Veteran Small Businesses Education and Training 2.0



VA OSDBU's Strategic Outreach, Communications, and Education and Training team has developed curriculum based webinar courses that provide Veteran-owned and other small businesses with the necessary information, resources, and tools to build and grow their business; which includes Doing Business with VA. Because of the Supreme Court's ruling on Kingdomware, it is important that Veteran-owned and other small businesses ensure that they procurement-ready – eligible to compete for VA contracting opportunities. The following courses are just a few of the many that ~~will~~ provide small businesses with the necessary guidance on becoming procurement-ready to do business with VA.

**Register today to start becoming procurement-ready to Do Business with VA.** Email questions or feedback about the webinars to [osdbustratcomm@va.gov](mailto:osdbustratcomm@va.gov).

### Course Calendar (July 2018 – September 2018)

\*\*\* Note: ~~Selecting~~Clicking on Register here for each webinar will provide you with a session date, choose the one that best fits your schedule \*\*\*

#### Subcontracting as a Strategy - [Register here](#)

This course presents the fundamentals of subcontracting as a strategy; provides an inside look at available resources at the Small Business Administration ([SBA](#)) and General Services Administration (GSA); and provides insight on finding subcontracting opportunities.

<b>Session Dates:</b>	Wednesday 8/8 @ 1 PM	Wednesday 8/12 @ 1 PM	
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#### Simplified Acquisitions - [Register here](#)

This course presents Veteran-owned and other small businesses with the fundamentals of simplified acquisitions, what they are; how to find them in VA's Forecast of Contracting Opportunities (VA FCO) and FedBizOpps (FBO); and how to market to decision makers.

<b>Session Dates:</b>	Thursday 7/19 @ 1 PM	Tuesday 8/14 @ 1 PM	Thursday 9/13 @ 1 PM
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#### Teaming Strategies - [Register here](#)

This course presents Veteran-owned and other small businesses the fundamentals of using teaming strategies to do business with VA. It presents an inside look at the various types of teaming options in addition to insight on ways to take advantage of each option.

<b>Session Dates:</b>	Wednesday 7/25 @ 1 PM	Wednesday 8/15 @ 1 PM	Tuesday 9/18 @ 1 PM
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#### Attending Direct Access Program (DAP) Events - [Register here](#)

This course presents an overview of VA OSDBU's Direct Access Program (DAP) and the many events it hosts for the small business community; to bridge the gap between Veteran-owned and other small businesses and VA procurement decision makers (PDMs).

<b>Session Dates:</b>	Wednesday 8/1 @ 1 PM	Wednesday 9/5 @ 1 PM	
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#### Mitigating Risk for the Small Business - [Register here](#)

This course provides the fundamental understanding of what mitigating risk means for VA and for small businesses. It is designed to provide insight on strategies used by VA PDMs for finding procurement-ready small businesses and insight on strategies small businesses should implement to reassure PDMs that you have taken the steps to mitigate risk.

<b>Session Dates:</b>	Thursday 8/2 @ 1 PM	Tuesday 9/11 @ 1 PM	
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\*\*\* New Courses will be added on a Continual Basis \*\*\*

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