



OCTOBER 2023 FIRST CALL



SAVE THE DATE for the NVSBC VETS24 CONFERENCE!!!



Be a Part of the Conversation at the VETS24 Conference, the leading federal government contracting event focused entirely on GROWING YOUR BUSINESS! The VETS24 Conference brings together Federal Procurement Decision Makers + Large Prime Contractors + Procurement-Ready Small Business Leaders for 3 days of non-stop Networking, Training, and Teaming! 60+ content-rich training sessions. 150+ Vendors & Teaming Partners on the industry's largest Exhibit Hall! Everything and everyone you need to Grow Your Business will be at the VETS24 Conference at the beautiful Rosen Centre in Orlando, Florida, May 20-23, 2024! Save the date and make your plans to Sponsor, Exhibit, and Attend the VETS24 Conference!

QUICK RECAP: Our VETS23 Conference was a tremendous success by any measure:

- ★ 1,123 Attendees – the largest & first SOLD OUT event ever hosted by NVSBC!
- ★ 104 Exhibitors – largest exhibitor showcase in NVSBC history!

- ★ 98 Speakers provided 6 General Sessions and 40 Breakouts
- ★ 14 Federal agencies represented including VA, SBA, GSA, HHS, DoEnergy, DHS
- ★ And the Survey Results tell us that the VETS23 Conference delivered real value for our attendees!

Most importantly the VETS23 Conference fulfilled our NVSBC slogan:

VETERANS MEAN BUSINESS! We created a unique and collaborative Networking & Training experience resulting in hundreds of new connections, new teaming agreements, new proposal submissions, and new revenue sources for our attendees. And our vendor-sponsors report many qualified business leads and new clients. The VETS23 Conference exceeded all expectations!

WHAT'S NEXT? An even bigger and better VETS24 Conference! Our plans will take next year's event to new levels including:

- ★ Great new event venue – the Rosen Centre in Orlando – a top (4+ star)

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rated conference facility & hotel all in 1 building!

- ★ 50,000 SqFt Exhibit Hall – almost 3 times the space as VETS23!
- ★ Larger attendance – up to twice the size of the VETS23 Conference!
- ★ More agency & large GovCon engagement opportunities!
- ★ More new business opportunities!

Be Part of the Conversation! We're Talking About Your Business!!

Attend the VETS24 Conference!

Co-authored by [Scott Semple](#) is Senior Director of National Events, NVSBC and [Alisha Mitten](#) is Senior Director of National Events, NVSBC

Welcome New & Renewed Member Organizations

New Members

All Aces Corp.
All Points Logistics, LLC
Amazon.com
AninaRay Consulting LLC
BGFG Solution, LLC
Bridges Home Health Care/
Landmark Integrated Health
Services
CONVERGEONE GOVERNMENT
SOLUTIONS LLC
FedVet Construction
FIRE-ETC
McFall Consulting Inc.
Moonswitch
Myles Consulting Group (MCG) LLC

Powers Healthcare Billing
Solutions, LLC
RoDa Business Solutions
Romanyk Consulting Corp
SHINE Systems
South River Federal Solutions LLC
T & T Materials
The Craddock Group, LLC
The Gatewood Group, LLC
Trans Global Solutions, LLC
VetAble Technologies LLC
Veterans Enterprise Technology
Solutions, Inc.
Vivid Imaginations
VPD Government Solutions

Renewed Members

Advanced Management Strategies
Group, Inc. (AMSG)
Airborne Data Imagining Group,
Inc d/b/a WARFIGHTER OIL
Berry Solutions Group LLC
Clearwaters Industry Solutions,
LLC
Dobbs Defense Solutions, LLC
EMD LLC
GigaTECH, LLC
KARMAI Consulting LLC
Nelson Enterprise Tech Service
(NETS)

Paul Skalman Consulting
Planate Management Group
Quecon, Inc
Standard Communications
Syms Strategic Group, LLC (SSG)
Teracore Inc
TERRESTRIS, LLC
Troy Small Trucking LLC
Willis Sales & Consulting, LLC

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

November 14, 2023 | 5:30PM – 8:30PM

**Recognizing Federal Agencies and GovCon Primes
that Fuel Veteran Small Business in America**



Coalition Celebrations



THE #1 NETWORKING & DINNER MEETING EVENT FOR THE VETERAN ENTREPRENEUR & FED SMALL BUSINESS COMMUNITY IN THE WASHINGTON DC METRO AREA WAS BACK IN SESSION AND KICKED OFF IT'S SEPTEMBER EVENT WITH A BANG!



Calls to Action

October 2023

DC NETWORKING DINNER & VETFEDACADEMY

WED | OCT 11 | 4PM - 8:30 PM ET

HUNTSVILLE NETWORKING DINNER

THU | OCT 19 | 5:30 - 8:30 PM ET

November 2023

NORFOLK NETWORKING LUNCH

WED | Nov 1 | 11:00 AM - 1:00 PM ET

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA,

TUE | Nov 14 | 5:30 PM - 8:30 PM ET



U.S. Small Business
Administration

OCT 30 - NOV 3

NATIONAL VETERANS SMALL BUSINESS WEEK



Calls to Action *(continued)*

ChallengeHER

Opportunities for Women in Federal Contracting

ChallengeHER is a national initiative to boost government contracting opportunities for women-owned small businesses with a special focus on the Women-owned Small Business (WOSB) Federal Contracting Program. In April 2013, WIPP, American Express, and the SBA launched ChallengeHER to deliver free workshops, mentoring, and direct access to government buyers.

ChallengeHER DMV (10/24/2023)

Location: Silver Spring Civic Building

1 Veterans Place, Silver Spring, MD, 20910

challengeher.us/challengeher-dmv-10-24-2023



AMERICAN EXPRESS



Join Govcon Giants and our friends, Florida Association of Veteran-Owned Businesses, Inc. (FAVOB) as they co-host the 2023 Contracting Connections Summit on 12 October at the Intercontinental Miami, Downtown Miami! Visit their [website](#) for more information.

Business Leadership: Past Performance

Before we dive into the key approaches to developing winning Past Performance proposal sections, it's useful to remember that most Government customers use Past Performance as a way of gauging the risk to the success of the program. This means you should write your Past Performance proposal sections to give your customer confidence that you know how to do the work and have done it before with success.

What's the Difference Between Past Performance and Corporate Experience?

A subtlety—Past Performance is different from Corporate Experience. If a solicitation includes a requirement for a Corporate Experience response, the customer wants you to demonstrate that the company has done similar work before. Past Performance is used to demonstrate how well you did that similar work. Again:

- ★ Corporate Experience = Have you done similar work before?
- ★ Past Performance = How well did you do that similar work?
- ★ Steps to Writing a Winning Past Performance

Step 1

The first step is to canvass a larger set of candidate contracts to determine which contracts are the best to include in your Past Performance section. You want to pick contracts that are similar to the one you're bidding on, and for which your company's performance was good. It's smart to define what "similar" means—yes, it means mapping the technical requirements of the new proposal to the technical work done



Jeff Shen

on the candidate contracts. But it also means selecting contracts that are of a similar nature to the one you're bidding on. Is it an IDIQ with task orders? Is the workforce geographically dispersed? Is there a requirement to use an Earned Value Management System?

Step 2

Once you've selected the high-performing, highly relevant contracts to include in your Past Performance section and you're ready to develop the Past Performance write-up for each contract, consider these tips:

- ★ Create a consistent, repeatable format for each Past Performance contract citation (often done in a table format)
- ★ Provide the information required in the citation in the order in which it is requested in the solicitation's proposal instructions
- ★ Check and validate customer contact information
- ★ Check and validate the latest contract data, such as contract values and dates
- ★ In the narrative description of the work performed:

- ☆ Organize the narrative to line up with the technical requirements of the solicitation to which you are responding, to demonstrate clearly how the work you did is relevant to the requirements of the new contract
- ☆ Quantify the outputs and outcomes of the work on the contract you're citing
- ☆ Use key words from the solicitation in your narrative to highlight relevance

Pro-tips for Getting the Best Score Possible from your Past Performance

Here are some pro-tips for getting the best score possible from your Past Performance evaluation:

- ★ Validate performance with the Program Manager: for active projects, check in with the current Program Manager to make sure there are no surprises or recent issues
- ★ Manage the Past Performance Questionnaire if required: if your customers have to fill out a questionnaire, assign someone to stay in touch with the customer and make sure they fill out and submit the questionnaire on time
- ★ Don't try to hide bad performance—create a lesson learned: if there is a requirement to specify any performance issues on the contract, don't say, "none." Be honest about any performance issues, then say what steps were taken to correct those issues; those steps become proof that those

continued

Business Leadership: Federal Contracting

This is How to Write a Winning Past Performance (cont)

issues will not occur again

- ★ Dig into the performance of other contracts you did not cite: customer evaluators may do their own research beyond the contracts you provide in your Past Performance section
- ★ Manage the CPAR process: for Federal contracts, keep track of your customer's performance evaluations and work with your customers to correct any inaccurate performance reports

Final Thoughts

Past performance is often not the most important evaluation criterion. But done poorly, a Past Performance section can sink an otherwise stellar bid. Use Past Performance to prove how awesome you are, and to kill any lingering doubts about your company's ability to do the work.

Jeff Shen is the President of [Red Team Consulting](#). Red Team Consulting, LLC (Red Team) is a strategic growth consultancy that helps companies scale in the government contracting market. Over our 19+ years, we've helped thousands of companies achieve their growth targets with our full lifecycle business development, capture, proposal development, pricing, and training services. With our support, our clients continue to beat their fiercest competitors, diversify their portfolio of customers, and achieve their financial goals.

Create lasting impact

What does it take to achieve sustainable success?

Working with partners who understand the challenges you face and share your commitment to growing your business and community.

What would you like the power to do?®

Start the conversation
Edward Spenceley, edward.spenceley@bofa.com
Christa Williams, christa.williams@bofa.com
business.bofa.com

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Investment products offered by Investment Banking Affiliates:

Are Not FDIC Insured

Are Not Bank Guaranteed

May Lose Value

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Business Leadership: Government Shutdown

Resources to Help You Better Understand a Government Shutdown



Although the government shutdown didn't take place on 30 Sep, NVSBC still wants you to be prepared, in case of any other looming government shutdowns in the future.

Per the Federal News Network; they have pulled together a host of documents, articles and other useful information for federal employees and contractors and have provided resources to help you better understand a government shutdown. Federal News Network provides this information in hopes that it will give you one place to help answer questions, learn about the broad impact a government shutdown would have on the government and its people. Please read more [here](#).

A promotional poster for the VETS 24 event. The background is a night cityscape with a body of water in the foreground reflecting the lights. In the top left corner is the NVSBC logo (National Veteran Small Business Coalition). In the top right corner, the dates "MAY 20-23, 2024" are displayed in white. The central text reads "VETS 24" in large teal letters with a white star in a circle between the 'S' and '2', followed by "SAVE THE DATE" in large white letters. Below that, "Sponsorships Available" is written in a teal script font. At the bottom, a white text box contains the description: "The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors".

National Veteran Small Business Coalition

MAY 20-23, 2024

VETS 24

SAVE THE DATE

Sponsorships Available

The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors

Calendar of Events

Partnership Deals

NVSBC member organizations can take advantage of benefits where NVSBC has created partnerships that bring value to your business. If you would like NVSBC to consider a partnership with your business, please contact members@nvsbc.org with respective details.



Partner Deals

Featured Partner Deal

RSM Federal is an award-winning coaching and consulting firm that works with small, mid-size, and large companies to accelerate their understanding of the government market and learn how to position for and successfully win government contracts. RSM Federal is a strategic partner of the National Veteran Small Business Coalition. NVSBC Members receive free or discounted access RSM Federal resources.

Membership and Sponsorship Supports NVSBC Programs

Did you know that NVSBC is a **non profit organization** that relies on membership and sponsorship to provide our programs and services? **If you benefit from our Training, Networking, and Advocacy, join the coalition or sponsor NVSBC today and strengthen our voice!**

Join Today!

Sponsorship Opportunities

**Your 1/8 page Ad
COULD BE HERE!
Sponsorships available.**

Calendar of Events

NVSBC Events

NVSBC Events are specially designed to provide networking and training for those VOSB & SDVOSB ready to take their business to the next level! These include:

- Charlie Mike Webinar Training Series
- VetFedAcademies
- Washington DC Networking Dinners
- Many more...

Let us help you get "Procurement Ready!" Click on the on the button below to learn more and register.

[Visit NVSBC Events](#)



14
NOV

Veteran Small Business Advocate Awards Gala

Falls Church Marriott - Fairview Park
Falls Church, Virginia



VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

Recognizing Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America

REGISTRATION OPEN + SPONSORSHIPS AVAILABLE



NVSBC Veteran Small Business Advocate Awards registration is open and sponsorships are available too! These awards will recognize both Federal agencies and large government prime contractors for their efforts to meet and exceed contracting goals. Additionally, these awards recognize individual Veterans, Veteran-owned small businesses, and employees of Veteran-owned businesses. To register, sponsor, or do both, click this [link](#). here.



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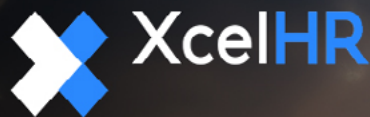
[ConsultDTS.com/cyber-track-basic](https://www.dts.com/cyber-track-basic)

Calendar of Events

Federal Procurement Events

Grow your business through events provided by agencies within the Federal government including outreach, matchmaking, networking, training, and additional activities. If you have Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact members@nvsbc.org with respective details.

Enter Federal Procurement Events



We Keep You and Uncle Sam on The Same Page

Delivering comprehensive, customizable HR solutions that overcome admin burdens So you can focus on delivering outstanding contract results.

PAYROLL
ADMINISTRATION

WORKERS
COMPENSATION

BENEFITS
ADMINISTRATION

HR
COMPLIANCE

Are you interested in supporting the NVSBC First Call Newsletter with your logo or ad? Half page ads start at \$500. The First Call Newsletter goes out to an audience of 50K+ in the GovCon community with open rate of 39%. If interested, please contact janelle.askew@nvsbc.org