VIP INTERNATIONAL is a 3-day in-residence training program that is offered at NO COST* to veteran business owners nationwide. The program is designed specifically for service-disabled and veteran-owned small businesses seeking interested in diversifying or expanding their federal and commercial contracting opportunities overseas. With a real-time curriculum created and taught by industry and subject matter experts, VIP INTERNATIONAL mitigates company risk while accelerating their success in winning, executing, and maintaining international OCONUS and commercial contracts.

- On average, VIP INTERNATIONAL companies are procurement ready companies who have been in business for 10 years with 20 employees.
- Two years after attending VIP INTERNATIONAL, 81% of graduates reported the knowledge gained significantly influenced a business decision
- 18% of graduate companies entered into the international market within 2 years of graduation
- 84% are Service-Disabled Veteran-Owned Business
- 64% are Minority-Owned Business
- 35% are Small-Disadvantaged Business 8(a)
- 20% are Woman-Owned Business
- 14% are HUBZone

Since its launch in 2017, 196 companies have graduated from VIP INTERNATIONAL from 24 states, D.C., and Guam.

Program Outcomes:

*Includes Hotel, Meals, and Training
Eligibility

- Have been in business for at least 3 years with a minimum of 3 full-time employees
- The company has experience performing on Federal government contracts as a prime and/or subcontractor to a prime
- Be an owner, principal or C-level executive for a for-profit veteran-owned small business

Curriculum

- Export Concerns
- Legal Considerations for OCONUS Contracts
- Hiring and Management
- Risk Management
- Accounting/Tax
- US International Licensing (EAR and ITAR)
- Contract Negotiations
- Proposal Development
- Market Analysis
- Operations/Customs

Questions? Contact VIP National Director, Barbara Ashe, at (301) 738-0015 x215 or bashe@nationalvip.org