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## **New ‘Veteran Institute for Procurement’ Program Helps Veteran-owned Businesses Successfully Navigate Federal Government Contracting Processes**

*Montgomery County Chamber Community Foundation, Corporate Sponsors  
Partner to Launch Comprehensive, Six-week Certification Program for Vet Firms*

ROCKVILLE, MD – Thirty-eight regional veteran-owned businesses will have a unique opportunity to gain a competitive edge in the quest to win government contracts, as they will be among the first group of companies to be certified through the new Veteran Institute for Procurement (VIP). Launched and underwritten by the Montgomery County Chamber Community Foundation, in conjunction with the Montgomery County Chamber of Commerce (MCCC) GovConNet Council and support from corporate sponsors, the VIP program’s first class of participating veteran-owned businesses will begin a six-session, 18-hour training and certification program on September 10.

The VIP program will feature instruction by leading professional service experts. Its purpose is to help veteran-owned businesses increase their ability to secure government contracts by establishing best business practices. The opening session will feature a keynote on “What It Takes to be a Successful Company in the Federal Market,” by Randy Slager, chief executive officer, chairman and founder of Catapult Technology. Slager founded Catapult Technology, Ltd. in 1996. Catapult is a Service-Disabled Veteran-Owned (SDVO) firm that provides information technology and management consulting services to the federal government. Under Slager’s direction, the company has grown to where it now employs more than 600 people and has annual revenues in excess of \$100 million. This year, Catapult was recognized as the Government Contracting Firm of the Year by the Tech Council of Maryland, shared the Best in IT Infrastructure Award by the Outsourcing Center with General Services Administration (GSA) – its largest customer – and was ranked 21<sup>st</sup> on the federal government’s Top 100 Governmentwide Acquisition Contractors (GWAC) list in 2008. Earlier this year, Slager was named one of the 100 top Greater Washington Chief Executive Officers by SmartCEO magazine.

“VIP will provide an incomparable experience for veteran-owned businesses that are looking to position themselves for greater success in the fast-growing marketplace of government contracting,” said Georgette “Gigi” Godwin, president and CEO of the Montgomery County Chamber of Commerce and treasurer of the foundation. “We’re proud to introduce this program and we’re so appreciative of the contributions of both our corporate sponsors and the professionals who will be providing their time and talent for this invaluable training.”

Business leaders in the program did not have to pay any registration cost, thanks to funding provided by the Montgomery County Chamber Community Foundation and its generous VIP corporate sponsors: Aronson & Company, Pepper Hamilton, LLP, C2 Portfolio, Cordia Partners, Deltek, The Insurance Exchange, PilieroMazza PLLC, and Rutherford.

To be eligible for the VIP program, a participating veteran-owned company must: 1) be represented by an owner, principal or C-level executive; 2) be established in business for at least two years with a minimum of 3-4 full time employees; 3) have experience working on government contracts as a prime contractor and/or sub-contractor to a prime; and 4) have generated 2008 annual revenues of less than \$25 million. VIP enrollment is not limited to Montgomery County businesses.

Key areas of executive-level training in the VIP program will include: business structures, contracting/teaming arrangements, human resources, compliance and systems approvals, risk management, insurance and bonding, internal controls, accounting/budgets/rate development, marketing and proposals, and certifications.

VIP training sessions will take place at The Clark Building, located at 7500 Old Georgetown Road, Bethesda, Maryland. The sessions will be held every other Thursday evening, from 5-8 p.m., beginning on Thursday, Sept. 10.

MCCC GovConNet events for government contractors take place throughout the year. For more information on any of its programs, including VIP, contact the Montgomery County Chamber of Commerce office at 301-738-0015 or visit [www.montgomerycountychamber.com](http://www.montgomerycountychamber.com).

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