



## VIP Testimonials

"It is an honor to be associated with the Veteran Institute for Procurement. I am grateful to the Montgomery County Chamber Foundation for supporting the launch of VIP in Frederick. VIP will provide timely and effective opportunities for veteran entrepreneurs to gain the access and tools to successfully compete for federal government contracts. Veterans have historically demonstrated their success in business in both the domestic and global marketplace...VIP's effort to provide the training and a network for our veteran-owned businesses has my unconditional support. It's a win-win for our country and taxpayers when the federal government buys the innovative programs and services developed by local small business entrepreneurs."

- **Representative Roscoe Bartlett**  
6<sup>th</sup> District of Maryland

"One of the most important things we can do is help [veterans] find opportunities in the business community."

"As never before, the Federal Government has committed to contracting with Veteran-owned businesses. It is timely that the Chamber's Foundation established VIP to train and qualify Veteran-owned businesses to compete for these procurement opportunities."

- **Congressman Chris Van Hollen**  
8<sup>th</sup> District of Maryland

"The Veteran Institute for Procurement is a phenomenal program that is a win-win for the federal government and prime contractors, and for the small veteran-owned businesses that it serves. Companies that participate in VIP emerge well-positioned for greater success in Federal contracting, and, ultimately, help to ensure that we have more qualified veteran-owned businesses competing for contract opportunities. We're very appreciative of the leadership of the Montgomery County Chamber Community Foundation in launching this vital program and in expanding it now nationwide."

- **Mauricio Vera**  
OSDBU Director, U.S. Agency for International Development

"Not only are veterans well suited to be leaders in business, they are especially well suited to support our federal government solve some of its toughest challenges. The Veteran Institute for Procurement is a great example of community, government and private sector organizations coming together for one purpose-to help veteran-owned businesses from around the nation be even more competitive in the government contracting arena."

- **Bridget Bean**  
Director, U.S. Small Business Administration's Washington Metropolitan Area District Office

"Thank you Barbara! The program is extraordinary....keep up the phenomenal work!"

-**Ann Marshall** (October 2011 VIP Graduate)  
Executive Director of Operations, INTECON

"Once again, please allow me to thank you and your staff for the opportunity you offered me to attend the October 2011 Veteran Institute for Procurement. The days were well-spent and I found them to be most gratifying and rewarding. Your efforts to provide such training are commendable. This training will no doubt enhance my opportunity to become successful and at the same time to help others in my business endeavors. Throughout the training there was a flare of military precision coupled with a tremendous amount of caring and a high sense of gratitude from you and your staff, this experience will no doubt remain with me as one of the highlights of my life. Thanks so very much for the opportunity."

- **Rudolph Glasgow** (October 2011 VIP Graduate)  
President, Rudolph Investigative Solutions, Inc.

"Aloha Barbara, Mahalo for allowing me to attend VIP. It was a wealth of information and certainly worth my time."

-**Ray Jardine** (October 2011 VIP Graduate)  
President & CEO, Native Hawaiian Veterans

"Thanks so much for developing the VIP program. It is relevant, applicable, and effective. I learned additional strategies, tools, information and tips to help propel my company to the next level. We all groan about being away from our businesses for extended periods of time, but it was worth every minute of participation in the VIP program. In addition, the location and facilities were perfect."

- **Theresa Harrison** (October 2011 VIP Graduate)  
President, GEORGE STREET SERVICES, Inc.

"... thank you so much and what a great course and service you have developed for our Nation's Veterans."

- **Eric I Mitchell MD** (October 2011 VIP Graduate)  
President/CEO/TelMed Group

"... Foundation VIP program. I wish I had the opportunity to attend a session like that ten years ago. Already put lessons learned into action. I personally appreciated the caliber of the speakers and the network was well worth the five pounds I gained from the meals."

- **Irving W. McConnell, DVM** (June 2011 Graduate)  
The McConnell Group

"Our veterans deserve a fair chance and this is right on target."

- **Major James Dula**, Retired USAF (VIP Supporter)  
Vietnam Vet/30-years active duty

"I just want to thank the National Veteran Institute for Procurement (VIP) for an absolutely terrific experience at the Bolger Center in Maryland. The program you offer Veteran business owners is invaluable and difficult to quantify, but without question is one of superior quality and true value-add. I unequivocally believe you and your team helped those of us in attendance how to better navigate the complexities of this perplexing federal contracting industry 'sandbox.'"

- **Michael Curry** (March 2011 Graduate)  
PARATUSEC LLC

"The VIP program was a great learning experience and opportunity to network with other veteran business owners. Your hard work was greatly appreciated by everyone, and I will definitely recommend the program to others. Can't wait for 'grad school'!"

- **Michael D. Brinegar** (March 2011 Graduate)  
EdgeTek Solutions

"I've attended (too) many small business and veteran "how to" courses. This is the first time that I have been impressed. The caliber and quality of the instructors and the material kept my attention and interest throughout all three days."

- **Marc Goldschmitt** (March 2011 Graduate)  
Goldschmitt and Associates, LLC

"THANK YOU for the VIP course! It was informative and fun, and I think you did a bang-up job. VIP was first class in every sense - the classmates, the instructors, the food, the information, and most of all the organization."

- **Col. Lyn McCall** (March 2011 Graduate)  
Network Learning Solutions, Inc.

"Since completing the VIP course, I've gotten the first version of our website up, applied knowledge from VIP to effectively reach out to agency program managers and small business representatives, developed cape statements that deliver a clear, concise message, are up to 3 prime contracts with the Federal Govt (in addition to a major subcontract that gave us our jumpstart late last year). We're moving in the right direction and I owe much of our success to you."

- **Stephen Khovananth** (March 2011 Graduate)  
Ascendant Program Services, LLC

"As an entrepreneur in the health IT field attending the enormously valuable VIP Program sponsored by the Montgomery County Chamber of Commerce GovConNet program is a "no brainer". From the excellently crafted handouts to the content rich discussions the VIP experience is well worth it. My company used elements of the Program's content to land a spot with a large prime; where we are bidding in a subcontractor role on their team. The Veterans Administration solicitation has a \$12 billion ceiling spread over 5 base-year(s) and potential for 1 two-option year extension. I highly recommend the VIP Program to any and all Veterans."

- **Joe Reddix**, President/CEO (Winter 2010 VIP Graduate)  
The Reddix Group, LLC

"The VIP Program truly is a very beneficial program in helping us get off to a great start and moving forward to having successful business experiences. It was a wealth of knowledge that has already begun to pay off for my company."

- **Jazz Irving**, President & CEO (Winter 2010 VIP Graduate)  
Visionary Technology Solutions, Inc.

"While attending the VIP class in Frederick, MD I received a valuable education on things I did not know and a re-education on many things I thought I knew about doing business in the federal arena. In addition to the knowledge gained, I was able to network and develop relationships with successful veteran business owners, with seasoned professionals from some of the top companies in the DC region, and with key federal decision makers. These relationships have already proven to be critical resources for me and my company for both present and future projects. As we all know, business information for any growing business plus the opportunity to network with the best is a success story in and of itself. I very much enjoyed the VIP course and greatly appreciate the time and effort from all."

- **C. Toby Calvo**, President (Winter 2010 VIP Graduate)  
L1 Enterprises

“I tell everyone about the VIP Program and have found a couple teammates from the program as well. Keep up the great work! We have been in business for 2 1/2 years, and we have hung on to making it happen because of the kindness and support from you and others.”

- **Jim Fogarty** (Fall 2010 Graduate)  
Absolute Consulting Solutions, LLC

“Thank you so much for all this support...it is awesome.”

- **Bill Kaplan**, Founder and Owner (Fall 2010 VIP Graduate)  
Working Knowledge

“The Veteran Institute for Procurement (VIP) program is packed with great content for small business leaders. Every class was extremely valuable, providing best practices to apply to our company based on the great marketing, BD, capture, contracts, finance, insurance, and HR content we studied. I built relationships with other emerging small business leaders in my class and met leaders within the large contractor and government communities. I recommend VIP as a program – I gained valuable content that I have begun transferring to my company and met great leaders within the small business and government contracting community.”

- **Michael King** (Fall 2010 VIP Graduate)  
Chief Technology Officer, Halfaker & Associates

“Sullivan Cove is a graduate of the initial class of the VIP. The program is, quite frankly, the best that I have encountered in more than 30 years in business.”

- **John S. Graham, III**, Managing Director (Fall 2009 VIP Graduate)  
Sullivan Cove Consultants, LLC

Our pursuit of prime contracts has expanded because the VIP program taught me many things to look for when business is in the growth pattern. A program such as VIP only lends us to more success in knowing what we need for effectiveness in business. I thank each and every instructor for our success.”

- **Charles Lambert**, President & CEO (Fall 2009 VIP Graduate)  
Carter-Lambert Divisions

“What VIP has enabled us to do -- it has been almost transformational to our business. Our growth has been five-fold since we've participated in the program and I expect that to grow to ten-fold in the coming months.”

- **Ben Long**, Founder & President  
Longview International Technology Solutions, (Fall 2009 VIP Graduate)

“Since graduation, Zanfer has been able to build/strengthen ties, and secure teaming efforts with several prime contractors in the DOD arena. We are currently moving closer into securing several business opportunities with other government agencies however, the tools/training provided by VIP has clearly broadened our spectrum even through the economic meltdown, brief recovery and recent government insourcing stance. VIP's initiative and commitment to assisting SDVOSBs is and should be emulated by others; as more Veterans return to civilian life and are eager to compete in order to steer our economy in the right direction.”

- **Angel F. Gonzalez**, General Manager (Fall 2009 VIP Graduate)  
ZANFER

“Because of the VIP Program, my company was able to be better prepared to expand in the federal marketplace. Myself and several other SDVOSBs were able to team up to form a SDVOSB Consortium.

Our consortium consists of 3 core companies that offer a variety of services and expertise within various areas of the Government. We have also expanded our group to include other SDVOSBs in order to offer the Government a more complete package of services, backgrounds, and areas of expertise. Because of the loyalty and commitment of the Veteran community, we are able to help each other win new business and expand our own capabilities.”

- **Chris Gonzalez**, PMP, (Fall 2009 VIP Graduate)  
President, A-G Associates, Inc.

"Thanks for the experience. The VIP program was great. As I stated before, The VIP class was the best, most comprehensive and relevant training that I have attended in my eighteen (18) years in business. All of our instructors were practitioners and experts in their fields. Your entire team is to be commended for a job well done."

- **Gene Hubbard** (Fall 2009 VIP Graduate)  
Hub Consulting Group, Inc. (HUBCO)

"Wow!! What a rush! The VIP was excellent! I enjoyed each session, because they were extremely informative. As a new VOSB, you have provided a path through the very challenging maze of federal procurement. After each session, I had a clear understanding of the necessary activities that I needed to undertake in order to advance to the next level in the overwhelming process of federal procurement.”

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“During [my] presentation [at FDA] I mentioned that I was a graduate of the MCCCCF’s VIP program. Her eyes lit up with excitement as she stated ‘WOW! The VIP is big!’”

- **Constance L. Baptist, CISM** (Fall 2009 VIP Graduate)  
CEO, The AshField Group LLC