



# **NATIONAL VETERAN BUSINESS DEVELOPMENT COUNCIL**

Veteran Presentation 2015



# **National Veteran Business Development Council (NVBDC)**

**What we provide to our certified SDVOB/VOBs:**

**ACCESS**

**(To corporations, governments and each other)**

**AND**

**OPPORTUNITY**

**(To sell to corporations and their top tier suppliers)**



## *Corporate Commitments*

- Major Corporate Partners have committed several billion dollars in spend with SDVOB/VOBs.
- GM, Ford, AT&T and Kellogg's are just a few of the companies who have formally set SDVOB/VOB spend goals for 2015.
- Many of their Tier I and Tier II suppliers are now seeking certified SDVOB/VOBs from the NVBDC to work with.





## *INTRODUCTION*



**The National Veterans Business Development Council (NVBDC)** is a nonprofit 501c3 organization offering a third-party private sector Certification of veteran owned businesses in the United States.



## ***WHY NOW?***

- There are 22 million Veterans in America, 3 million Veteran Business Owners
- Need to ensure today's Veterans have the opportunity to work with Corporations by providing them and their suppliers with a Certification program that America's Corporations will accept and the Veterans will be proud to earn.
- Veterans are a recognized class of business owners. (1999)
- Corporations have veteran spend commitments and are actively seeking **CERTIFIED** Service Disabled Veteran Owned Business and Veteran Owned Businesses (**SDVOB/VOB**)



## *WHY WE EXIST*

- Corporations requested a reliable non-governmental 3<sup>rd</sup> party source for certified Serviced Disabled and Veteran Owned Businesses (SDVOB/VOB).
- Our goal is to support SDVOB/VOBs to engage with industry and governmental organizations.
- The NBVDC is the **certification body** for SDVOB/VOBs to ensure that credible documentation exists of a business' **Veteran status, ownership and control**.





## *What Exists Today?*

- The Government controlled Center for Veteran Enterprise (CVE) **does not verify MEDIUM or LARGE companies**, thereby denying them a formal Veteran Business recognition.
- This prevents some of the most successful businesses, including Minority and Women Owned businesses that are also Veteran owned, from being certified as Veteran owned. **The NVBDC certifies all sizes of SDVOB/VOBs.**
- The CVE does not work with Industry to match their strategic development initiatives or provide the Veteran Owned business with training to understand Industry “Best Practices” or their responsibilities as suppliers.
- The NVBDC provides these services to our Veteran Owned businesses and works with Industry to support their strategic initiatives by following the **Billion Dollar Roundtable** Supplier Diversity Best Practices manual.



## ***NVBDC's Value to Certified SDVOB/VOB Companies***

- Advocacy with corporations and governmental organizations.
- Networking events
- Access to sponsor corporations.
- National business referral network.
- Participate in corporate diversity inclusion programs.
- Participate in national marketing and branding opportunities.





## *Current State of the NVBDC*

- Created a "**gold standard**" certification program
- Built a searchable database and a corporate membership program.
- Launched a multi portal website
- Published Standard Operating Procedures (SOP) guidelines
- Promoting Supplier Diversity and advocating for members
- Continue securing corporate funding to support on-going operational and programming costs.
- Creating a SDVOB/VOB buying portal to support our members and corporations meet their corporate procurement initiative (Fee based).



## ***CERTIFICATION RECIPROcity***

- The NVBDC will accept NMSDC, WBENC, CVE and NGLCC certification
- Developed a **Fast Track** Application process for SDVOB/VOB's who hold certification from a recognized certification organization.





## ***FAST TRACK APPLICATION PROCESS***

- Go to [www.NVBDC.org](http://www.NVBDC.org) and fill out Fast Track Application.
- Up load appropriate documents from recognized certification organization (CVE, NMSDC, NGLCC or WBENC).
- Does not require site visit.
- Certification takes 45-60 days after receipt of completed application.



## ***FULL CERTIFICATION APPLICATION PROCESS***

- Veteran must own 51% of business.
- Validation of ownership and control.
- Must provide financial information
- Provide VA disability documentation (If disabled).
- Requires on site visit to validate facilities, equipment, meet applicant.
- Certification takes about 45-60 days after we receive a completed application.
- Apply at [www.NVBDC.org](http://www.NVBDC.org)



## FEE STRUCTURE FOR PROCESSING APPLICATIONS

- \$0 - \$999,999            \$300 Fee
- \$1 Mil - \$4.9 Mil        \$500 Fee
- \$5 Mil - \$10 Mil        \$750 Fee
- \$10 Mil and Above      \$1,000 Fee

Fee covers processing and operational costs



# BE A PART OF HISTORY

**Help us shape the future success of Veterans who want to own a business.**

**JOIN THE NVBDC AND  
BECOME ONE OF THE CERTIFIED  
VETERAN BUSINESSES ACCEPTED  
INTO THE SUPPLIER DIVERSITY  
PROGRAMS OF CORPORATE  
AMERICA**

[www.NVBDC.org](http://www.NVBDC.org)







# Summary & QA

[www.nvbdc.org](http://www.nvbdc.org)  
[kking@nvbdc.org](mailto:kking@nvbdc.org)  
**313-446-6885**