

Accelerating the Growth of Veteran Owned Small Businesses in the Federal Marketplace

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Accelerating Growth: What is VIP?

We train “companies,” not individuals

- VIP GROW Graduates on average in business 8 years with 16 employees
- 3-day, 27-hour comprehensive certification program
- Hands-on, market-based instruction that helps establish best business practices for Federal gov't
- Owner, principal or C-level exec for VOSB/SDVOSB
- Bolger Center, 11 miles from the White House
- Offered nationwide at no cost to participants



Financial Statements – Essential Reports & Uses

- Balance Sheet – (Banks/Lenders)
 - Measures financial health at a single point in time
- Income Statement – (Banks/Lenders/Agencies)
 - Measures performance (revenues/expenses) over a period of time
 - Helps you better future prices
 - An agency may ask for this to validate prices or costs
- Cash Forecast – (Internal Management)
 - Measures your ability to pay obligations on time
- Budget – (Internal Management)
 - Measures what results against budget

Market-based Classroom Instruction



922 Graduates and Growing

From 45 states plus D.C. and Guam.



GROW 54%

From a Survey of VIP GROW Graduates
one year after graduation



Success for GROW Graduates

- 5 of the 2016 Small Business Person of the Year Award Winners are VIP GROW Graduates
- 4 of the 7 SDVOSB/VOSB winners of the Centers for Medicare & Medicaid Services SPARC contract are VIP GROW Graduates
- Over 1/3 of the VA VECTOR winners are VIP Graduates
- The 2017 INC 500 list features 6 VIP Graduates
- Lockheed Martin and Crowley Fabricating & Machining Company were named the U.S. Navy's only Nunn-Perry award winner in 2015

Accelerate Growth, Accelerate Success

Eligibility Requirements



VIP MarketPlace



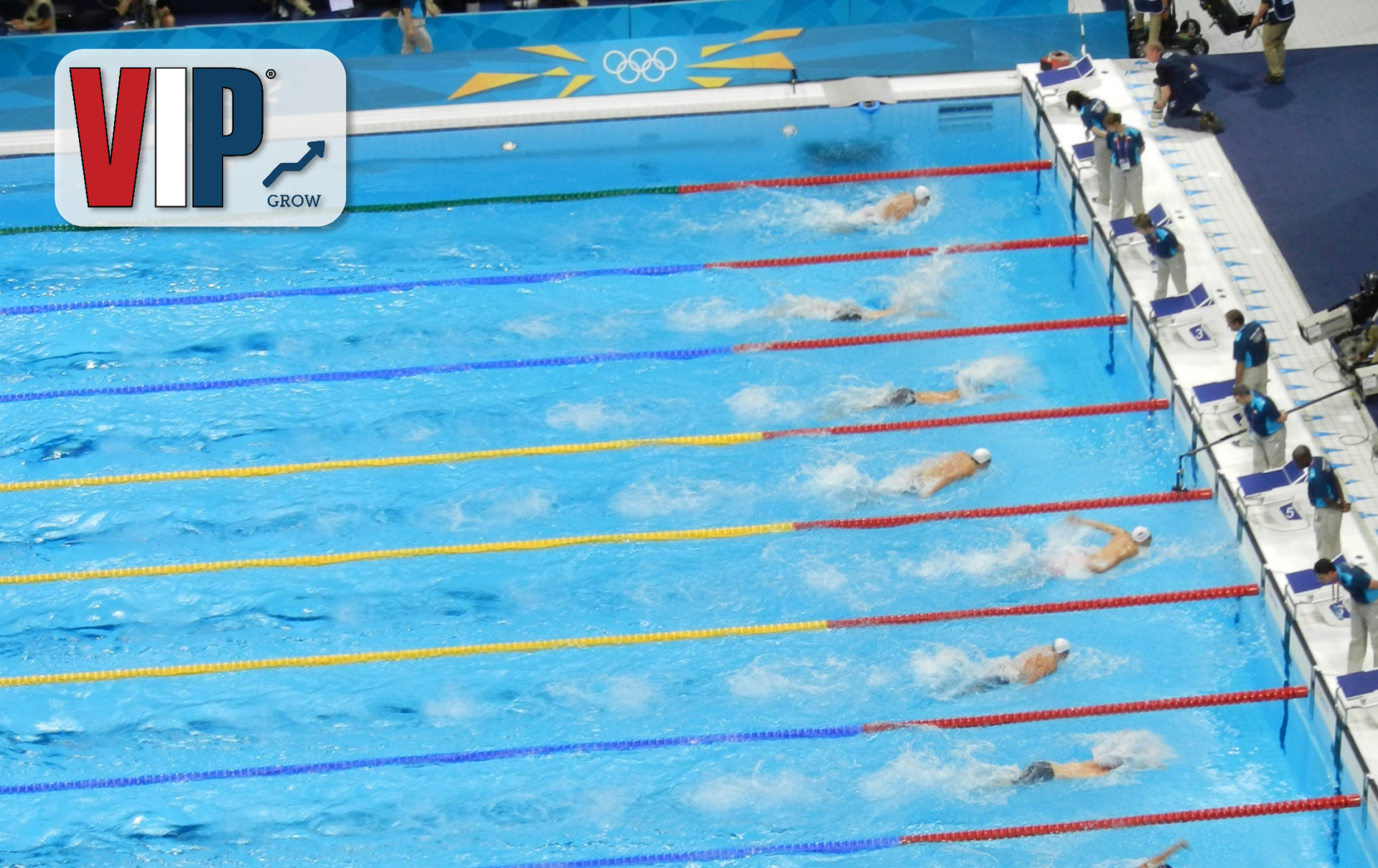
START	GROW	INTERNATIONAL	GRAD	VBOC	VIP MarketPlace
<ul style="list-style-type: none"> • VOSB/SDVOSB • Owner, Exec, or principal • Business • ≥1 yr • Revenue in past year • Owner or Exec working full-time as a W2 employee 	<ul style="list-style-type: none"> • VOSB/SDVOSB • Owner, Exec, or principal • Business • ≥ 2 yr • ≥ 3 FTE • Experience performing on Federal contracts 	<ul style="list-style-type: none"> • Owner, Exec, or principal • Business • ≥ 3 yr • ≥ 3 FTE • Graduated from GROW • Enter/expand into OCONUS /commercial markets 	<ul style="list-style-type: none"> • Enhance Skills • Remain competitive in dynamic Federal market • VIP Alum 	<ul style="list-style-type: none"> • Connecting VIP alums to their VBOC • Continuing education, mentoring, and counseling 	<ul style="list-style-type: none"> • Must be a VIP Graduate to sign-up • Connecting VIP Graduate companies to each other • Connecting Government Agencies and Large Primes to VIP Companies
<ul style="list-style-type: none"> • Started 2016 • 148 grads 	<ul style="list-style-type: none"> • Started 2009 • 727 grads 	<ul style="list-style-type: none"> • Started 2017 • 47 grads 	<ul style="list-style-type: none"> • Started 2014 • 50 alums 	<ul style="list-style-type: none"> • Started 2017 • Webinar Series 	<ul style="list-style-type: none"> • Launch 2018

Accelerating Growth: What is VIP?

VIP Programs Reduce Risk

Business Mistakes are Expensive and Often Times Fatal to a Small Business

- Reduce risk to companies, teaming partners, and gov't
- Learn from highly experienced industry and government professionals across 20+ topics
- Accelerate growth through best business practices



Like an Olympic Training Center

Key Statistics

- 922 graduates from 45 states plus D.C. and Guam. On average VIP GROW graduates grow 54% after one year from graduating (survey of 378)
- Created over 3,565 jobs in 42 plus D.C. and Guam
- 80% SDVOSB, 37% 8(a), 53% minority-owned, 16% woman-owned, 11% HUBZone
- 5 of the 2016 SBA's Small Business Person of the Year Award Winners are VIP GROW graduates



Others plant the seed, we water the plant

Accelerate Success into Federal Market

- New program that deploys the same proven instruction as our highly successful VIP GROW[®]
- Companies on average in business 5 years with 2 employees
- 3-day, 27-hour comprehensive certification program
- Provide market-based, practical training across 20+ topics
- Avoid business land mines and reduce your risk to yourself, teaming partners and customers
- Build relationships with primes and government and establish a network of national teaming partners





Accelerate your success in winning, executing, and maintaining international OCONUS and commercial contracts.

Accelerate Opportunities Overseas into Federal Market

- Our newest program is designed for veteran owned small businesses that want to enter and/or expand their Federal and commercial contracting opportunities overseas
- Companies on average in business 8 years with 19 employees
- 3-day, 27-hour comprehensive certification program
- Provide market-based, practical training across 20+ topics
- Uses real-time, market-based instruction tailored to accelerate success in writing, executing and maintaining international OCONUS and commercial contracts.









VIP Marketplace: Keyword Search: Find a Partner

Keyword Search

Missile Defense, Navy

Search Reset Customize View

Your Search Results for:
 Type: SDVOSB, VOSB
 Search Keyword: Missile Defense, Navy

Name	Capability Statement	Type	Certifications	Industry	Past Performance Clients	Small Business NAICS
Advanced Business Learning		SDVOSB	SDVOSB a Licensed Postsecondary vocational school for Cyber Security see more...	Cyber Security, Consulting Services, Training	DIA US Navy USAF USMC BLM PNNL-DoE DoC State of AZ	611430 611420 611310 611691 611710 541611 541612 541618 512240 see more...
Allied Mountain, LLC		SDVOSB	PMP, ITIL, Six Sigma, SCRUM, Security +, DAWIA Levels 1 through 3	IT, Cyber Security, Consulting Services, Training, Staffing, Energy, Product see more...	AFLCMC, USSTRATCOM, NORAD, AFSPC, USA SMDC, SMDBL, FWC	541330 541511 541512 541513 541519 541611 541618 541690 541712 561210 see more...
Allied Mountain, LLC		SDVOSB	PMP, ITIL, Six Sigma, SCRUM, Security +, DAWIA Levels 1 through 3	IT, Cyber Security, Consulting Services, Training, Staffing, Energy, Product see more...	AFLCMC, USSTRATCOM, NORAD, AFSPC, USA SMDC, SMDBL, FWC	541330 541511 541512 541513 541519 541611 541618 541690 541712 561210 see more...
Alytic, Inc.		SDVOSB	Certified Energy Manager,		Naval Surface Warfare Center, Carderock Division (NSWCDD), Naval Surfa	541330 541611 541490 541350 541690 541620 541712 541990
SDV Recon, Inc		SDVOSB	ISO 9001:2008, ITAR Registered	Manufacturing, Products	DLA, USMC, ARMY, NAVY, AIR FORCE, NASA, ACOFA, LMCO, URS, CAE, L3, UNI see more...	336413, 332510, 335931, 423610, 423710, 423860, 425120, 425110, 493190 see more...
Strategy and Management Services, Inc. (SAMS)		SDVOSB	Cage Code: 54KF3, DUNS Number: 827144242, DCAA Approved Accounting Sys see more...	IT, Consulting Services, Facilities	US Army, US Navy, ANG, VA, USDA, SEC, DCMA, EEOC, DOJ, DEA, DOD, IRS	238220, 238290, 339112, 423450, 424210, 518210, 541330, 541511, 54151 see more...

VIP Marketplace: View Capability Statements on Screen



CAPABILITY STATEMENT

Allied Mountain, LLC is a Service Disabled Veteran Owned Small Business (SDVOSB) providing scientific, engineering, and technical support and "C-Level" services to government and industry clients.

CORE COMPETENCIES

Management / Engineering	Certifications
<ul style="list-style-type: none"> • Program / Project Management • Systems Analysis, Engineering and Integration • Requirements Development • Plans and Concepts of Operations • Acquisition Support 	<ul style="list-style-type: none"> • Project Management Professional (PMP) • Six Sigma • IT Infrastructure Library (ITIL) • SCRUM • Security+

PERFORMANCE

Current	Past
<ul style="list-style-type: none"> • Prime contractor on the Air Force Life Cycle Management Center's (AFLCMC) Integrated Tactical Warning & Attack Assessment (ITW/AA) Systems Engineering & Integration (SE&I) Contract • Subcontractor on USA Space & Missile Defense Command's (SMDC) Design, Development, Demonstration, and Integration (D3I) Contract 	<ul style="list-style-type: none"> • Subcontractor on USASMDC's Concepts and Operations for Space and Missile Defense Integration Capabilities (COSMIC) Contract • Consultant to various defense and commercial companies providing "C-Level" services, business operations support, program management support, market research, and technology investigation



DIFFERENTIATORS

- [We understand how to:](#)
 - Use our small size to be nimble and responsive to customer requirements
 - Keep our overhead cost low by hiring retired veterans and operating from a "virtual campus"
 - Utilize technology for collaboration in a multi-team, multi-agency, worldwide environment, across multiple time zones
 - Coordinate with and satisfy stakeholders with competing objectives & requirements



Thank You to Our Generous Sponsors

GOVERNMENT PARTNERS	SPONSORS	
 <p>SBA U.S. Small Business Administration Funded through a cooperative agreement with the U.S. Small Business Administration</p>		
 <p>Maryland DEPARTMENT OF COMMERCE</p>		
		
SUSTAINING PARTNER		
 <p>MCCC FOUNDATION</p> <p>Montgomery County Chamber Community Foundation</p>	<p>Avison Young Clark Construction Group Dataprise IT Services Federal National Commercial Credit Information Systems Solutions, Inc. (ISS) Insurance Associates Merrill Lynch Montgomery College Payroll Network PilieroMazza PLLC Strategy and Management Services, Inc. (SAMS) StreetShares The Insurance Exchange William F. Bolger Center</p>	

VIP Training Programs

- VIP START January 16 – 18, 2018
- VIP GROW March 20 – 22, 2018
- VIP INTERNATIONAL June 19-22, 2018