How to Do Business with the U.S. Department of Veterans Affairs

PRESENTED BY

OREGON APEX ACCELERATOR

and

Business Development Institute, Inc.

www.bdiworks.org

DATE, TIME & LOCATION

Tuesday, July 14th
10:00 AM – 11:30 AM
234 SW Washington St.
Portland, OR 97204

REGISTER VIA THE LINK BELOW:

Click here to register

QUESTIONS?

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EVENT OVERVIEW

The Department of Veterans Affairs is one of the largest federal purchasers of goods and services in the nation. Whether you are new to government contracting or looking to expand your federal customer base, understanding how the VA buys is critical to positioning your business for success.

Join us for an informative session focused on how small businesses can navigate VA procurement opportunities, connect with VA buyers, and prepare to compete for contracts.

WHAT YOU WILL LEARN

- How the Department of Veterans Affairs purchases products and services
- Small business programs and contracting opportunities available through the VA
- How to identify and pursue VA contracting opportunities
- Understanding Veteran-Owned and Service-Disabled Veteran-Owned Small Business programs
- Tips for marketing your business to the VA
- Resources available through the VA and Oregon APEX Accelerator
- Common mistakes businesses make when pursuing federal contracts

WHO SHOULD ATTEND

- Small businesses interested in federal contracting
- Veteran-owned businesses
- Service-disabled veteran-owned businesses
- Existing government contractors seeking VA opportunities
- Construction, professional services, manufacturing, technology, and service-based firms
- Businesses looking to diversify their customer base through federal contracts

PRESENTER

Shayne A. Park, NCO 20 Small Business Liaison
U.S. Department of Veterans Affairs
Shayne Park is a U.S. Air Force Veteran and Small Business Liaison for the Department of Veterans Affairs Network Contracting Office 20. He works directly with small businesses seeking opportunities within the VA system and helps connect qualified firms with contracting opportunities throughout the Pacific Northwest.

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