



# SEPTEMBER 2025 FIRST CALL

Your logo could  
be here as a  
SPONSOR

## Honor, Recognize, Celebrate!



These are challenging times for government contractors and the entire federal contracting ecosystem. Budget uncertainties, evolving regulations, and competitive pressures make it more important than ever to come together as a community. One thing I know about communities is that we rally and come together during times like this – to collaborate, support one another, recognize resilience, and share in successes that were hard fought and earned.

It's my honor to invite you to NVSBC's [Annual Veteran Small Business Advocate Awards Gala](#)—a night dedicated to recognizing those who champion veteran entrepreneurship in the federal marketplace. Join us on **Thursday, November 6, 2025, from 5:30 PM to 8:30 PM at the Falls Church Marriott Fairview Park** for an evening of celebration, networking, and inspiration.

Attendees can expect a celebratory evening featuring a **silent auction**, a **networking reception**, and a **formal dinner and awards ceremony**. Most importantly, you'll connect with **federal agencies**, **large prime contractors**, and **Veteran-owned business professionals**—the leaders shaping the future of government contracting.

We're proud to recognize excellence through **five prestigious award categories**:

- [Champion of Veteran Enterprise Award](#) – Honoring agencies and primes meeting or exceeding SDVOSB/VOSB goals.
- [Veteran Small Business Advocate of the Year](#) – Celebrating individuals or small teams who go above and beyond for veteran businesses.
- [Gordon H. Mansfield Veteran Small Business Award](#) – Recognizing veteran entrepreneurs who lead, employ, and give back.
- [Small Business of the Year](#) – Highlighting VOSBs/SDVOSBs demonstrating best practices and success.
- [Small Business Employee of the Year](#) – Honoring employees making a meaningful impact.

[Nominations are now open](#), and we encourage you to submit deserving

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candidates who exemplify leadership and advocacy in our community.

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# Around the NVSBC

## Welcome New & Renewed Member Organizations

### New Members

BAFO Services LLC  
Berry Law PC, LLC  
Eye Shine Transportation LLC  
Florida Geo Map LLC  
FourFront Design, Inc.  
Increasing Measure Project Consulting LLC  
Magellan Solutions USA Inc  
MC3 Solutions LLC  
Paradigm Parachute & Defense Inc.  
RB Continuum, Inc. (RBCI)  
SWP Systems LLC  
Turingon, Inc.

### Renewed Members

1Aardvark, LLC	Mil-Spec Safety & Security
Anderson Leadership Solutions	Nationwide IT Services, Inc.
Bank of America	Nobis Technology LLC
Convergeone Government Solutions LLC	Oasys International, LLC
Cornerstone Tech, Inc.	Pinnacle Cybersecurity Solutions
EPCC/Contract Opportunities PTAC	Rule72 Financial LLC
Ghostwerks LLC	Second Watch Incorporated
GV Solutions Inc	Semper Tek, Inc.
Hull IT Solutions & Services, LLC.	SHINE Systems
Integrated Computer Solutions Inc.	Strongbridge LLC
KARMAI Consulting LLC	Syms Strategic Group, LLC (SSG)
Lockheed Martin Corporation	SYNAPP
Medical Place, Inc	Tucker-Reeves Associates, LLC

The National Veteran Small Business Coalition (NVSBC) offers 7 types of organization membership that support our mission and serve our constituents. If you have any questions about membership, please contact [members@nvsbc.org](mailto:members@nvsbc.org). Click on the "Join NVSBC Today" button below and begin receiving access to the benefits of NVSBC membership.

- **Representation** as part of the coalition through our [advocacy work & legislative agenda](#)
- **Exclusive access for members only**
  - Strategy & Legislative Newsletters
  - Tailored Presentations & Training Sessions from past and current Engagement events + Training Academies
- **Discounted pricing** for **ALL** individuals within your organization's membership at NVSBC Training,

Engagement/Networking, and Advocacy events including our DC Metro Engagement Dinners, Annual Awards Gala, and VETS Conference

- VETS Conference: \$200 discount per person
- Engagement Meetings: \$20 discount per person, per event
- Awards Gala: \$25 discount per person
- **Access to VetFedConnect Directory**, providing access to thousands of contacts within the GovCon ecosystem
- **Early access**
  - Priority access to resources and information when available
- **Voting privileges** for membership by-laws, board membership, and more
- **Exclusive Partner Deals & Discounts**



# Around the NVSBC (cont.)

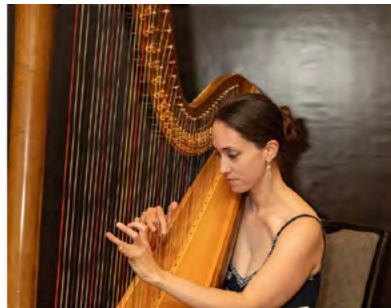
## Honor, Recognize, Celebrate!



For over a decade, NVSBC has recognized leadership in achieving Federal contracting goals with Veteran entrepreneurs through the NVSBC Champion Awards Program. The annual NVSBC Awards Gala demonstrates the commitment to partnership between federal

agencies, large GovCon prime contractors, and Veteran small business GovCon community.

Let's come together to celebrate those who make a difference. [Reserve your spot today and be part of this extraordinary evening!](#)





# Around the NVSBC (cont.)

## Engagement Meetings

*NVSBC hosted the Hampton Roads Engagement Lunch, sponsored by JPMorgan Chase on 7 August 2025. Our success spotlight was Donnie Mills, President and General Manager of Mills Marine & Ship Repair and our guest speaker for the evening was Mark Fox, Federal Sales Manager, Amazon Business.*



**Communities of Interest**

# Around the NVSBC (cont.)

## Introducing...The NEW NVSBC Website!

We've launched something exciting—our brand-new website is live! The new **NVSBC website** has been redesigned to provide more streamlined access to resources that support the growth of Veteran owned small businesses as well as its events that serve to connect VOSBs and NVSBC's many strategic partners across the federal contracting industry.

With vibrant visuals and intuitive navigation, it's easier than ever to:

- ✦ Register for exclusive NVSBC regional and national events
- ✦ Easy access to member-only benefits!
- ✦ Business resources like our First Call Newsletter and Virtual Training videos
- ✦ Discover unique, Fellowship & Consultation programs designed for entrepreneurs
- ✦ Learn more about who we are and how we serve

👤 For our members: Once you log in to your VetFedConnect account, you'll notice a more streamlined website—making it easier than ever to access your member benefit features.

★ At NVSBC, we're proud to be your partner through every stage of your company's lifecycle.

🔗 To learn more about our new website, click the link: [NVSBC New Website "Designed to Serve" | NVSBC](#)



## Attention Veteran-Owned Federal Contractors!

Do you remember when landing small federal contracts felt like a win? You've worked hard, you're wanting to grow, but your business just seems to be stuck.

Well, you don't have to be.



If you're ready to uncover the federal dollars your business may be leaving behind, we invite you to subscribe to our 5-part newsletter series from our CEO, [Scott Jensen](#): **"The UNSTUCK Method: Find The Federal Dollars You're Leaving Behind."**

The **"UNSTUCK Method"** is a step-by-step roadmap to help you grow confidently as a Veteran-Owned Federal Contractor despite policy shifts and market confusion.

Get the insider guide for Veteran-Owned Federal Contractors to grow at the link: [NVSBC New Website "Designed to Serve" | NVSBC](#)



# Around the NVSBC (cont.)

## Calls to Action

### September 2025

#### PHILADELPHIA ENGAGEMENT DINNER

WED | SEP | 5:30 PM - 8:30 PM ET

#### DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | SEP 10 | 4:00 PM - 8:30 PM ET

#### TAMPA ENGAGEMENT DINNER

WED | SEP 17 | 5:30 PM - 8:30 PM ET

### October 2025

#### HUNTSVILLE ENGAGEMENT LUNCH

WED | OCT 8 | 11:00 AM - 2:00 PM CT

#### DC METRO ENGAGEMENT DINNER & TRAINING ACADEMY

WED | OCT 8 | 4:00 PM - 8:30 PM ET

#### DAYTON ENGAGEMENT BREAKFAST

WED | OCT 15 | 8:00 AM - 11:00 AM CT



# Around the NVSBC (cont.)

## September/October Events Calendar

### SEPTEMBER 2025

M	T	W	R	F	S	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

### OCTOBER 2025

M	T	W	R	F	S	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Engagement Events

Virtual Training

Conferences

Special Events

Federal Holidays

Click on Event Dates to Link to Online Information.

## Wrapping Up the Federal Fiscal Year & Positioning for the Next

As September 30th marks the end of the federal fiscal year, businesses in the GovCon space face a critical moment to reflect, reconcile, and reposition. Whether you're a prime contractor or a subcontractor, this is your window to tighten operations and prepare for new opportunities.

### Wrapping Up FY25: What to Prioritize

1. Finalize Deliverables & Invoicing
  - Submit all outstanding deliverables, reports and invoices before the fiscal year closes.
  - Confirm acceptance of work and ensure payment timelines are aligned.
  - Reconcile indirect costs and ensure billing matches contract terms.
2. Prepare for Contract Closeout / Audit & Compliance Check
  - Start your closeout prep early—delays can lead to loss of funding or audit complications.
  - Organize contract documentation: invoices, reports, modifications, and correspondence.
  - Review financial records, timesheets, and cost allocations for accuracy.
  - Clean up, renew, or close any subcontractor agreements or teaming arrangements – as needed.
3. Evaluate Program Impact
  - Gather participant feedback and performance metrics from staff and clients.
  - Document success stories to strengthen future proposals and outreach.
  - Refresh resource toolkits

### Strategic Moves to Stay Competitive and Positioning for New Contracts in FY26

1. Understand the Shifting Landscape
  - Agencies are streamlining procurement:
    - How does this impact your business? Your procurement strategies? Your networking? Your partnerships?

2. Refine Your Pipeline & Outreach
  - Focus on opportunities aligned with your niche and past performance.
  - Attend Industry Days and respond to RFIs to position early.
  - Reach out to past clients and prospects to identify programmatic needs.
  - Leverage tools like SAM.gov, GSA.gov, USASpending.gov, agency forecasts and procurement schedules to find and/or track aligned opportunities.
3. Strengthen Proposal Readiness
  - Refresh and update capability statements, resumes, and past performance narratives, website(s), LinkedIn profile(s).
  - Train your team on new procurement platforms and compliance (FAR) updates.
  - Consider teaming or joint ventures to expand reach.
4. Reassess Budget & Resource Allocation
  - Align your budget with strategic goals—whether it's scaling operations, compliance, growth or deepening relationships.
  - Invest in talent, technology, and operational efficiencies that support scale.
  - Prepare for audits or potential M&A activity with clean, transparent records.
5. Celebrate & Communicate Your Impact

**Share your FY25 wins with stakeholders, partners, and your community.**

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## Wrapping Up the Federal Fiscal Year & Positioning for the Next (cont)

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### Closing Thoughts ...

The transition between fiscal years isn't just a deadline — it's a launchpad. By closing out FY25 with precision and entering FY26 with strategy, businesses do not only stay compliant but also seize new opportunities and deepen their impact.

Wishing each of you a FY2025 close out that reflects strength and accomplishment, and a FY2026 that embraces promise and continued success.



*Marie Myszkier is the  
Director of Training at  
NVSBC*

## How to Prepare for an NVSBC Meeting or Event: A Guide for Veteran Small Business Owners

Attending a National Veteran Small Business Coalition (NVSBC) meeting or event is a strategic move for any Veteran Small Business owner aiming to secure federal contracts. These gatherings are more than just networking opportunities. They're gateways to partnerships, visibility, and growth. To make the most of your experience, preparation is key. Here's how to show up ready, confident, and positioned for success.

### 1. Bring Business Cards That Speak for You

**Your business card is often your first impression. Make sure it's:**

- Professionally designed and easy to read.
- Includes your name, company name, contact info, website, and a brief tagline or service description.
- Reflects your brand identity (colors, logo, tone).

**Tip: Keep them accessible—don't fumble when someone asks for one.**

### 2. Perfect Your Pitch

**You should be able to clearly and confidently answer three questions:**

- **Who are you?** (Your name, role, and company)
- **What do you do?** (Your core services or products)
- **What can you offer to federal agencies or prime contractors?** (Your value proposition)

**Practice a 30-second and a 2-minute version of your pitch. Be concise, compelling, and confident.**

**Example:**

*"Hi, I'm John Cochran, Consulting Manager specializing in guiding Service-Disabled Veteran-Owned Small Businesses through the complex world of government contracting. I help business owners understand federal requirements, position themselves for SBIR/STTR opportunities, and craft winning strategies to secure contracts. Whether you're just starting or scaling up, I simplify the GovCon process so you can focus on delivering value. Let's turn your veteran-*

*owned business into a federal success story."*

### 3. What NOT to Do

**Avoid these common pitfalls:**

- **Don't oversell or exaggerate.** Be honest about your capabilities.
- **Don't interrupt or dominate conversations.** Listen actively.
- **Don't show up unprepared.** Know who's attending and what agencies or Primes are present.
- **Don't be timid.** Confidence is key, and your presence matters.

### 4. Be Confident, Not Timid

**Confidence opens doors. You earned your place at the table, own it. Speak clearly, maintain eye contact, and engage with purpose. If you're unsure about something, it's okay to say, "Let me follow up with you on that."**

**Remember:** You're not just representing your business; you're representing the Veteran and GovCon community.

### 5. Networking Is Your Superpower

**Networking isn't just about exchanging cards, it's about building relationships. Here's how to do it well:**

- **Be intentional.** Know who you want to meet and why.
- **Follow up.** Send a quick email or LinkedIn message after the event.
- **Offer value.** Share insights, resources, or connections that may help others.
- **Stay visible.** Attend regularly, participate in panels, and contribute to discussions.

**Bonus Tip:** Join NVSBC committees or working groups to deepen your involvement.

*Continued next page*

# NVSBC Training Corner (cont)

## How to Prepare for an NVSBC Meeting or Event: A Guide for Veteran Small Business Owners (cont)

### Final Thoughts

Preparation transforms opportunity into success. By showing up with a clear pitch, professional materials, and a confident mindset, you position your Veteran Small Business for meaningful connections and potential contracts. NVSBC events are designed to elevate veteran-owned businesses, make sure you're ready to rise.

Sign up for a free consultation today: [nvsbc.org/programs/consultations/](https://nvsbc.org/programs/consultations/)



*John Cochran is the  
Consulting Manager at  
NVSBC*

A promotional graphic featuring a background image of three people (two men and one woman) sitting on a couch and talking. Overlaid on the left is a white hexagonal shape containing logos and text. The logos include VetFedConsult (two overlapping circles) and the National Veteran Small Business Coalition (NVSBC) logo, which is a circular seal with a star and the text 'National Veteran Small Business Coalition NVSBC'. Below the logos, the text 'VetFedConsult Sponsored by:' is followed by the Boeing logo (a stylized 'B' with a wing) and the word 'BOEING' in bold blue letters.

VetFedConsult

National Veteran Small Business Coalition

VetFedConsult Sponsored by:

**BOEING**



## Honoring Service, Advancing Opportunity – Partner with Us at the Awards Gala!



As we pack up our beach chairs, shelve our picnic baskets, and soak up these last few days of summer, we look ahead to Q4 for with excitement (and perhaps a side of incredulity, after all how could it already be September?!).

We at NVSBC are gearing up to celebrate the successes of federal agencies, GovCon primes, and Veteran small businesses at our annual **Awards Gala**, which will be held on **November 6 at the Falls Church Marriott Fairview Park**. Although we are honored to present awards based on past performance, it's also a chance to honor all the tremendous hard work that goes into propelling the wheels of progress forward day in and day out. And to our Veteran small business network, it is an occasion to pay tribute to the business owners and employees who have gone above and beyond in supporting the VOSB and broader communities through continued service.

And because we are gathering to recognize these accomplishments and more, there is no better way to powerfully align your brand with a mission-driven community than choosing to [sponsor the NVSBC Awards Gala!](#) Sponsors can expect to gain visibility among top government and industry leaders, as well as receive extensive recognition through digital, print, and visual channels, with packages tailored to meet diverse marketing goals. Opportunities include becoming a Leadership Sponsor, Veteran Champion Sponsor, or supporting specific elements like floral arrangements, beverages, or a table. Don't miss out on this opportunity! Check out our [Sponsorship Prospectus here](#), and don't hesitate to reach out to me, Adelaide Kahn, at [Adelaide.kahn@nvsbc.org](mailto:Adelaide.kahn@nvsbc.org), should you be interested in becoming a sponsor or have any questions!

# Other Events

## September 2025 Partnership Deals

NVSBC member organizations can take advantage of benefits where NVSBC has created partnerships that bring value to your business. If you would like NVSBC to consider a partnership with your business, please contact [members@nvsbc.org](mailto:members@nvsbc.org) with respective details.

### Featured Partner Deal

#### EXCLUSIVE NVSBC PARTNER DEALS - JUST FOR MEMBERS!

Access special discounts and offerings with our NVSBC Partner Deals, available only to NVSBC member organizations and their teams. These Partner Deals feature essential products and services tailored specifically to support your business growth and success.

Are you a NVSBC Member organization wanting to offer special discounts or offerings on your products or services to fellow members? If so, contact: Janelle Askew at [janelle.askew@nvsbc.org](mailto:janelle.askew@nvsbc.org)

NVSBC Members: Log into VetFedConnect now to see the exclusive offerings available to you.

Your NVSBC membership is your key to these exclusive benefits and offerings.

## Federal Procurement Events

Grow your business through events provided by agencies within the Federal government including outreach, matchmaking, networking, training, and additional activities. If you have a Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact [members@nvsbc.org](mailto:members@nvsbc.org) with respective details.

# Other Events (cont)

## Member Spotlight

**NVSBC Members, share your recent govcon successes with us! We want to celebrate your achievements from the past 6 months, such as awards, public recognition, new contracts, mentor-protégé relationships, new hires (especially veterans), or acquisitions.**

**Complete this form to let us know about your triumphs at the [link here](#).**

**Your successes inspire our community, and we're excited to highlight them!**

**CONGRATULATIONS!!!**



***The NVSBC would like to recognize and celebrate your GovCon success!***



# Special Message

## Washington Business Journal Opportunity



### **Attention ALL Veteran-Owned Companies, VA, DC, MD Companies (ONLY)**

If you have not been invited, we would like to make you aware of an opportunity for some recognition hosted by the Washington Business Journal for Veteran Companies. **We've just become aware that WBJ is creating a listing (by revenue) to identify the veteran companies Headquartered in the DC and VA, MD areas (specific counties).**

*"WBJ List of Veteran-Owned Companies - The Washington Business Journal's weekly Lists, compiled annually in our Book of Lists, are recognized throughout the region as reliable and reputable sources of business information. We hope you will help us update this important reference resource".*

**If you have NOT been invited and you are interested** (voluntary) in being potentially considered for inclusion, please send a request to be invited to the process (via a survey) to **Carilyn Proctor, WBJ, (link below)**. Carolyn will send an invitation ONLY survey (for some corporate info which can be disclosed) that must be **completed by 9/15/2025** to be considered. Her contact info is:

Carolyn M. Proctor, Data and Projects Editor  
Washington Business Journal  
American City Business Journals  
703-258-0826  
cmproctor@bizjournals.com

# Upcoming NVSBC 2025 Events

## NVSBC-EF Charity Golf Tournament Wrap

That's a wrap on this year's NVSBC Education Foundation Charity Golf Tournament! The blue skies emerged just in time for the second nine, giving us spectacular views and sunny greens.

We appreciate the support of every golfer, a special thanks to our sponsors who make this event shine, and our event photographer who captured teams and players on the course.

All funds raised from the NVSBC-EF Charity Golf Tournament will go toward supporting our **training**, **advocacy**, and **educational programming** benefiting Veteran small business professionals.

Check out some photos from the tourney as a wonderful time was had out on the golf course.



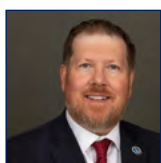
# NVSBC Board of Directors

## Meet Your Board of Directors

NVSBC invites you to join us in welcoming our newest Board Member to the National Veteran Small Business Coalition, Kamar Perkins, Founder and Managing Partner of Protech Consulting Group.

The NVSBC Board of Directors upholds their duties of care, loyalty, and obedience, leveraging their collective knowledge, expertise, and wisdom to actively support the organization's mission and values with dedicated commitment and principled leadership.

To learn more about our Board of Directors & Honorary Committee Members, visit the link [here](#).



**Robert Betters**  
*President*



**Phillip (Phil) Panzarella**  
*Vice President*



**Robert Santmyer**  
*Treasurer*



**Neeraja Lingam**  
*Secretary*



**William J. Belknap, Sr.**



**Norris Middleton**



**Nancy A. Langer**



**Erica Dobbs**



**Irene Vaishvila Glaeser**



**Tim Ross**



**Scott Thompson**



**Dr. Robin Desmore, PhD**



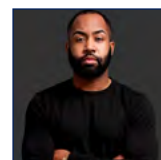
**Akinwande Oshodi**



**Brad Reaves**



**Jason Windsor**



**Kamar Perkins**



## Board of Directors Spotlight: Akinwande Oshodi

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**Q: What's your best advice for today's business owners?**

My advice is simple: relationships win contracts. Build your network, keep it sharp, and use it. The right connections don't just open doors, they provide timely, relevant information that directly increases your probability of win (PWIN) in contract capture. In a competitive federal market, knowing what's coming, who's involved, and how to position yourself can be the difference between winning and losing. That's why I value NVSBC; it's a trusted community where veteran business owners share insights, exchange opportunities, and help each other win.

**Q: Tell us about your journey in government contracting – what inspired you to enter into government contracting?**

I was first introduced to government contracting during my initial tour in Iraq, where I worked alongside network engineers from KBR supporting the base's network operations center. They shared their experiences, benefits, and the career possibilities as government contractors.

During my second deployment, I served as a Contracting Officer Representative (COR), managing a few small-dollar contracts. That role gave me hands-on insight into the contracting process, but it wasn't until a fellow COR inspired me that I truly saw the potential to succeed as an entrepreneur in this field. While supporting the Army

National Guard Bureau on its Financial Improvement Audit Readiness (FIAR) efforts, I developed a dashboard that caught his attention. He encouraged me to explore this path further.

From there, I transitioned from a finance soldier into contracting, earned my master's degree in acquisition and procurement, gained industry experience working for large firms supporting federal agencies, and ultimately launched [The Avery Group](#). Combining my military discipline, technical expertise, and passion for service into a business that supports federal missions.

**Q: Based on your experience, what do you see as the biggest opportunities and challenges facing veteran-owned businesses in today's federal contracting landscape.**

As today's federal landscape grows more complex, veteran-owned businesses face significant challenges: contract consolidation, terminations, and shifting government spending priorities are creating uncertainty across all small business socioeconomic categories, especially SDVOSBs and VOSBs. My own business has experienced contract terminations firsthand. But as my mama used to say, "When the ground is shaking, loose change is bound to fall out". Meaning that in chaos, there's opportunity.

One of the most notable opportunities is the increase in federal SDVOSB set-aside goals from 3% to 5%. While this is a major policy win, it will not, on its own, secure work particularly as category management trends continue to consolidate contracts in ways that often favor larger businesses. To succeed, veteran-owned firms must pair this advantage with strong capture strategies, competitive pricing, and strategic partnership. NVSBC was a catalyst for this policy change and continues to champion veteran business outcomes, driving advocacy efforts, building relationships, and equipping veteran entrepreneurs with the market intelligence and connections needed to translate policy wins into real contracting success.