

Find Veteran Business Opportunities with VetBiz.gov

Veteran owned businesses (VOBs) along with government agencies and other businesses should visit VetBiz.gov to learn what there is to know about doing business together. VetBiz provides the information that Veteran business owners need to find and to market to government customers. Also, VetBiz is a place for government agencies and contractors to find VOBs to meet their goals and procurement objectives.

The following will outline how to best navigate VetBiz in order that VOBs and agencies can benefit from the site.

After first accessing the homepage, click on the **Vendor Information Pages (VIP)** link or **VIP Access** on the left hand side of the page. This will take you to a page that briefly describes the VetBiz VIP website. Click on the yellow **Access Vendor Information Pages website** link, which will direct you to the VIP page where you can choose from several options;

1. **Searching for a Business**
2. **Registering your Business**
3. **Updating a Business Profile**

If you are a VOB owner and have not yet registered in VIP, click on **Register Your Business**. You will then be asked to answer a series of questions in order to qualify your business for the program. After this step, all you have to do is fill in the necessary blanks and you will be enrolled and ready to receive the benefits of the VIP database. You are able to update your profile at any time. To do so, click on the **Update a Business Profile** link on the left hand side of the main page.

VOB owners can also access other resources by clicking on the **Veteran Resources** link on the home page. Here users can access information on Veteran Business outreach centers and other Federal Agency Veteran Business websites.

If you are a non-VOB and would like to search for VOBs for opportunities, click on the **Search for a Business** link on the left hand side of the VIP homepage. This page will direct you to a page where you can search for VOBs based upon but not limited to business name, business type, location, NAICS code, 8(a), HUBZone, or Keyword. You can also create a customized search where you can use search criteria such as, DUNS number, security clearance, video availability, or revenues. Once you find a list of businesses that suit your needs, export your list for future use and customization by clicking on one of the export to Excel or Access icons.

VetBiz has many other features also. However, the site offers several features that visitors may find especially useful.

First of all, VetBiz, offers Teaming Registration. This tool can be used by small veteran owned business owners in order to team up with other registered businesses in search of contracting opportunities. Prime contractors may also use the tool to register contracting information as well. All owners need to do is register and they are able to search for what is out there. The opportunities are listed by contract number and federal agency. To register in the Teaming database click on the **Post your contact information here** link at the top of the VetBiz homepage and then simply fill out the registration form.

All **prime contractors** interested in teaming should click on the **Subnet** link at the top of the teaming registry page.

The second feature is the new “VIP Video” tool. This can be used by veteran business owners registered in the VetBiz Vendor Information Pages (VIP). Here owners can promote their business with a three minute video. This allows potential buyers from both the public and private sectors to not only read about businesses but also to see businesses in action. Video may be advantageous to many businesses because many times operations can be hard to describe on paper alone. Visuals are needed to show more of how a business works. This helps solve this problem. Posting the video on the site is also free of charge to veteran owned businesses.

VetBiz links to other features such as: Assistance Programs, Getting Started, Management, Marketing, and Special News.

Overall VetBiz.gov is a very good place for veteran business owners to visit. It offers much information that veteran business owners need as they, not only look into federal contracting, but running their business overall.