

**VETERAN-OWNED  
BUSINESSES  
IN YOUR  
CORPORATE  
SUPPLY CHAIN**



**ADVOCATE  
MENTOR  
CONNECT  
EXCEL**



CORPORATE MEMBERSHIP OPPORTUNITIES

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## FROM OUR PRESIDENT

On behalf of our Board of Directors and Members at large, we would like to thank you for your interest in adding veteran-owned businesses into your corporate supply chain.

We look forward to sharing our history, vision and information about the programs we offer in support of connecting veteran-owned businesses to corporate and government contracting opportunities.

Roderick Rickman,  
VOBRT President

CEO  
Rickman Enterprise Group  
U.S. Army





# WHO WE ARE



**CHARITABLE ORGANIZATION (501c3)**  
Dedicated to developing veteran business owners and to increasing the awareness of the phenomenon regarding the reportedly high rate of moral injury among U.S. military veterans. Many veterans will choose to work for themselves upon returning home from service abroad. VDLC is equipped for veteran business owners to share and grow, without judgment, standing in comradery, with Educational and Mentoring programs vital to learning new skills sets that breed success on the battlefield of business.



**MEMBER ORGANIZATION (501c6)**  
Formed in 2005, the VOBRT's efforts are dedicated to benefit all levels of Veteran Owned Businesses. The VOBRT has stood guard to monitor the compliance of federal regulations for government agencies to meet or exceed the minimum spend with Small Businesses and SDVOSB's verified by the Center for Verification and Evaluation (CVE). Today, our advocacy includes persuading large, private corporations to pledge similar goals for inclusion of VOB's in their existing supplier diversity initiatives.



# OUR MISSION

## MAKING CONNECTIONS

Implementing web and mobile technologies, automated matchmaking tools, webinars and hosting local and national events to enable qualified Veteran Owned Businesses and world-wide brands to connect. Our goal is to arrange introductions between our members and monitor their success.

## SUPPLIER DEVELOPMENT

The strategic information and vast experience that can be obtained from a VOB'S past performance with government agencies can provide a tremendous advantage for our corporate members. Our Mentors and SME's assist members with understanding topics, such as, how customer requirements influence price, optimum order quantities , product risk levels and lead time assessments.



## VETERAN BUSINESS VERIFICATION

Assist business owners with understanding the veteran verification process and requirements for government, state and corporate contracting. Our mentors, verification counselors and webinars assist veterans in determining which verification application process is best based on the members short and long-term goals.

## ADVOCACY

Increase contracting opportunities within government agencies and private sector corporations to include VOSB and SDVOSB in their Supplier Diversity initiatives.

# VOBRT PROGRAMS

## VETCONNECT

Participants quickly become part of a family of other veteran-friendly businesses. Their business's name will be placed in the VOBRT Directory where other members will be able to search by keywords, NAICS Code, industry, verification status, certifications, and company size.

The VOBRT Board of Directors, Corporate and Platinum Members continuously strive to bring more success and resources to VetConnect participants. As a result, a number of sponsored events are planned each year to help participants learn more about their business, contracting opportunities and their unique place in the market. By meeting and discussing essential elements of their business – and what makes them different – they have the opportunity to discuss their operations with other experienced business-veterans and meet with corporate and government contracting officers to discuss their immediate supplier needs.

Members are ultimately joining an inner circle of other Veteran-Owned Businesses, corporations and entrepreneurs who are active participants and consistently aim for success.



# VDLC PROGRAMS

## MENTORSHIP

Key to the success of Veteran-Owned Businesses is their determination to transfer their military experience and leadership skills to the boardroom and beyond. The VDLC's steadily growing list of highly skilled mentors provide participants with the knowledge and hands-on training needed to excel in today's business. A step-by-step approach prepares the mentee on how to fully engage the corporate supply chain, as well as, doing business with local, state and government agencies. Winning contracts is the ultimate goal and VDLC mentors are instrumental in assisting VOB's to be successful in all aspects of business.

## EDUCATION

The VDLC Education Program provides educational resources for participants to become outstanding members of the business community with the new skills and knowledge they acquire while accessing "On-line" and Instructor-led courses. Experienced VOB Members and Subject Matter Experts (SME) speak at each event on various industry-related topics and host scheduled online webinars to ensure participants access the right information to be successful as Veteran Owned Businesses, contractors and suppliers.

## RAISING AWARENESS

We are building the space and capacity for those who have moral injuries by fostering public dialogue about its' affects to U.S. military veterans. By providing opportunities for veterans to design and participate in programs that explore their entrepreneurial spirit and achieve a mindset that embraces innovation, service and continuous improvement.



# HOW YOU CAN PARTICIPATE

- **Stay on Mission**
- **Advice** - Provide professional and expert advice as a member of the Corporate Advisory Board
- **Participate** – Actively participant in VOBRT and VDLC Programs

### Education

- Course topics
- Subject Matter Experts
- Co-Host Online and classroom training events

### Opportunities Available

- Provide list of contracting opportunities that target specific industries

### Support all levels of businesses

- Vetrepreneuers
- Have past performance in corporate and government contracting
- Ready to do business now

- **Monitor, Feedback, Share and Compare Results**

*“FCA continues to place a strong emphasis on fostering a diverse supplier pool. Strengthening the partnership between the VOBRT and FCA allows us to connect our purchasing organization more closely with the veteran-owned businesses seeking to do business with us.”*

*Sig Huber,  
Director  
Global Supplier Relations and  
Risk Management  
Fiat Chrysler Automotive Group &  
VOBRT Honorary Chairman*



# MEMBERSHIP LEVELS

	 <b>Medal of Honor</b>	 <b>Silver Star</b>	 <b>Bronze Star</b>
<b>BRANDING</b>			
Honorary Medal	★	★	★
Website Featured Member	★		
Mobile Featured Member	★		
Mobile App Access	★	★	★
Annual Golf Outing	★	★	
Logo Exposure	★	★	
Social Media Promotion	★		
<b>EDUCATION</b>			
Exclusive Speaking Opportunity	3 ★	2 ★	1 ★
Distribute Promotional Material	3 ★	2 ★	★
Webinar Subject Matter Expert	3 ★	2 ★	1 ★
Webinar Featured Corporate Member	2 ★	1 ★	★
Classroom Training Featured Corporate Member	1 ★	★	★
<b>EVENTS</b>			
Corporate Awards Reunion	4	2	
Veteran Awards Gala	16	8	
Annual Golf Outing	8	4	



COMMITMENT



# WE SALUTE YOU!

*“As you consider your strategic support plans for veterans, we ask for your support of the Veteran Owned Business Round Table and Veterans Development & Leadership Corporation, which will allow us to help you maximize your efforts and enhance your productivity of procuring goods and services from Veteran-Owned Businesses.”*



FIAT CHRYSLER AUTOMOBILES



# NOTES

# SURVEY

Very Likely   Likely   Neutral   Not Likely   Not Likely At All

1. How likely are you to recommend the VOBRT to a colleague?
2. How likely are you to attend future VOBRT events?
3. How likely are you to engage with the VOBRT in the near future?
4. Are there any other comments or suggestions you'd like to make?

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## WANT TO KNOW MORE?

Would you like to schedule a follow up meeting to discuss how our business model and programs may assist in your continuous efforts of adding qualified Veteran-Owned Businesses into your corporate supply chain?

**Yes / No**

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**COMPANY NAME**

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**COMPANY EMAIL**

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**NAME**

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**PHONE**



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