



J&B HARTIGAN, INC. RECEIVES VETERAN INSTITUTE FOR PROCUREMENT CERTIFICATION

Networking and Business Education for the Veteran Community

Carrollton, VA, 12 March 2015; J&B Hartigan, Inc. recently completed the Veteran Institute Procurement (VIP), a comprehensive training and certification program that helps veteran-owned businesses strengthen their ability to win government contracts and do business with both military and civilian agencies they once served in uniform.

On March 12, 2015, J&B Hartigan, Inc. was one of 49 businesses from 12 states and the District of Columbia to graduate from the National Center for the Veteran Institute for Procurement. During the program's graduation, John Hartigan was presented with a congressional citation on behalf of Congressman Randy Forbes

Creating Capability through Efficiency and Innovation

The first program of its kind in the nation, VIP is conducted by professional subject-matter specialists in the essentials necessary to win government contracts: law, accounting, insurance, human resources, marketing and proposals. It also provides participants with access to Federal and prime contracting executives along with a national network of veteran owned small businesses that they can team with on opportunities.

Since its launch in 2009, VIP has helped 446 service-disabled and veteran-owned small businesses grow. A survey of 184 of the program's graduates determined that 2,018 new jobs were created and the size of their businesses increased by an average of 49% within a year of graduating from the Institute. More than 82% of surveyed graduates credited VIP for equipping them to make recent business decisions and avoid unseen pitfalls. Additionally, veteran-owned businesses are more likely to hire, mentor and train other war veterans as they transition to private life, which is a national priority.

"We are honored to give back to the men and women who served our country by providing them with the tools necessary to succeed as government contractors." said Barbara Ashe, President of the Montgomery County Chamber Community Foundation. "We hope this training fosters their success as businesses and employers."

VIP is a three-day, 27-hour comprehensive certification program. Participants must be a C-level leader in a Veteran-owned small business operating for at least two years with a minimum of 3 full time employees, and experience working on government contracts as a prime and/or sub-contractor to a prime. With volunteer instructors and at no cost to participants, VIP is fully funded by the Montgomery County Chamber Community Foundation, partners, and VIP sponsors.

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For additional information, please visit www.NationalVip.org or the [Montgomery County Chamber Community Foundation](#).