U.S. General Services Administration

21 Gun Salute

GSA's Action Plan to meet and exceed the 3% contracting goal with our nation's Service-Disabled Veteran-Owned Small Businesses

Gun 1: Awareness
- Increase public awareness
- Increase internal awareness
- Identify SDVOSBs to provide high demand products and services

Gun 2: Advocacy
- Create Veterans Advisory sub-Committee
- Advocate for SDVOSB opportunities; special emphasis: VETS GWAC
- Create a pool of advocates among buyers within GSA

Gun 3: Innovation
- Capitalize on best practices for SDVOSB outreach
- Target SDVOSBs for selected schedule buys
- Innovations in financial accreditation of small business

Gun 4: Training
- Assist SDVOSBs in finding markets
- Establish mentor program
- Provide SDVOSB training to contracting officers governmentwide

Gun 5: Recognition
- Nationally recognize SDVOSB supporters
- Recognize successes among internal GSA family
- Enhance SDVOSB brand

Gun 6: Accountability
- Hold senior leaders accountable
- Measure and enforce SDVOSB goals to ensure achievement
- Integrate procurement forecast

Gun 7: Partnerships
- Champion interagency partnerships
- Partner with veterans organizations
- Support business-to-business partnerships among SDVOSBs