

EXIM EXPORT-IMPORT BANK
OF THE UNITED STATES

VA



U.S. Department
of Veterans Affairs

Expanding Global Opportunities for Veteran-Owned Businesses



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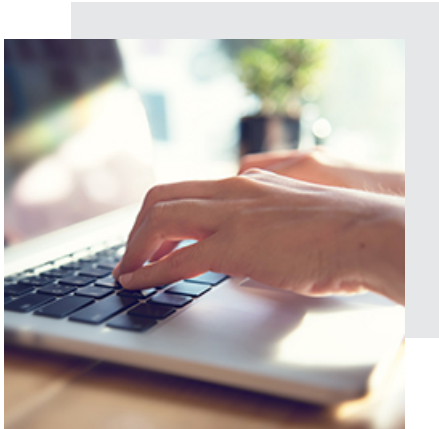


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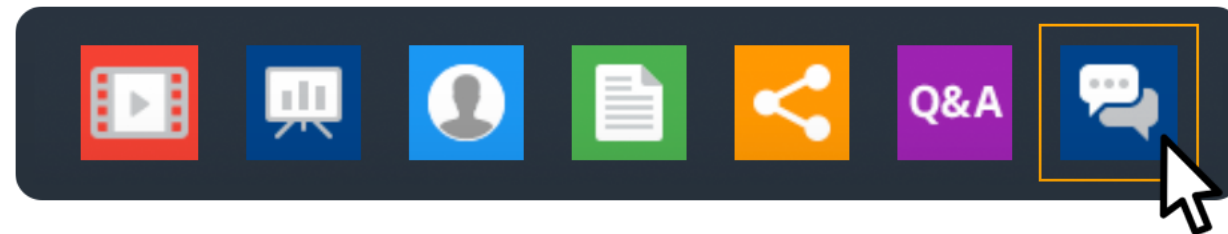
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Using the
LIVE CHAT FEATURE



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Introducing Our Speakers:



P. ANTOINE BROUGHTON

Director,
Direct Access Program

VA



U.S. Department
of Veterans Affairs



TAMARA MAXWELL

Vice President,
MWOB Division

EXIM
EXPORT-IMPORT BANK
OF THE UNITED STATES



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Office of Small and Disadvantaged Business
Utilization

Direct Access Program (DAP)

P. Antoine Broughton

Director, Direct Access Program



Choose **VA**

What We Do

The Direct Access Program (DAP) conducts business networking events intended to enable VA's Procurement Decision Makers to conduct market research.

The National Veterans Small Business Engagement is our most notable event and the largest of its kind conducted by a federal entity.

Why We Do It

Public Law 106-60

The Veterans Entrepreneurship and Small Business Development Act of 1999.

SEC 101

- (1) Veterans of the United States Armed Forces have been and continue to be vital to the small business enterprises of the United States.
- (2) In serving the United States, veterans often faced great risks to preserve the American dream of freedom and prosperity.
- (3) The United States has done too little to assist veterans, particularly service-disabled veterans, in playing a greater role in the economy of the United States by forming and expanding small business enterprises

SEC 102

- (2) directing certain departments and agencies of the United States to take actions that enhance small business assistance to veterans;.....

SEC 702

- In OSDBU's support of the Small Business Administration's advocacy role DAP events promote the establishment and growth of those small business concerns."

What We Are Doing Now

We continue to offset the challenges caused by the national pandemic by conducting events despite the restrictions caused by the global health crisis. We have built coalitions with industry and other government agencies.

- Virtual Events with VA Program Offices, Industry and Other Government Agencies
- Large Business Engagements
 - AT&T
 - Booz Allen Hamilton
 - Accenture
 - General Dynamics I.T.
- Other Government Agencies
 - Export/Import Bank of America
 - U.S. Postal Service

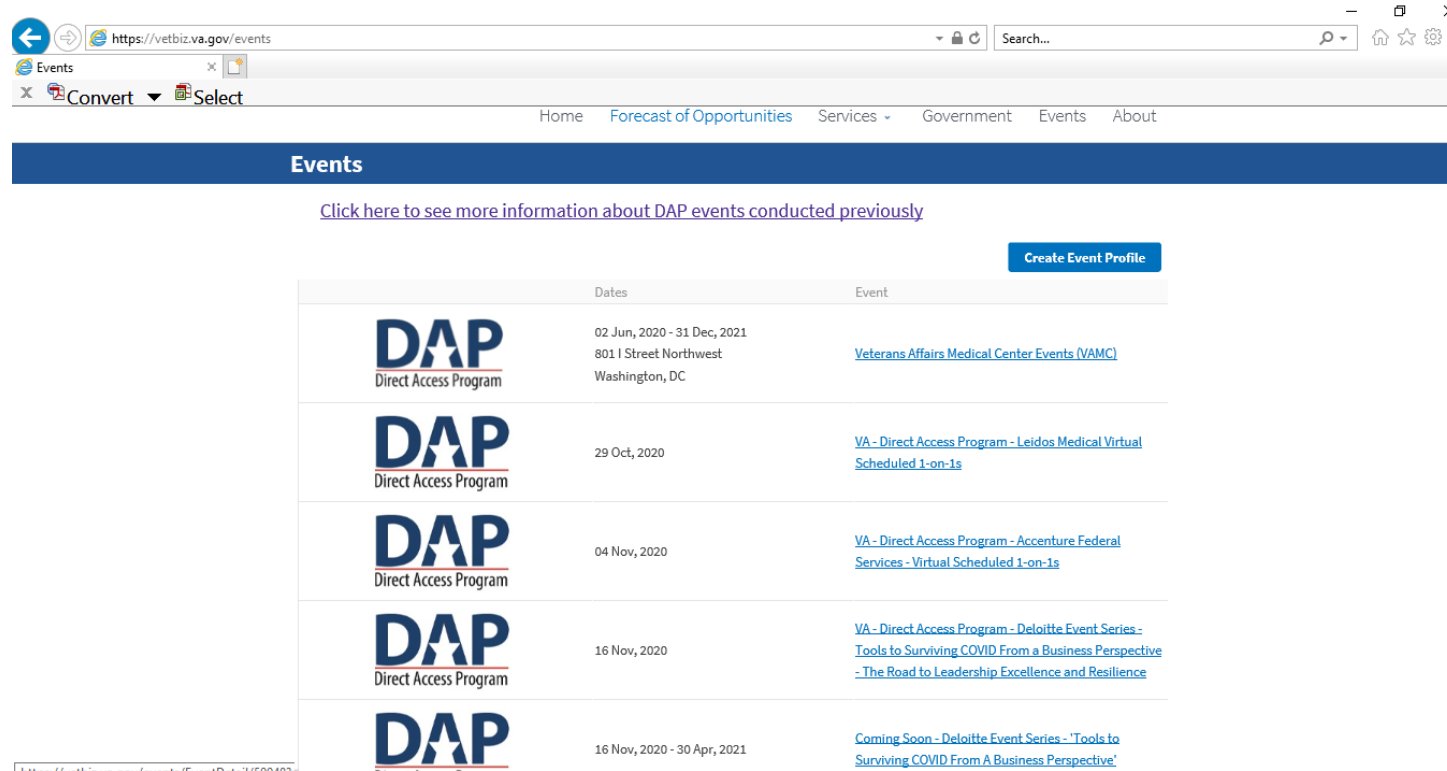
Types of Scheduled Activities

Virtual Engagement






- Business Opportunity Sessions
- Scheduled 1-on-1
- Information Sessions
- Product Demonstrations (conduct only when requested by Program Offices)

Where to Find Our Events

<https://vetbiz.va.gov/events>



The screenshot shows a web browser window displaying the 'Events' page on the 'vetbiz.va.gov' website. The page features a navigation menu with 'Home', 'Forecast of Opportunities', 'Services', 'Government', 'Events', and 'About'. A blue header bar contains the word 'Events'. Below this, there is a link to 'Click here to see more information about DAP events conducted previously' and a 'Create Event Profile' button. The main content is a table listing several DAP events.

	Dates	Event
	02 Jun, 2020 - 31 Dec, 2021 801 I Street Northwest Washington, DC	Veterans Affairs Medical Center Events (VAMC)
	29 Oct, 2020	VA - Direct Access Program - Leidos Medical Virtual Scheduled 1-on-1s
	04 Nov, 2020	VA - Direct Access Program - Accenture Federal Services - Virtual Scheduled 1-on-1s
	16 Nov, 2020	VA - Direct Access Program - Deloitte Event Series - Tools to Surviving COVID From a Business Perspective - The Road to Leadership Excellence and Resilience
	16 Nov, 2020 - 30 Apr, 2021	Coming Soon - Deloitte Event Series - 'Tools to Surviving COVID From A Business Perspective'

Advertising Upcoming Events

- Email blast to VA verified Service-Disabled Veteran-Owned Small Businesses and Veteran-Owned Small Businesses (SDVOSB/VOSB) with relevant NAICS
- All firms which have attended a previous DAP event and utilized our Event Management System
- Posting on beta.sam.gov
- Twitter and LinkedIn

Other Services and Programs

- Application process for requesting to be a “VA Verified” Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business
- Business Training and Education Webinars
 - Capability Statement Review
 - How to Do Business with the Department of Veterans Affairs
 - Subcontracting

Online Resources

- Doing Business with the VA:
 - <https://www.va.gov/osdbu/library/dbwva.asp>
 - <https://www.youtube.com/watch?v=ic2crKR6bWE>
- Procurement Readiness Training Guide:
 - https://www.va.gov/osdbu/docs/procurementReadiness_FULL.pdf
- On-Demand Training:
 - <https://www.va.gov/osdbu/outreach/soc/learning-sessions.asp>
- Small Business Liaison List. Small Business Liaisons (SBL) are located nationwide to offer advice to Veteran-owned and other small businesses on doing business with VA. To see the list of VA SBLs, visit:
 - <https://www.va.gov/osdbu/about/contacts.asp#sbl>



Executive Overview:

Expanding Global Opportunities for Veteran-Owned Businesses

Tamara Maxwell, EXIM

WHO WE ARE

EXIM is the official export credit agency of the United States. (ECA)

Mission: Supporting American jobs by facilitating the export of U.S. goods and services.

- › Fills gaps or complements private-sector lender/insurance offerings.
- › Levels the playing field for U.S. companies competing for global sales.



We Are
**SMALL BUSINESS
FOCUSED**



About ~90% of EXIM Bank transactions supported small business exporters



No company or transaction is too small



EXIM has supported sales of just a few thousand dollars



GLOBAL BUSINESS

95%

of consumers are
outside of the U.S.



Why Do Only 1% of Companies Export?

Fear of the Unknown *RISK!*



Our Financing
MAKES THE DIFFERENCE



Level the Playing Field



Minimize risk



Supplement Commercial Financing



What's Stopping Your Business from EXPORTING?

Risk of Buyer Nonpayment

You Need:



Export Credit Insurance (ECI)

EXIM helps small business exporters mitigate financial risks to achieve success.



Protects & insures foreign accounts receivable



Covers up to 95% of invoice value



Can apply to single or multiple foreign buyers

With ECI You Can:



Offer open account credit terms & win new sales contracts



Borrow against insured foreign accounts receivable



Expand your products to global markets

Access to Cash Flow

You Need:



Working Capital Loan Guarantee (WCLG)

EXIM helps you secure a loan by providing your commercial lender with a guarantee.



Guarantees 90% of loan to the lender



Supports advances against export-related inventory & accounts receivable

With WCLG You Can:



Use cash for materials, labor, & production



Borrow against work-in-progress for more capital



Lower collateral rates for performance & bid bonds [25% vs. 100%]

Start Your Journey:
grow.exim.gov/consultationrequest

We Support

A VARIETY OF INDUSTRIES



Manufacturing



Construction Equipment



Medical Equipment



Mining



Power-generation



Aircraft & Avionics



Services



Renewable Energy



Agribusiness



Wholesale/Retail



Oil & Gas



Tools for Exporters

COUNTRY LIMITATION SCHEDULE

- ✔ EXIM Bank conducts business in most countries throughout the world.
- ✔ Restrictions may apply based on political or economic conditions and are highlighted on the Country Limitation Schedule.





ADDITIONAL RESOURCES & ASSISTANCE

Additional resources and assistance in applying for EXIM products are available from the links listed on the right.

Insurance Brokers

Broker Locator:

- › www.exim.gov/tools-for-exporters/broker-and-lender-locator

Regional Export Promotion Program (REPP) Members

REPP Locator:

- › www.exim.gov/tools-for-exporters/repp

Delegated Lenders

Working Capital:

- › <https://www.exim.gov/tools-for-exporters/delegated-authority-lenders>



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