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Financial Capability Takes Center Stage



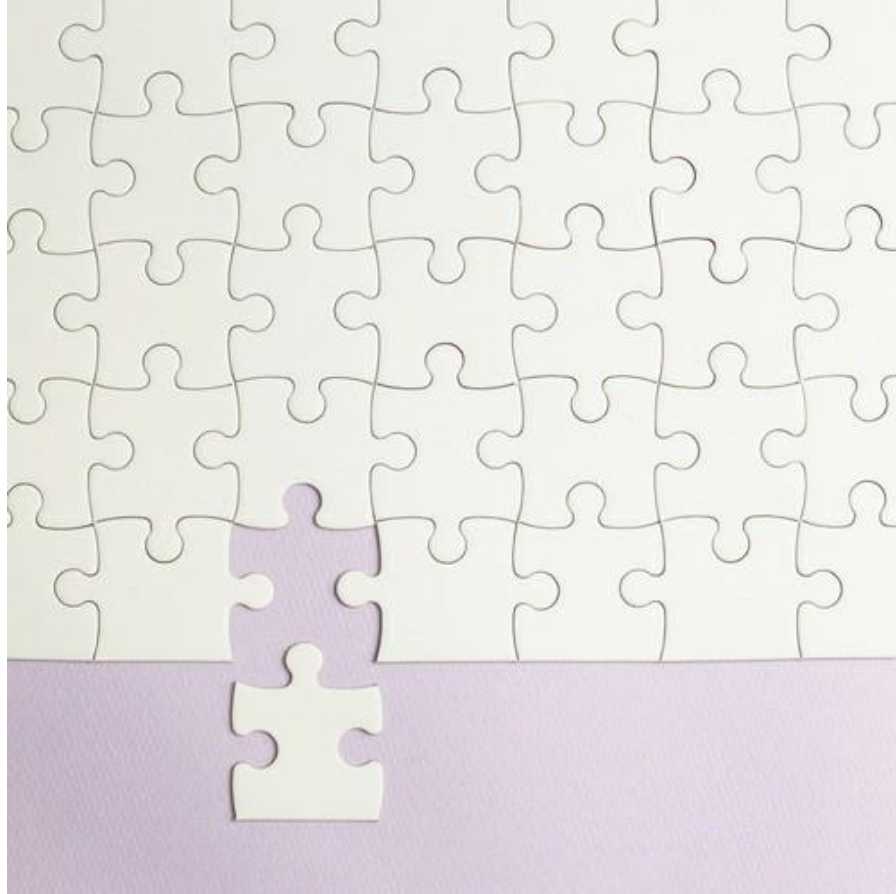
"Financial capability" - as the Federal Acquisition Regulation calls it - has become a deciding factor in awarding contracts. As Nick Wakeman explains in this article, even a company like IBM can get snagged...

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The Veteran Institute of Procurement (VIP), now in its 14th year, is a national training center for veteran-owned companies entering the federal contracting space. By receiving the tools needed to be procurement ready, over 2,300 VIP graduates have won over \$17 billion in prime U.S. Government contracts. Since its founding, VIP has been instrumental in helping the U.S. Government achieve its contracting goals for service disabled, veteran-owned small businesses.

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"Pessimism never won any battle."

— Dwight D. Eisenhower

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