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## **NUWAVES ENGINEERING RECEIVES VETERAN INSTITUTE FOR PROCUREMENT CERTIFICATION**

*For Immediate Release:*

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### ***VIP GROW Program Accelerates NuWaves' Growth as a Government Contractor***

*Middletown, OH* – NuWaves Engineering recently completed the Veteran Institute Procurement (VIP) GROW Program, 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.

On March 25, 2021 NuWaves was one of 52 businesses from 20 states to graduate from the Veteran Institute for Procurement (VIP) GROW Program.

“The VIP GROW Program has provided tremendous benefit to NuWaves, reshaping our business development strategies and processes across the business system. With the knowledge provided from this program, NuWaves is set up to accelerate growth in the defense market and beyond.” Jeff Wells, President/CEO

The first of its kind in the nation, VIP GROW is a 3-day, 27-hour comprehensive certification program designed for veteran-owned small businesses to increase their ability to win government contracts. 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 have experience working on government contracts as a prime and/or sub-contractor to a prime.

Facilitated by subject matter experts, VIP GROW participants receive hands-on market-based instruction that helps establish best business practices for Federal government contracting.



# VIP GROW



There are over 20 topics taught by highly experienced industry and government professionals with a focus on accelerating your growth through best business practices. Curriculum subject examples include: Reducing risk to veteran-owned companies, their customers, and Accounting/ Budgets/ Developing Rates; Compliance Contracting – Teaming, Joint Ventures, RFI; Financing/Capital Management; Human Resources; Insurance; Marketing – Proposals & Capture Management; Program Management/Internal Controls. The program 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 the program launched in 2009, 984 Veteran-Owned Small Businesses have graduated from VIP GROW. VIP GROW graduates report growth rate averages of 63% within one year of graduating from the Institute and more than 259% two years after graduating.

"We are honored to give back to the men and women who served our country by providing them with the tools they need to succeed as government contractors," said Barbara Ashe, National Director of VIP. "We hope this training fosters their success as businesses and employers."

VIP GROW is fully funded by the Montgomery County Chamber Community Foundation, partnerships with SBA, Lockheed Martin, and the State of Maryland, and VIP sponsors. VIP GROW is offered at no cost to participants.

For more information on VIP, contact Barbara Ashe, 301-738-0015 x215; [bashe@mcccmd.com](mailto:bashe@mcccmd.com) or visit [www.NationalVip.org](http://www.NationalVip.org).

