



## **KAIZEN APPROACH, INC. RECEIVES VETERAN INSTITUTE FOR PROCUREMENT CERTIFICATION**

Kaizen Approach, 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 October 23, 2014, Kaizen Approach, Inc. was one of 49 businesses from 13 states and the District of Columbia to graduate from the National Center for the Veteran Institute for Procurement. During the program's graduation, Al Pickering (CEO, Kaizen Approach, Inc.) was presented with a congressional citation on behalf of Chris Van Hollen.

"The program enhances what we have already learned from supporting Government contracts," reports Mr. Pickering. "We have excellent people and solid experience, we needed to know how to connect and communicate our expertise to our government clients and VIP provided that knowledge."

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 397 service-disabled and veteran-owned small businesses grow. A survey of 146 of the program's graduates determined that 1,589 new jobs were created and the size of their businesses increased by an average of 44% within a year of graduating from the Institute. More than 80% 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."

### **For information on Kaizen Approach, Inc.:**

Richard Tait, 855-564-6842 x700, Richard.Tait@KaizenApproach.com,  
www.KaizenApproach.com

### **For information on Veteran Institute for Procurement (VIP):**

Barbara Ashe, 301-738-0015 x215, bashe@mcccmd.com, www.NationalVip.org