



News Release Title:	IMC Receives Veteran Institute for Procurement International Certification		
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IMC Receives Veteran Institute for Procurement International Certification

Dulles, VA – [Innovative Management Concepts, Inc. \(IMC\)](#), an information technology solutions company, recently completed the Veteran Institute for Procurement (VIP) International Program, which provides veteran-owned businesses with the tools to enter and/or expand their Federal and commercial contracting opportunities overseas.

On 16 March 2017, IMC was one of 47 businesses from 11 states and the District of Columbia and Guam to graduate from the VIP International Program.

The first program of its kind in the nation, VIP International is conducted by subject matter experts from industry and government with a goal of accelerating the participants' success to enter and expand internationally through best business practices. Topics include: contract negotiation strategies, understanding cultural differences, compliance and logistics, marketing, proposals, business development, program management and internal controls, and managing human resources. The program also provides participants a national network of veteran-owned small businesses that they can team with on opportunities or serve as mentors.



Barbara Ashe, National Director of the Veteran Institute for Procurement, noted that, “Veterans are uniquely qualified to succeed globally given their experience in the military. We are honored to give back to the men and women who served our country by providing them with the necessary tools to accelerate their growth in the international marketplace.”

VIP International is a three-day, 27-hour comprehensive certification program. Participants must have been in business for at least three years with a minimum of three full time employees, have experience performing on Federal government contracts as a prime and/or sub-contractor to a prime and be an owner, principal, or C-level executive for a Veteran-Owned Small Business. With subject matter



experts as instructors and at no cost to participants nationwide, VIP International is fully funded by the Montgomery County Chamber Community Foundation, Small Business Administration (SBA), State of Maryland, and its sponsors.

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About Innovative Management Concepts, Inc. – Innovative Management Concepts, Inc. (IMC), a [Service-Disabled Veteran-Owned Small Business](#), provides a broad range of information technology services to government and commercial clients. Since its founding in 1989, IMC has offered solutions and expertise in: IT operations and maintenance, cyber security, systems and network engineering and support services, cloud/hosting services, software engineering and development, website services, software quality assurance and testing (including IV&V), and project management. Find out more about IMC at www.imcva.com.