



## Dear SDV Business Owner

I want to take this opportunity to update you on the activities of the Service-Disabled Veteran Medical Products Group (SDV-MPG) regarding VA's MSV-Gen4, V1 program.

Previously I told you the SDV-MPG had formed our "advocacy teams" to discuss with the prime vendors the "commercial agreements" required to be established between the SDV BPA holders and the prime vendors. In the past these agreements have been very one-sided in favor of the prime vendors. We are currently in active discussion with two of the prime vendors and the results are encouraging! If you review the draft agreements and "handbooks" provided by the prime vendors, you will see it is almost impossible to have a viable and profitable outcome through the prime vendor program. Read those agreements and handbooks carefully! Know what you are committing to!

One of our members successfully protested the VA's process for soliciting BPAs at the Federal Court of Claims. This is good news for SDV firms moving forward. The settlement agreement continues to be worked out but certainly good news!

Thank you to those SDV firms who have reached out and joined the SDV-MPG. As I continue to emphasize, there is strength in numbers when working with VA and the prime vendors. I encourage you all to reach out to me to discuss our efforts to protect SDV BPA holders and our other initiatives. Add your voice to our efforts!

Please reach out to me at [contact@sdvmpg.org](mailto:contact@sdvmpg.org).

Thank you!

Scott Denniston



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