

VA Pathfinder seeks to create clear avenues for **awareness, connection, and support** between VA and industry partners to ensure that VA can find the best solutions for veterans and their families.

The front door to VA  
[www.pathfinder.va.gov](http://www.pathfinder.va.gov)



### Learn about selling to VA

Learn about how VA buys and find tailored opportunities with VA Pathfinder. Regardless of your business size and your level of familiarity with selling to VA, you can find the information you need to get prepared to sell to VA.



### Let VA know about your product or service

VA Pathfinder will gather your details via an online form. Once assessed, your information will be added to VA's market research database.

#### Be prepared to provide the following information:

- Information about your company and any past federal contracting history
- Information about your product/service to see whether it is market-ready
- Best point of contact at your company



### Have your submission in the market research database

Submissions from VA Pathfinder are added to a powerful market research database that VA staff can use to find helpful products and services from companies that are ready to sell to VA.



### Get connected to VA

VA staff receive your submission and ensure you have the details needed to submit to the market research database. VA Pathfinder's team shares your submissions with relevant staff within VA to see if your product or service meets a VA need.

# What to know about selling to VA



## Ten OMB Categories

VA purchases are based on the ten categories of the Office of Management and Budget (OMB) list:

1. Medical
2. Information Technology
3. Professional Services
4. Facilities and Construction
5. Transportation and Logistic Services
6. Industrial Products and Services
7. Travel
8. Office Management
9. Human Capital
10. Security and Protection



## Buy American Act (BAA)

The Buy American Act (BAA) promotes the purchase of domestic products by the federal government. The BAA requires the federal government to give preference to American-made products over foreign-made products when purchasing, with some exceptions.

### Domestic products:

- Are manufactured in the United States, and
- At least 60% of the cost of their components and materials are also manufactured in the United States.



## Veteran Owned Small Business Preference

VA gives priority to Veteran-Owned Small Businesses (VOSBs) and Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) when awarding contracts. This preference applies to all VA procurements, including those that are not set aside for VOSBs or SDVOSBs.