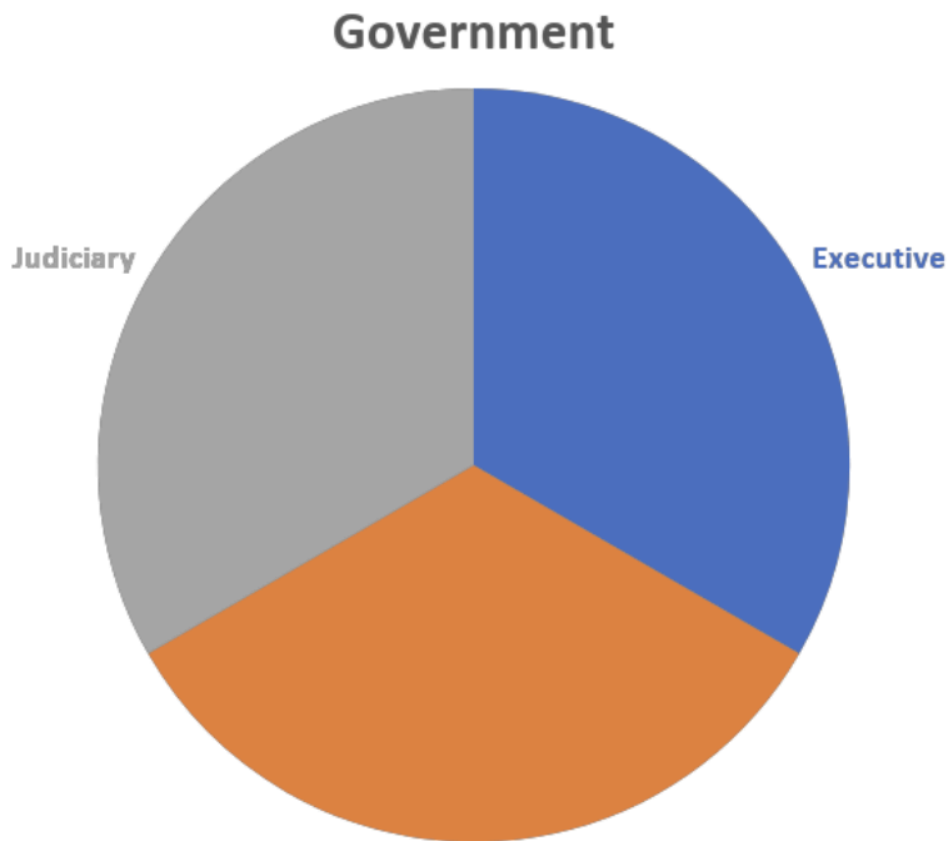


# SDV Teaches US Government

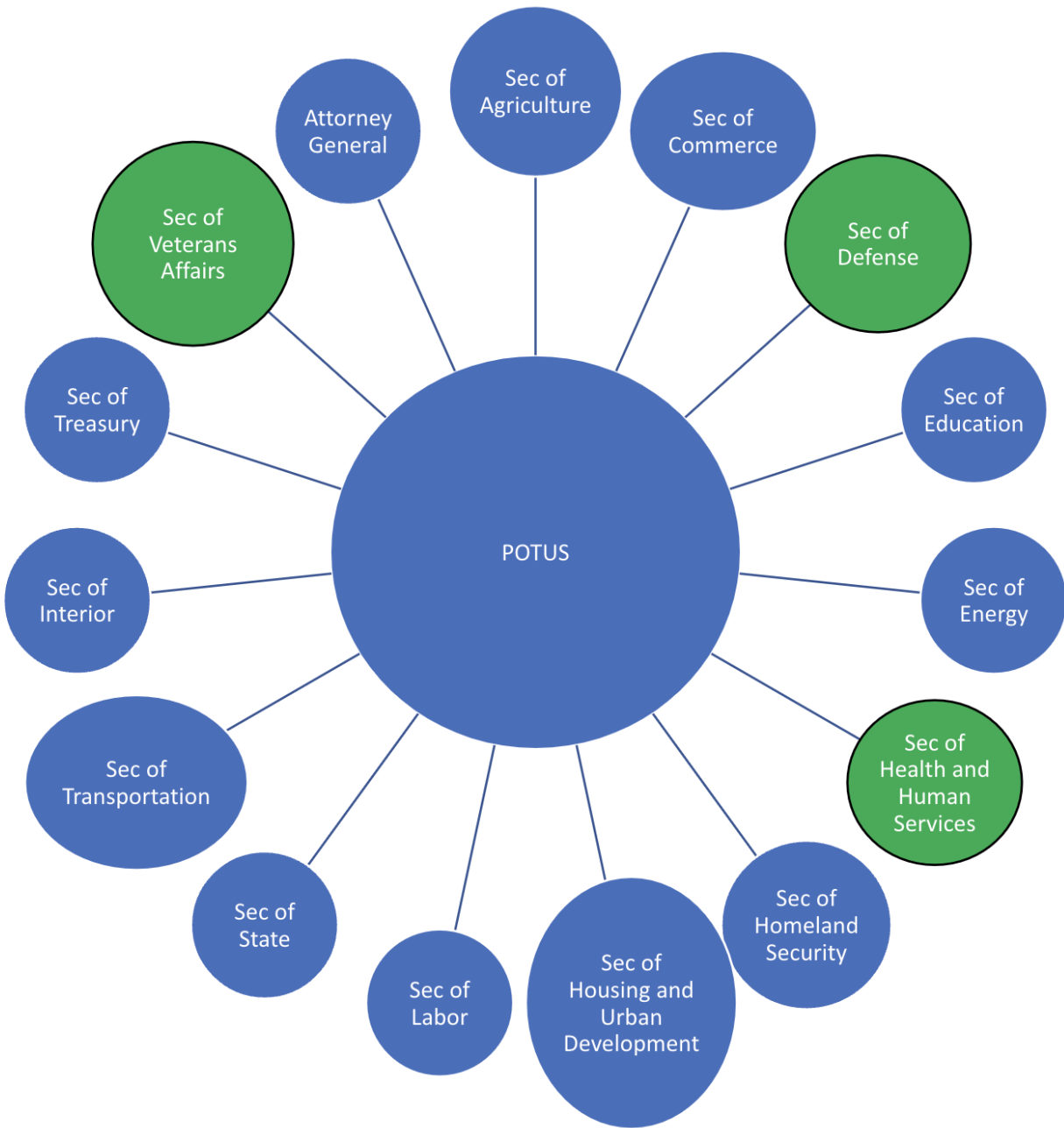
A series of business topics and how they specifically pertain to US government medical sales

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## Government Structure 101



# Executive Branch



<https://www.whitehouse.gov/administration/cabinet/#:~:text=President%20Joe%20Biden%27s%20Cabinet%20includes,State%2C%20Transportation%2C%20Treasury%2C%20and>

# Healthcare Buyers of Executive Branch

★ **Department of Veterans Affairs**

★ **Department of Defense**

★ **DHA – Defense Health Agency**

★ **Army**

★ **Navy**

★ **Air Force**

★ **Space Force**

★ **Department of Defense**

★ **Department of Health and Human Services**

★ **HIS - Indian Health Services**

★ **NIH – National Institute of Health**

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## Department of Veterans Affairs

### **700 VETERANS BENEFITS AND SERVICES**

701 Income security for veterans

702 Veterans education, training, and rehabilitation

703 Hospital and medical care for veterans

704 Veterans housing

705 Other veterans benefits and services

# What is an appropriation?

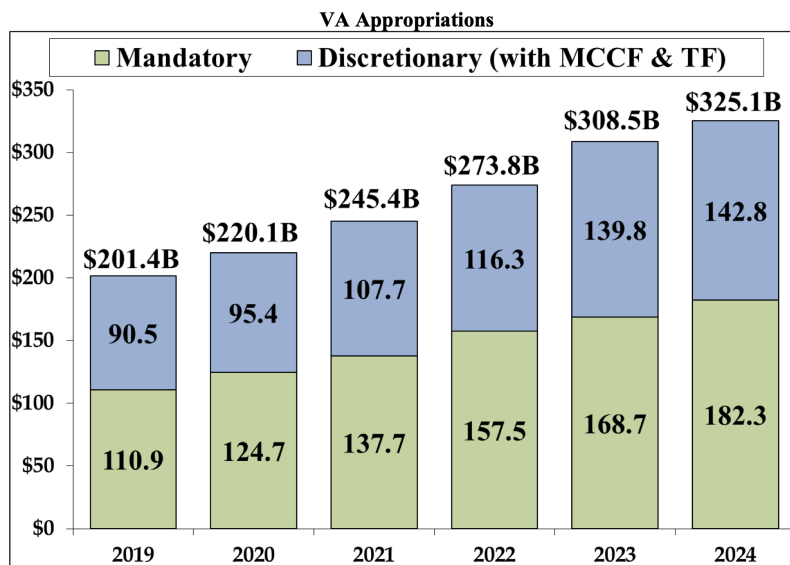
**Appropriations.** An appropriation provides budget authority that permits Government officials to incur obligations that result in immediate or future outlays of Government funds. Regular annual appropriations. These appropriations are:

- ★ **Enacted normally in the current year;**
- ★ **Scored entirely in the budget year; and**
- ★ **Available for obligation in the budget year and subsequent years if specified in the language (see "Availability," below).**

**Availability.** Appropriations made in appropriations acts are available for obligation only in the budget year unless the language specifies that an appropriation is available for a longer period. If the language specifies that the funds are to remain available until the end of a certain year beyond the budget year, the availability is said to be "multi-year." If the language specifies that the funds are to remain available until expended, the availability is said to be "no-year." Appropriations for major procurements and construction projects are typically made available for multiple years or until expended.

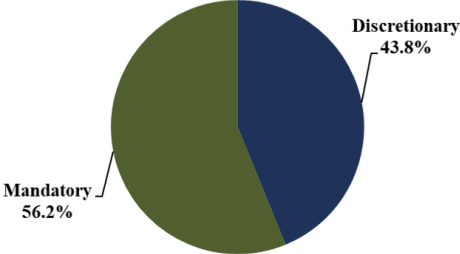
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## VA Appropriation – Mandatory v/s Discretionary



# Our (new) Sales are in Discretionary Funding

Discretionary vs. Mandatory Funding



Discretionary Funding

