

JOB4VETS SUCCESS STORIES

A Better Life



Ms. Julie Hoyte is a US Army veteran with over 21 years of military & civilian healthcare experience, with the last 10 years focused on clinical education and training, & health IT; more specifically, 5 years supporting the Defense Health Agency, as a functional subject matter expert for ACAT I & other systems, providing project & software lifecycle development support.

In 2013, Ms. Hoyte decided to create her own business and founded Health Information Technology Solutions (HITS). HITS, an emerging Service-Disabled Veteran & Economically Disadvantaged Woman Owned Small Business delivers quality health IT services to federal and commercial organizations.

Beginning HITS was a quality of life decision for Ms. Hoyte. She wanted to combine her passion for health IT with a work environment that was more health conscience and conducive for service disabled veterans like herself. "I want to work without the stress of maintaining overall health in a workplace caught up in the office politics around teleworking. Creating HITS is about quality of life," Hoyte explains.

Ms. Hoyte came to the Business Development Assistance Group (BDAG) with the necessary paperwork for starting a business completed; she only was waiting on the Veterans Administration to verify her company as Service-Disabled. BDAG provided her with the tools and resources to create a business plan, market her company, run her company and much more. BDAG still provides feedback on HITS' proposals to government requests for proposals (RFPs). BDAG assisted with the business component, but all the knowledge and drive comes from her.

As a service disabled veteran with vast experience in federal health and health information technology, she knows various systems inside and out. "I have a unique perspective on federal health. As an allied health care provider, I understand various workflows and can serve as a bridge between the functional and technical health IT communities. I understand the need for the technology tools to manage information in a way that increases the efficiency and efficacy of care by making all pertinent health information accessible to providers and patients. As a consumer of federal health care, I understand the patients' needs and frustrations. They want to ensure they are receiving the best possible care and require a system that is intuitive and easy to navigate. This is what health informatics is all about. This is what HITS provides," says Hoyte. Ms. Hoyte's varied clinical background, coupled with her tenacity and attention to detail, will make her a valuable asset in the federal and commercial health IT industries.

For more information please visit: <http://www.healthITsol.com>

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Service Disabled Veteran (SDVOSB) Business Owner founded - Cyber Point Solutions, LLC

In 2013, veteran - Clyde Smith founded Cyber Point Solutions, LLC an innovative Information Technology Security Solutions small business servicing - Federal, State and Local Government Agencies. CPS specializes in: IT Consulting, Cyber/Cloud Security, IT Health Care Security Compliance and Regulation (HIPAA), providing services in: systems security design, software development, computer network defense and systems engineering support.



Smith saw starting a small business as the next big step in his career path. He explains: “Starting a business ... can be very rewarding. People who really want to venture out and [have] some independence is kind of the American Dream, but it is a lot of hard work and not built overnight.”

BDAG helped Smith by providing an initial consultation, getting his business license and certifications, obtaining a DUNS number, navigating state laws, and offering business training. Smith says: “BDAG assisted me with pretty much everything...BDAG was very instrumental in getting the small business set up and actually running.”

After two years, Smith’s business is thriving. His clients include the Department of Homeland Security, the Intelligence Community, and the General Services Administration. Despite his success, Smith says: “I am still driving towards success. Success is about marketing and being able to meet the requirements of the customer needs. You have to bring Solutions to them.” Solutions are, after all, Smith’s specialty and business philosophy. With his drive and innovative services, Smith will continue to expand his business even further.

For more information please visit: www.cyberpointsolutions.com

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Entrepreneur Connects Veterans Nationwide



Founder of LinkItAll, Ms. Markeesha Harris is a rising entrepreneur worth remembering. LinkItAll is a one-stop-shop for education, employment, social media, and military transition services for veterans. Her business, unlike other companies geared towards veterans, houses these four services under one roof. BDAG helped her get her business off its feet by providing classes, and most importantly, her first contract.

Harris' inspiration for the business was based off her frustrating experiences searching for veteran services. Harris explains, "I went through a lot when I went Iraq. And I didn't want any veterans to go through what I went through so far as the struggle, the not getting the help of the services as far as the education, employment, the social media, and the military transition." Her business combines her career in professional development with her passion for aiding veterans.

LinkItAll offers job-search assistance, free resume critiques, mock interview preparation, listings of military-friendly schools, education assistance, military transition, and more. True to its name, LinkItAll connects veterans all over the nation, focusing especially in the DMV area. LinkItAll has a unique database that links veterans, government agencies, and employers by analyzing their resumes and goals.

However, getting the business to where it is now was not an easy task. According to Harris, the biggest obstacles were getting capital and combatting her youthful appearance. While capital is a clear obstacle in business ventures, youth is a subtler one. Says Harris, "I have not met anyone in my age group that is competing for government contracts. People first see me as a young woman who doesn't know what she's doing...that's the first impression they have until we actually start talking." Consequently, Harris has had to work hard to get where she is today.

Harris is rapidly expanding her business. As far as she is concerned, the world is her oyster. "Five years down the road, I see my business opening up across the world...I feel LinkItAll is going to another level."

For more information please visit: <https://www.linkitall.biz/>