

Women-Owned Small Business Federal Contract Program

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WOSB Federal Contract Program Director

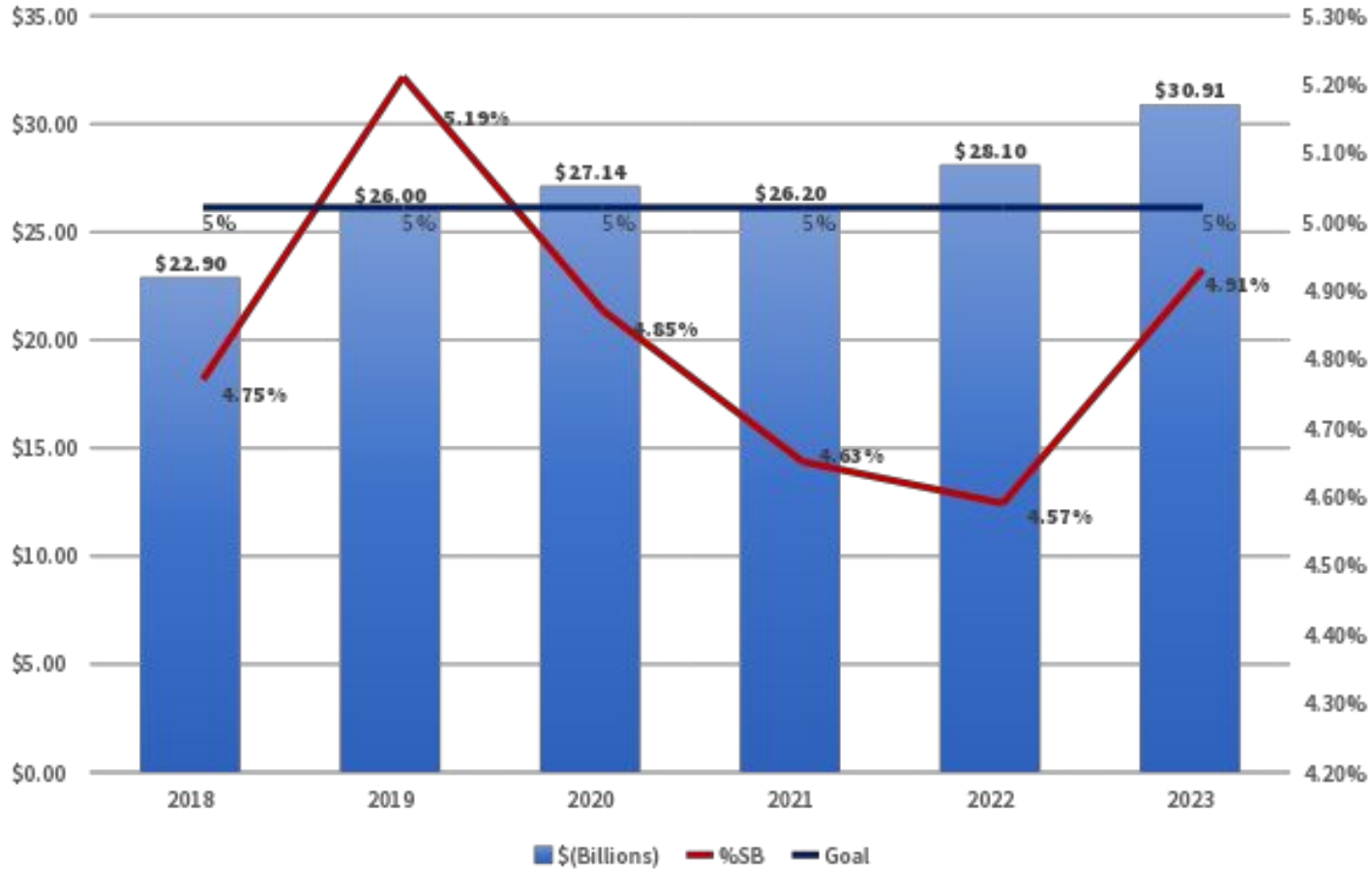
Thursday September 12, 2024



U.S. Small Business
Administration

Federal Scorecard Performance

Women-Owned Small Business Prime Contracting



5% GOAL

FY2023 WOSB Goaling Achievements



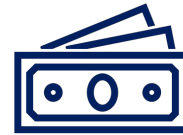
\$30.9B

Increase
in dollars
awarded
to WOSBs



4.9%

Increase in
goaling
achievement
t



21%

Increase
in dollars
to WOSB
&
EDWOSB
set-asides



21%

Increase in
the number
of WOSB &
EDWOSB
contracts

Agency WOSB Goal Achievements – FY23

5% Goal: Met (16)	
SBA (16.96%)	USDA (11.84%)
Commerce (12.91%)	NRC (15.06%)
Interior (11.62%)	DHS (7.25%)
Labor (6.04%)	GSA (9.80%)
OPM (36.45%)	USAID (5.60%)
HUD (15.10%)	NSF (10.95%)
Treasury (9.40%)	DOT (7.89%)

Justice (8.99%)	Education (5.07%)
HHS (6.68%)	
5% Goal: Not Yet (8)	
Defense (3.86%)	NASA (3.98%)
Veterans (2.58%)	Energy (4.60%)
State (4.79%)	SSA (3.89%)
EPA (4.56%)	

LD = Big 7
proved from FY23

*Data pulled from the [FY2023 Small Business Procurement Scorecard](#)

WOSB Federal Contract Program



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WOSB Federal Contract Program



Launched in 2008; industries where WOSBs have been underrepresented

Access set-asides for WOSBs and EDWOSBs

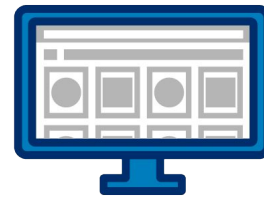
Build capacity and grow

Unique Aspects of the WOSB Federal Contract Program



Basis

Ownership and
Control



Certification

WOSB.Certify.sba.gov



Contracting

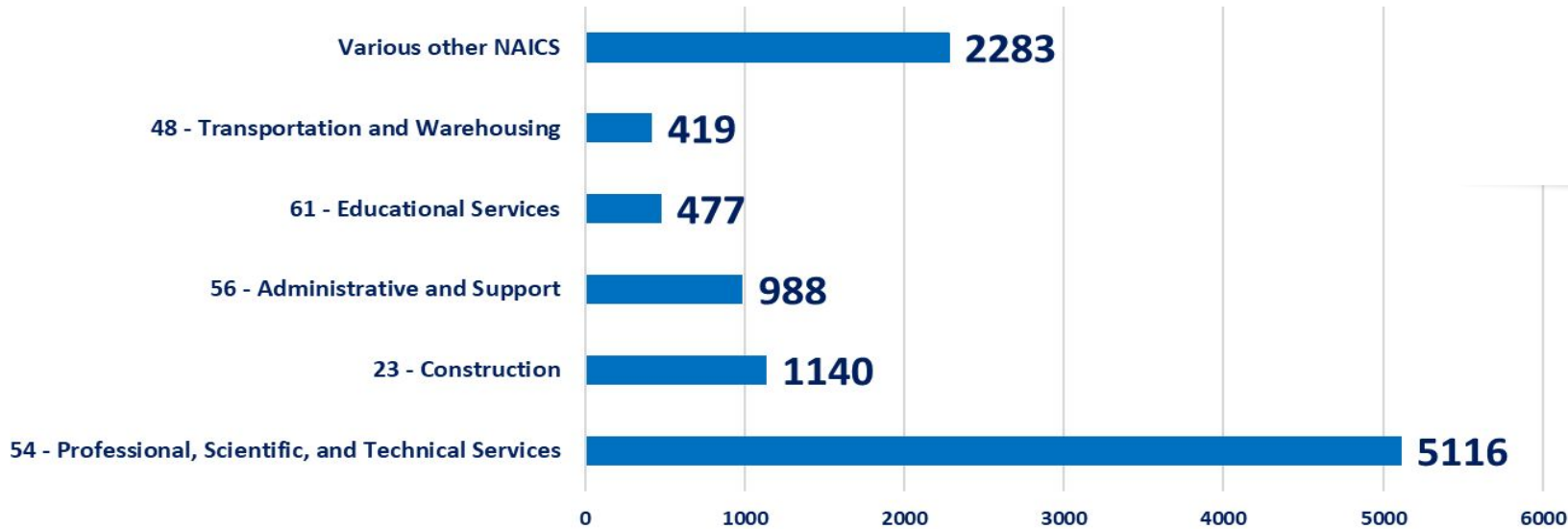
Set-Asides & Sole
Source but ONLY in
certain NAICS

WOSB Program Snapshot

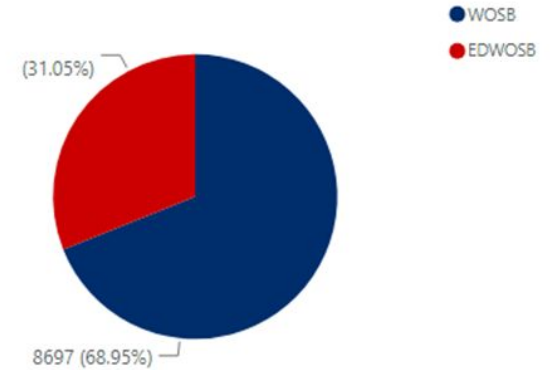
12,634

Program Participants

NAICS Distribution of WOSB/EDWOSB Certified Firms



Total Approvals (By Application Type)



*Data as of 9/5/2024

Did You Know?



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[Good News Stories

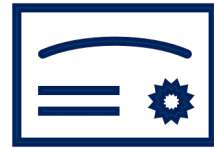
- Following training and support by the WOSB Program in March 2023, DHS reported awarding a \$40.9M WOSB set-aside contract for armed protective security services at 7 facilities
- DHS (National Capital Region) reported within a 7-month period awarding \$183M under 4 WOSB set-asides for protective security services in the DC metro area
- Dept of Education creating a WOSB set-aside Digital Services IDIQ, CANDACE – named after Candace Waterman, former CEO for Women Impacting Public Policy (WIPP)
- **Fueling US Economic Impact:** In FY21, over \$1.2 billion in federal procurements were set-aside for WOSB/EDWOSB firms generated 2.8x the impact for a total of over \$3.6 billion in aggregate economic activity—WOSB firms have the biggest impact to our US marketplace more than any of the other SBA set-aside programs.

Key Facts



65%

**WOSB
Program
participants
are SDB**



23%

**WOSBs
hold
multiple
certifications**



60%

**More than 60%
of SDB dollars
are awarded to
non-8a firms**



2.8

**WOSB contracts
are highest
economic multiplier
among the
socio-economic
programs**

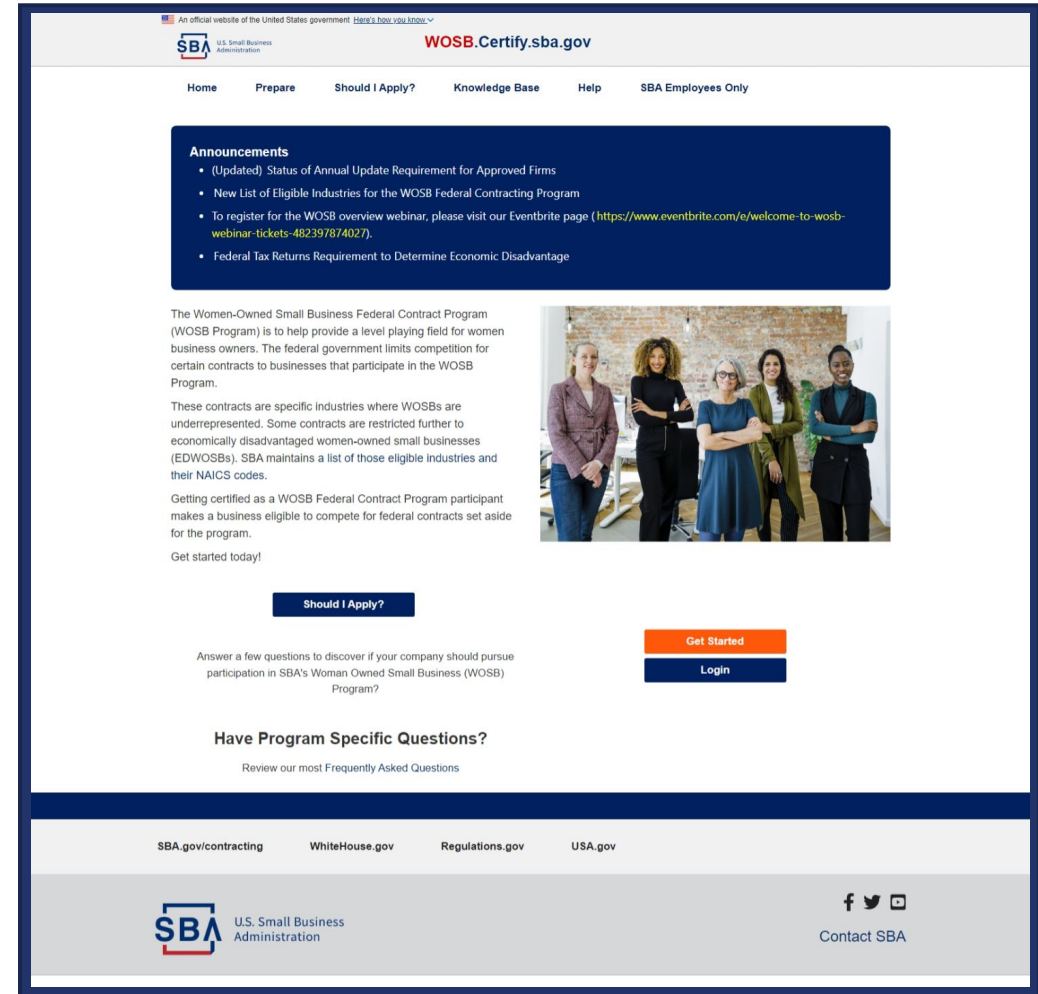
Eligibility Criteria



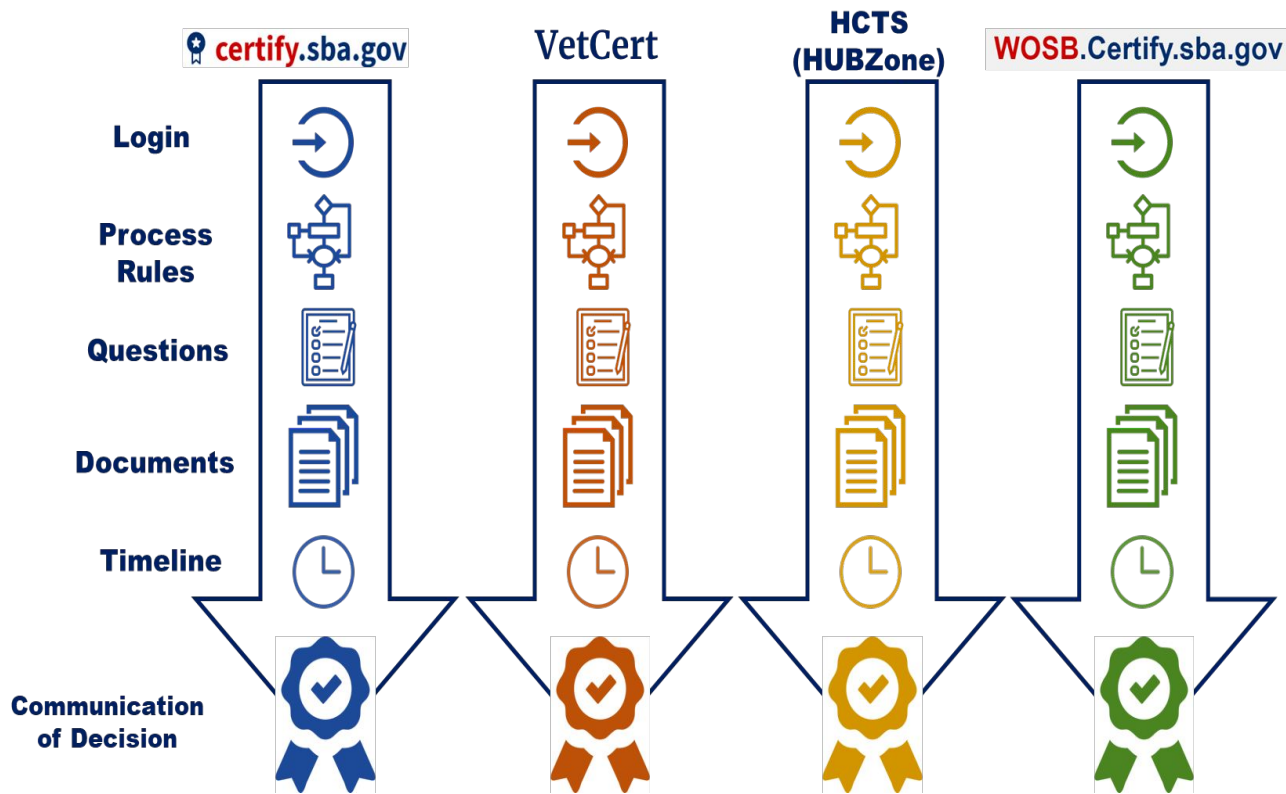
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Legacy WOSB.Certify.sba.gov

- ✓ On the **homepage**, you can:
- ✓ Updated checklists that provide guidance prior to applying
- ✓ Verify eligibility
- ✓ Find answers to questions regarding your firm's ability to participate in a program
- ✓ Request information from SBA by submitting the Help form
- ✓ Create an account and proceed with your application
- ✓ Access the [WOSB.certify.sba.gov](https://wosb.certify.sba.gov) knowledge base including training videos, user guides, and more



SBA Set-Aside Certifications Today

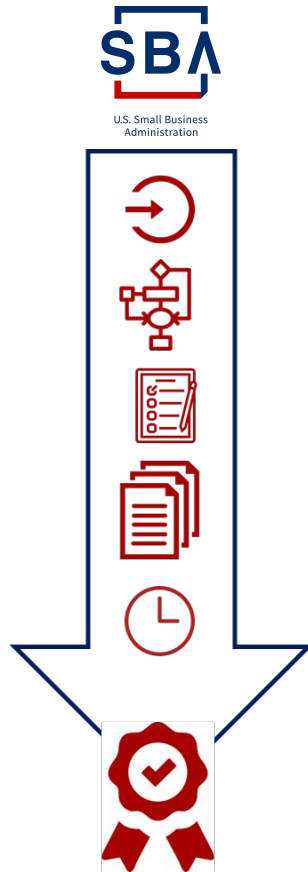


Today's Customer Experience

- Four different systems
- Four different logins
- Four processes with varying rules
- Four sets of the same questions
- Four sets of the same documents to upload
- Four different processes and approval cycle times
- Four different notification methods
- Four different leadership teams for reviews/decisions

....and this is just for first application, it doesn't address re-certification or changes to the business

Future of SBA Certification



Vision

Eligible small businesses will more effectively compete in the federal marketplace by quickly accessing multiple set-aside program certifications through a simple unified system

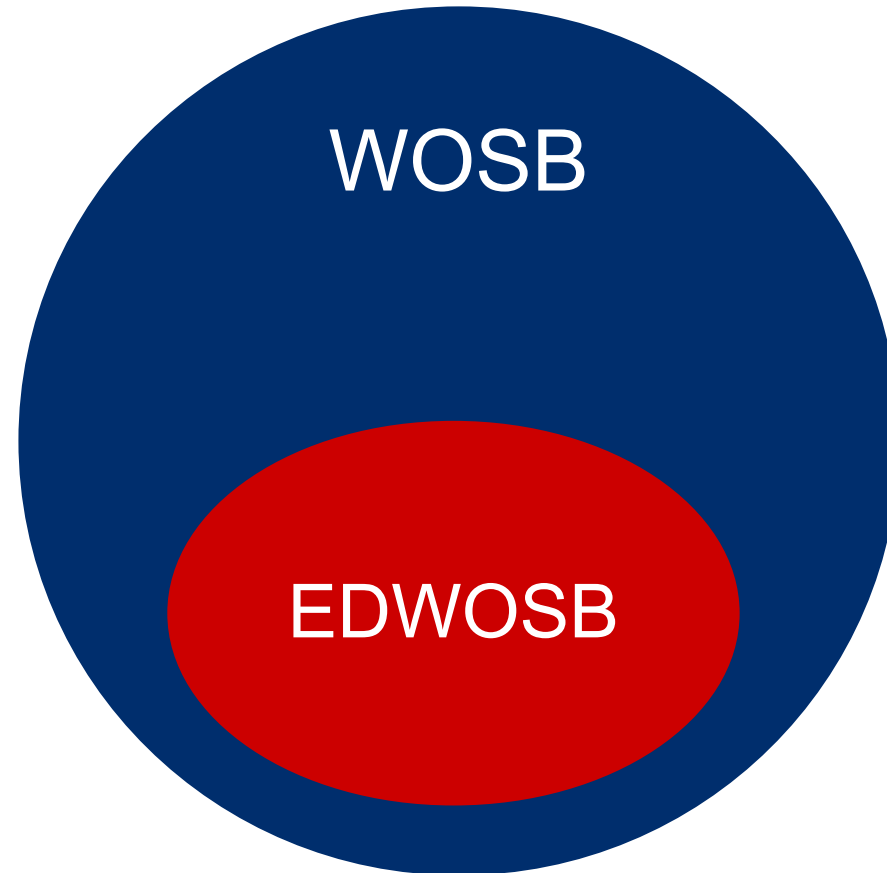
SBA Certification Customer Experience

- ✓ One log-in
- ✓ One common application
- ✓ One document repository
- ✓ Common terminology
- ✓ Common processing business rules
- ✓ Common decision timeline
- ✓ Streamlined, timely review process
- ✓ Single portal customer service support
- ✓ Same team processing all 4 certifications

WOSBs and EDWOSBs

- **WOSB:** Women-Owned Small Business
- **EDWOSB:** Economically Disadvantaged Women-Owned Small Business; WOSBs whose owner and/or manager claims economic disadvantage

EDWOSB is a subset of WOSB. As such, if you qualify as an EDWOSB, you automatically qualify as a WOSB.



[Third-Party Certifiers

- SBA allows continued participation from businesses that utilize approved Third-Party Certifiers (TPCs) to obtain WOSB or EDWOSB certification.
- Approved TPCs:
 - [El Paso Hispanic Chamber of Commerce](#)
 - [National Women Business Owners Corporation](#)
 - [U.S. Women's Chamber of Commerce](#)
 - [Women's Business Enterprise National Council](#)

Government Contracting



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[Getting the Most Out of the WOSB Program



Ability to qualify for set-aside or sole-source contract awards—increasing prime and subcontracting opportunities



Opportunity to build capacity and grow by establishing joint ventures and participating in the SBA Mentor-Protégé Program



Access to training, management, and technical assistance programs, as well as guaranteed loans and bonding assistance

- ChallengeHER
- Empower to Grow – 7(j)

WOSB Program Contracting



\$4.5M

Threshold value for
services sole source
awards



\$7M

Threshold value
for manufacturing
sole source awards



626

Number of NAICS
eligible for use
under the WOSB
designation



107

Number of
NAICS eligible
for use under the
EDWOSB
designation

WOSB and EDWOSB Sole Source Contract

1



Eligible NAICS Code

WOSB/EDWOSB-eligible NAICS code

2



Fair and Reasonable Price

Awarded at a fair and reasonable price

3



Contract Value

\$7M for manufacturing or \$4.5M for all others

4



Sole-Source

Only 1 WOSB/EDWOSB that can perform

[How Do They Find You!?

- Dynamic Small Business Search
 - Adding Keywords to your Capabilities Narrative, Keyword, and Equipment
 - Be sure to opt FOR public search in SAM.gov profile
- Registering within a federal agency's small business database
- Attending their Small Business Events to network, learn and connect with decision makers
- Review the Federal Forecast Dashboard

[Changes to Remember

- The self-certification process is no longer available in certify.sba.gov. All Firms seeking to participate in the program must apply via WOSB.Certify.sba.gov
- Third-party certified firms MUST submit their TPC certificate to WOSB.Certify.sba.gov for SBA to display their WOSB certification.
- **All firms** seeking to participate in the WOSB Federal Contract Program, WOSB or EDWOSB set-aside contract or sole source must be **certified**.
- Verification of a firm's WOSB Certification can be viewed on the firm's [Dynamic Small Business Search \(DSBS\)](#) profile under Federal Certifications section.

[Online Resources

- ***Learn more about the WOSB Federal Contract Program***
 - Visit www.sba.gov/wosbready
- ***Apply for WOSB/EDWOSB Certification***
 - Visit <https://WOSB.Certify.sba.gov>
- ***Review the list of eligible industries for the WOSB Program***
 - Visit <https://www.sba.gov/document/support-eligible-naics-women-owned-small-business-federal-contracting-program>



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