

ATLANTA 2016



USDOE'16

15th Annual DOE Small Business Forum & Expo
MAY 23 - 25, 2016 | ATLANTA, GA

Women-Owned Small Business Federal Contract Program



Ann Sullivan
President

Madison Services Group, Inc.

The WOSB Program – 15 Years of Advocacy

- **Establishment**
- **Leveling the playing field**
- **Program expansion**
- **Success**



The WOSB Program – A Brief History

- **WOSB Program established in 2000**
- **Original disparity study released in 2007**
- **Program implemented in 2011**

How It Works

- **Contracting officers can restrict competition to WOSBs/EDWOSBs if:**
 - Fair and reasonable price
 - Rule of two
 - In 113 industry sectors

Certification

- **FY2015 NDAA requires WOSBs to certify through one of the following methods**
 - State certification
 - Other federal agencies
 - SBA certification
 - Third-party

Making The Program Work

- **Three major barriers in original program**
 - 2013: Removed dollar caps
 - 2015: Sole source authority
 - 2015: New disparity study commissioned
 - Updates eligible industries

Removal of Dollar Caps

- **Awards through program limited**
 - Unique to the WOSB program
 - \$6.5m for manufacturing
 - \$4m for other contracts
- **FY2013 NDAA removed these caps**
 - Set-asides now have no dollar restriction

Sole Source Authority

- **FY2015 NDAA authorized sole source awards**
- **Final rule effective October 14, 2015**
 - Leveled playing field with other set-aside programs
- **Added to FAR**
 - Effective February 2016

Sole Source Process

- **Four Requirements**

- Eligible NAICS Codes
- \$6.5m or less for manufacturing; \$4m or less for other contracts
- Fair and reasonable price
- Reasonable expectation that only one WOSB can perform the requirement

Program Expansion

- **Department of Commerce study**
- **Effective March 3rd – 113 industries eligible**
 - 92 WOSB
 - 21 EDWOSB
- **Underrepresentation**
 - WOSBs 21% less likely to win contract
 - Underrepresented industries account for 85% of contract dollars

5% Achievement

- **Goal set in 1994**
- **In 2001**
 - \$5 billion or 2.5%
- **FY2015**
 - \$18 billion or 5.05%

WOSB Contracts FY 2009-2015



5% - How It Was Reached

- **Advocacy efforts**
 - Three Presidential terms
 - Eight Congresses
- **Congressional champions**
 - Senators Cantwell and Shaheen
 - Representatives Velazquez and Speier



5% - How It Was Reached

- **Education and Outreach**

- ChallengeHER

- Give Me 5%

ChallengeHER

Opportunities for Women in Federal Contracting



Next Steps

- **Repository migrating to: certify.sba.gov**
 - WOSB is first, all other programs will follow
- **Women's track on multiple award contracts**
- **Sole source parity**

Questions?

Contact Information:

Ann Sullivan

President

Madison Services Group

202-626-8528

www.madisonservicesgroup.com