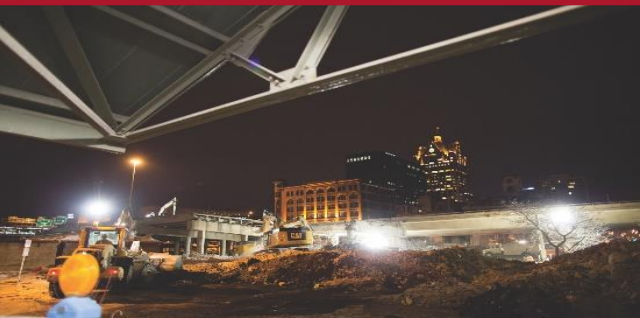




**ARE YOU READY – BIG CHANGES COMING TO THE US SBA
FEDERAL WOMEN-OWNED SMALL BUSINESS PROGRAM
ACQUISITION HOUR WEBINAR**

May 26, 2020



WEBINAR ETIQUETTE

PLEASE

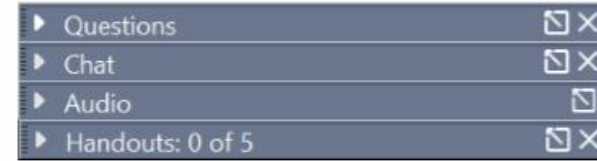
- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

THANK YOU!

GoToWebinar Control Panel



In-Session Tools

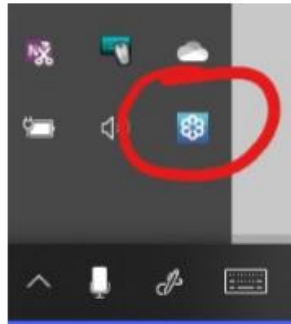


Audio Problems?

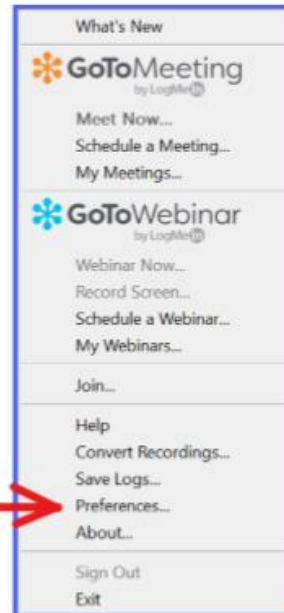
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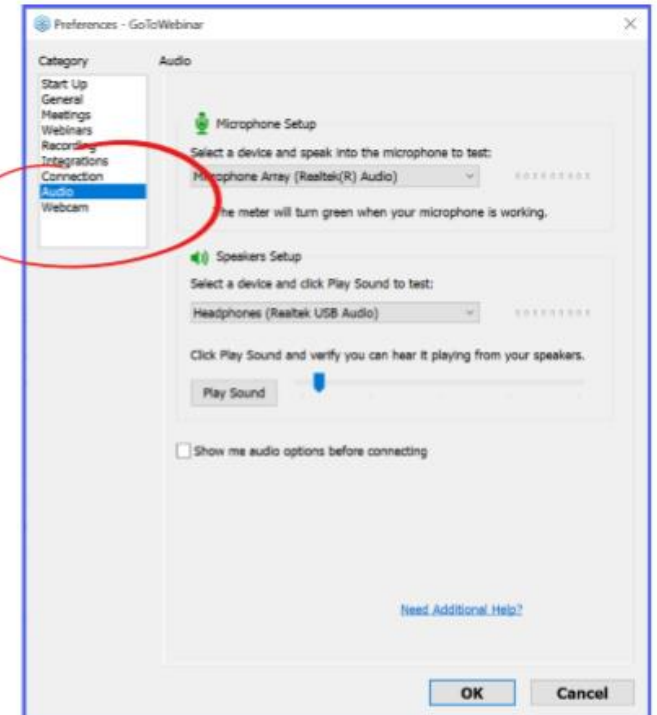
2



3



4



ABOUT WPI SUPPORTING THE MISSION

**Celebrating 32 Years of
serving Wisconsin Business!**



Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts.

- **INDIVIDUAL COUNSELING** – At our offices, at clients facility or via telephone/GoToWebinar
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies

WPI OFFICE LOCATIONS

▪ MILWAUKEE

- *Technology Innovation Center*

▪ MADISON

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

▪ CAMP DOUGLAS

- *Juneau County Economic Development Corporation (JCEDC)*

▪ STEVENS POINT

- *IDEA Center*

▪ APPLETON

- *Fox Valley Technical College*

▪ OSHKOSH

- *Fox Valley Technical College*
- *Greater Oshkosh Economic Development Corporation*

▪ EAU CLAIRE

- *Western Dairyland*

▪ MENOMONIE

- *Dunn County Economic Development Corporation*

▪ LADYSMITH

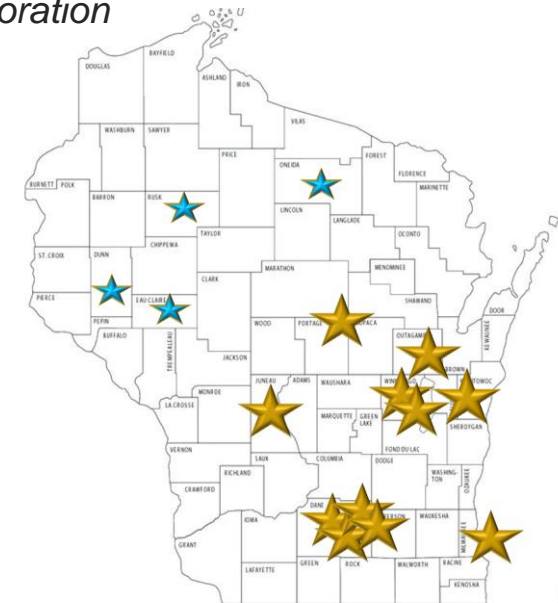
- *Indianhead Community Action Agency*

▪ RHINELANDER

- *Nicolet Area Technical College*

▪ GREEN BAY

- *Advance Business & Manufacturing Center*





Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** SPONSORSHIP CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS

CURRENT EDITION OF THE WPI NEWSLETTER

www.wispro.org

UPCOMING EVENTS

- WED 21** Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors
August 21 @ 12:00 pm - 1:00 pm
- THU 22** Advancing Cybersecurity in the Industry, Energy, Water Nexus – Oshkosh, WI
August 22 @ 9:00 am - 3:00 pm
Oshkosh WI
- THU 22** NDIA Great Lakes Chapter 10th Anniversary – Milwaukee, WI
August 22 @ 12:30 pm - 7:30 pm
Brookfield Wisconsin
- SEP 11** Acquisition Hour: The End of the Fiscal Year is Here – What is Hot and What is Not
September 11 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (1)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)



U.S. Small Business
Administration

Woman-Owned Small Business (WOSB) Certification

Shane Mahaffy

Lead Business Opportunity

Specialist

Women-Owned Small Business (WOSB) Program



Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

Set-Aside for Certification Programs and Socio-Economic Categories

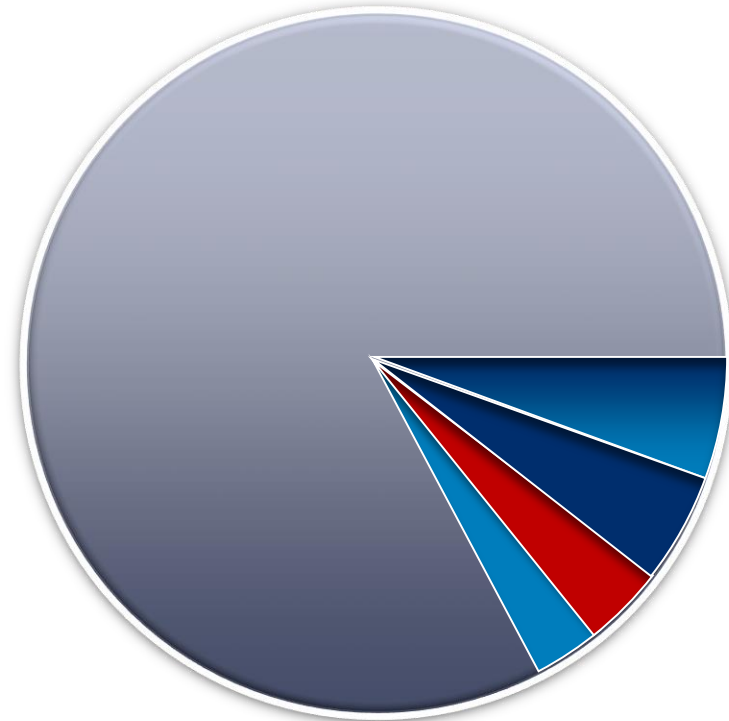
Targeted set-asides and acquisition goals:

Women-Owned Small Businesses (5%)

Small Disadvantaged Businesses (including 8(a) certified) (5%)

HUBZone Businesses (3%)

Service-Disabled Veteran-Owned Small Businesses (3%)



Set-asides are reserved for small business between \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Wisconsin FY18 Small Business Contract Numbers



WI small businesses received approximately \$848.74 million with the U.S. Government



Of 578 Woman Owned Small Businesses 127 received contract actions



There were 1,720 contract actions totaling \$22.68 Million

Getting the Most Out of the WOSB Program



Qualify for set-aside or sole source contract awards – increasing prime and subcontracting opportunities

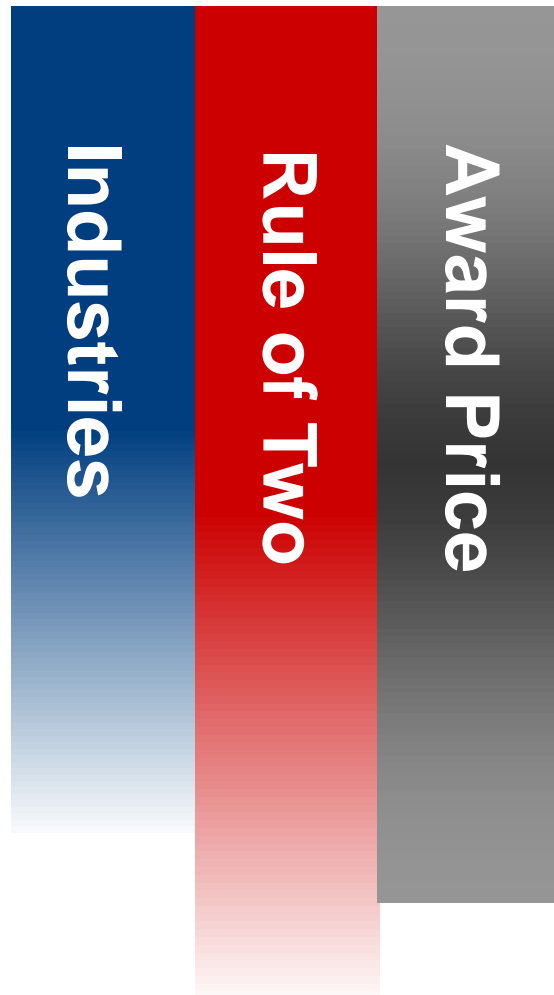


Opportunity to build capacity and grow by establishing Joint Ventures and participating in the All Small Mentor-Protégé Program



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

WOSB and EDWOSB Set-Aside Contracts



Industry

WOSB

NAICS code assigned to contract is in an industry where WOSBs are **substantially underrepresented**

EDWOSB

NAICS code assigned to contract is in an industry where WOSBs are **underrepresented**

Rule of Two

Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer

Award Price

Contract must be awarded at fair market price

WOSB and EDWOSB Sole-Source Contracts

1



Eligible NAICS Code

WOSB and EDWOSB
eligible NAICS code

2



Fair and Reasonable Price

Awarded at a fair and
reasonable price

3



Contract Value

\$6.5M for
manufacturing or \$4M
for all others

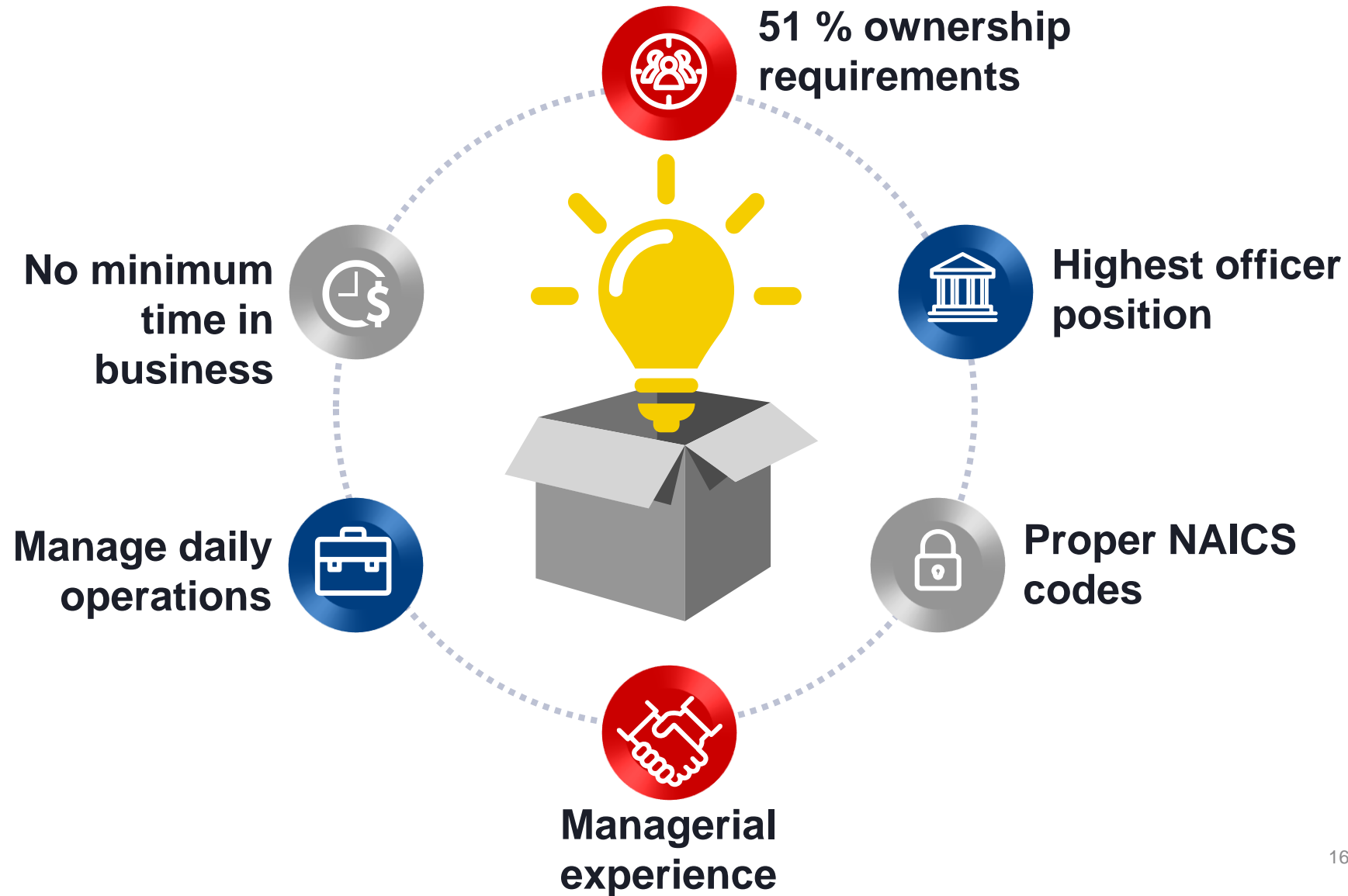
4



Sole Source

Only (1)
WOSB/EDWOSB that
can perform

Is the WOSB Certification Appropriate for You?



Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

WOSB Eligibility Process



- Register in SAM
- Update [certify.SBA.gov](https://certify.sba.gov)
- Represent status
- Provide documentation

certify.SBA.gov



SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms

Upcoming Certification Changes

Upcoming Certification Changes

As published in the Federal Register on May 11, 2020:

- Starting on July 15, 2020, SBA will implement Congress' changes to the WOSB Program, as put forth in the 2015 National Defense Authorization Act (NDAA), with new WOSB Program regulations intended to enhance program oversight and effectiveness.

New FREE SBA Certification

- The new FREE SBA certification will transition to a new online platform for program participants that will include many technical improvements.
- Further guidance on how to apply to this platform will be given when it is complete.

Further Specifics on Certification Changes

- Starting July 15, 2020, SBA will begin initial intake of applications. On October 15, 2020, SBA will begin issuing decisions on certification applications.
- **As of October 15, 2020, businesses will have to be certified either through:**
 - SBA's new, free online certification processor
 - through an approved TPC, at a cost, in order to compete for WOSB Program set-aside contracts.

Further Specifics on Certification Changes

Below are important timelines for firms to keep in mind:

- The current self-certification process will remain available for firms until October 15, 2020, in certify.sba.gov.
- On October 15, 2020, SBA will begin issuing decisions on certification.

Further Specifics on Certification Changes

All firms should be aware of the following:

- **All firms**, regardless if they are self-certified or certified by a TPC will need to create a new profile in certify.sba.gov.
- **Documents in certify.sba.gov will not transfer to the new platform.** Firms with documentation in certify.sba.gov should download their documents, make the necessary updates, and prepare to create a new application.

Third-Party Certification Changes

- Small businesses will still be able to utilize an approved Third-Party Certifier (TPC), at a cost, to obtain WOSB or EDWOSB certification.
- Now through July 15, 2020, TPC certificates must still be uploaded into the WOSB Program Repository at certify.sba.gov.
- Effective July 15, 2020, firms that are TPC-certified **must create a new account** in the new certification platform **and upload** their TPC certificate for SBA to complete initial processing.

Third-Party Certification

There are four organizations approved by the SBA to provide third-party certification. Contact them to find out about their certification process.

- [El Paso Hispanic Chamber of Commerce](#)
- [National Women Business Owners Corporation](#)
- [US Women's Chamber of Commerce](#)
- [Women's Business Enterprise National Council](#)

Will Other Certifications Be Accepted?

Currently, the SBA will accept current 8(a) participants, approved third-party certificates, and certifications from the CVE.

- **Current 8(a) Program Participants**—Upload most recent annual review letter or their 8(a) acceptance letter if the firm is in program year 1
- **Third-Party Certified**—Upload of WOSB and/or EDWOSB certificate
- **CVE**—Upload certificate and supporting documentation

More Information

- [WOSB Ready Website](#)
- [certify.SBA.gov](#)
- [FAQs for WOSBs/EDWOSBs](#)
- [WOSB and EDWOSB Certification Options](#)
- [Qualifying NAICS for the WOSB Federal Contracting program](#)

How Are We Doing?



Do you have three minutes? Take SBA's Customer Experience Feedback Survey to help us better serve you.

This survey is intended for current and prospective small business owners who have interacted with an SBA office. All responses are anonymous. Thank you in advance for your time.

www.sba.gov/feedback

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

@SBA_Wisconsin

WHAT ELSE SHOULD I KNOW

- **LOGIN.GOV**
- **SAM.GOV**
- **BETA.SAM.GOV**
- **FBO REPLACEMENT – CONTRACT OPPORTUNITIES**

Use the same email for Login.gov and Beta.Sam.gov! They will then be linked.

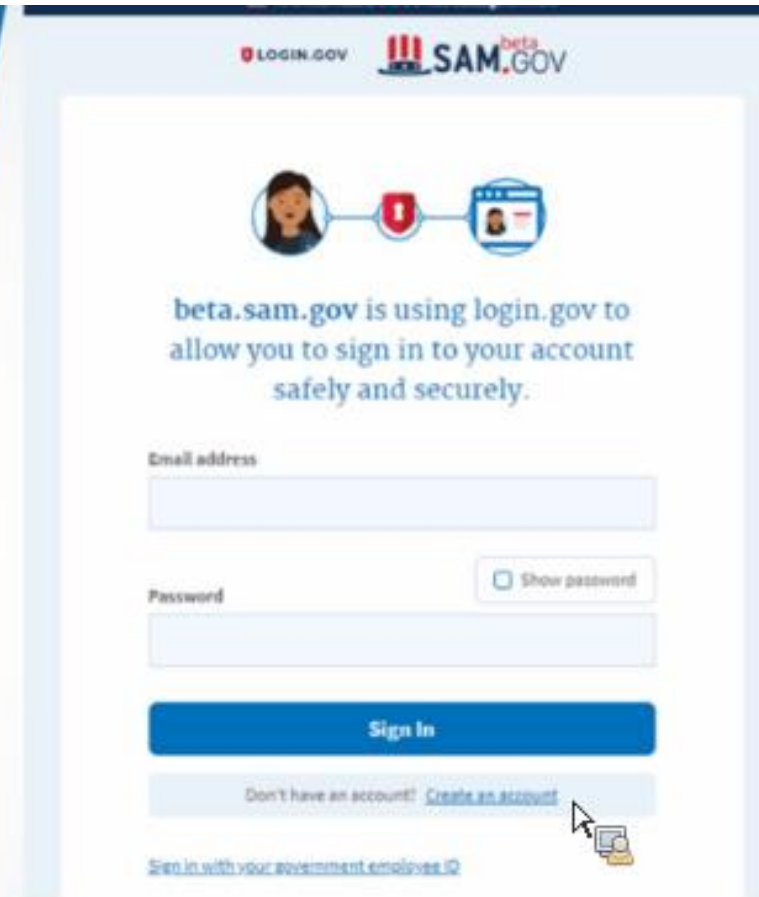
Login.gov

Why Get an Account?

- Access to additional features such as reports, saved searches, and following
- To add your entity to the Interested Vendors List
- To get roles for data management or to request access to anything not public

beta.SAM.gov utilizing login.gov for user authentication:

- Over 14K users have beta.sam.gov accounts accessible through login.gov
- Availability is 99.95% in production
- Entities and government users who **ALREADY** have a SAM.gov user account can link to that login account by using the same email



Stakeholder Forum

beta.SAM.gov | For People Who Make, Receive, and Manage Federal Awards



10

Make sure your SAM.gov registration is current!

- Is the contact person still with the company?
- Do you have a Capability Narrative in your profile?
- Do you have all the appropriate NAIC's codes listed?

The screenshot shows the SAM.gov website homepage. At the top, there is a navigation bar with links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A yellow banner in the top right corner reads "A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov." with a "Log In" button and a link to "Login.gov FAQs". A red alert banner below the navigation bar states: "ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/13/2020 from 8:00 AM to 1:00 PM". The main content area features a heading "Getting Started" with three columns: "Create A User Account" (with a person icon and a plus sign), "Register Entity" (with a folder icon and a plus sign), and "Search Records" (with a magnifying glass icon over a document). Below each icon is a brief description of the step. The footer includes the GSA logo and links for Search Records, Data Access, Disclaimers, Accessibility, FAPIIS.gov, and GSA.gov/IAE.

View assistance for SAM.gov

SAM
SYSTEM FOR AWARD MANAGEMENT

A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov. [Log In](#)

[Login.gov FAQs](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/13/2020 from 8:00 AM to 1:00 PM

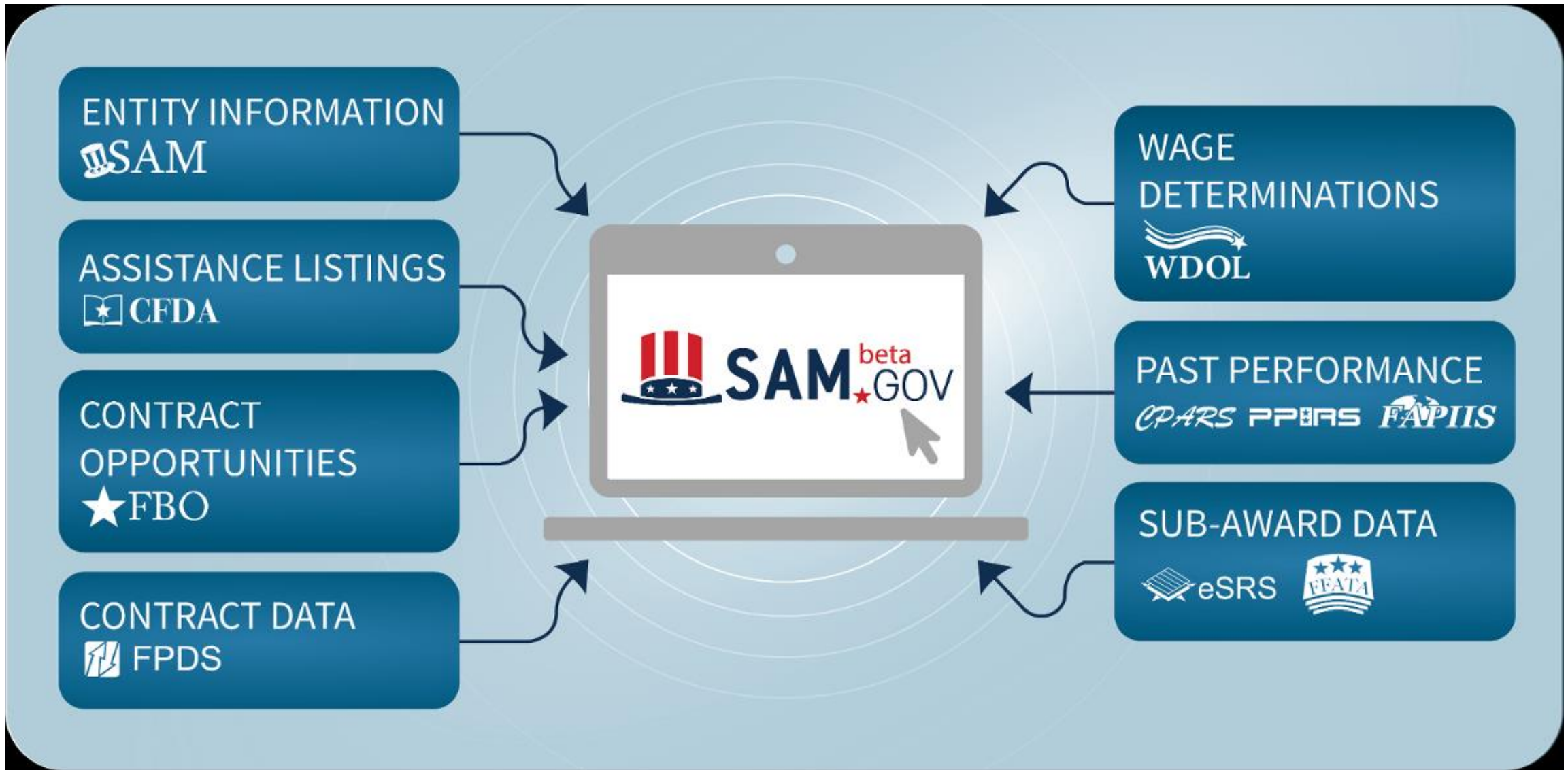
The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

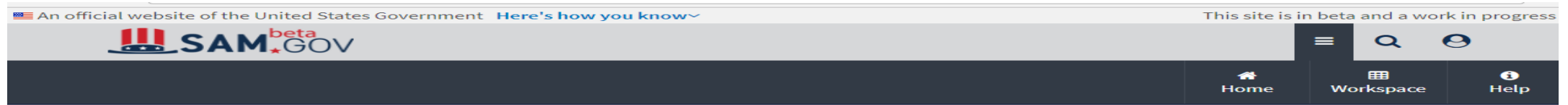
Getting Started

Create A User Account	Register Entity	Search Records
Start by creating a SAM user account.	After creating your SAM user account, log in to register to do business with the U.S. government.	Do a public search for existing entity registration records or exclusion records. Federal users can log in to see additional information.

[Search Records](#) [Disclaimers](#) [FAPIIS.gov](#)
[Data Access](#) [Accessibility](#) [GSA.gov/IAE](#)



WHERE TO SIGN UP <https://beta.sam.gov/>



Sign Up

Hello! Please sign up below to create your account here.

Email

Submit

Already have an account

Sign In

FBO TRANSITION TO CONTRACT OPPORTUNITIES

The screenshot shows the SAM.gov website interface. At the top, there is a navigation bar with the SAM.gov logo, a search bar, and a 'Sign in' button. A dropdown menu is open under 'All Award Data', with 'Contract Opportunities' highlighted. Below the navigation bar, a large banner features the text 'Welcome' and 'This will be the official U.S. government awards.' followed by 'make, receive, and manage federal awards.' A circular seal on the right side of the banner reads '100% FREE TO USE Official U.S. Government Website 100% FREE TO USE'. Below the banner, the text 'What Can I Do Here?' is followed by a 'Contracting' section. Under 'Contracting', there is a red arrow icon pointing right and the text 'Contract Data Reports (FPDS Reports)' and 'FPDS.gov Reports has been added to beta.SAM.gov.'. A small image of two people smiling is visible in the bottom right corner of the screenshot.

CHANGING SEARCH FILTERS

The screenshot displays a web interface for 'Contract Opportunities'. A modal window titled 'Change Filters' is open, allowing users to customize their search. The modal includes a toggle for 'Show Inactive Filter Values (Indicated by *)' and a list of filter categories with checkboxes. The background shows search filters for 'Status' (Active Only), 'Keywords', and 'Response/Date Offers Due'. A search result is visible, including details like 'Department of Ener...', 'NOUN: SERVOCYLINDER NSN: 1650-01-173-978', and '0 PIN: 27140-6'.

Change Filters

Customize your search by adding or removing filters. A saved search will retain the custom filters.

Show Inactive Filter Values (Indicated by *)

- Place of Performance Location
- Place of Performance State
- Point of Contact
- PSC
- Published Date
- Response Date/Date Offers Due
- Search by Entity
- Set Aside

Update

Contract Opportunities

View procurement notices from... for Federal business. These include notices and sole source notices account.

Contract Opportunities Search

- Search by keyword, solicitation
- Accounts are not required to view your entity to an opportunity; opportunities change.

Change Filters **Clear All**

Status

Active Only

Keywords

Clear All

Response/Date Offers Due

From
Month Day Year
[] [] []

To
Month Day Year
[] [] []

Clear **Filter**

Department of Ener...

Department/Ind. Agency
ENERGY, DEPARTMENT OF

Sub-tier
ENERGY, DEPARTMENT OF

Office
BROOKHAVEN NATL LAB - DOE CONTRACTOR

NOUN: SERVOCYLINDER NSN: 1650-01-173-978
0 PIN: 27140-6

SOLICITATION

Contract Opportunities

Notice ID
378507

Current Date Offers Due
Jun 3, 2020

Last Updated Date
May 18, 2020 (1)

Last Published Date
May 18, 2020

Type
Updated Combined
Synopsis/Solicitation

Contract Opportunities

Notice ID
SPRTA1-20-R-0158

Current Date Offers Due
Jun 17, 2020

SET ASIDE SEARCH FOR WOSB OR EDWOSB

The screenshot displays a procurement search interface with a left-hand filter sidebar and a main results area. The filter sidebar includes sections for Federal Organizations, Type of Notice, Entity Name/Unique Entity ID (DUNS), Service Classifications (NAICS, PSC, Set Aside), and a 'Provide Feedback' button. The main results area shows three search results, each with a title, description, and metadata. The first result is for 'SERVOCYLINDER' (NOUN), the second for 'Repair Various Sidewalks, Ramps, and Stairs', and the third for 'Control Indicator Units' (SOURCES SOUGHT). Each result includes details such as Notice ID, Current Date Offers Due, Last Updated Date, Last Published Date, Department/Ind. Agency, Sub-tier, Office, and Type.

Filter Sidebar:

- Federal Organizations:** Enter Code or Name
- Type of Notice:** Select...
- Entity Name/Unique Entity ID (DUNS):** Search DUNS
- Service Classifications:**
 - NAICS: Select...
 - PSC: Select...
 - Set Aside: Select...
 - Women-Owned Small business (WOSB) Program Set-Aside (FAR 19.15)
 - Women-Owned Small Business (WOSB) Program Sole Source (FAR 19.15)
 - Economically Disadvantaged WOSB (EDWOSB) Program Set-Aside (FAR 19.15)
 - Economically Disadvantaged WOSB (EDWOSB) Program Sole Source (FAR 19.15)**
- Provide Feedback**

Search Results:

- NOUN: SERVOCYLINDER NSN: 1650-01-173-978 0 PIN: 27140-6**
 - Department/Ind. Agency: DEPT OF DEFENSE
 - Sub-tier: DEFENSE LOGISTICS AGENCY (DLA)
 - Office: DLA AVIATION AT OKLAHOMA CITY, OK
 - Type: Original Solicitation
- Repair Various Sidewalks, Ramps, and Stairs**
 - Department/Ind. Agency: DEPT OF DEFENSE
 - Sub-tier: DEPT OF THE AIR FORCE
 - Office: FA8858 910 AW LGC YNGSTN WRN ARPT
 - Type: Original Presolicitation
- Control Indicator Units**
 - Department/Ind. Agency: DEPT OF DEFENSE
 - Sub-tier: The Air Force Life Cycle Management Center, Cryptologic and Cyber Syste
 - Type: Original Sources Sought

SET ASIDE EXAMPLE

RE: SBA slid x | Inbox - kcg x | 18 Google Cal x | Log Into Yo x | DISH Netw x | Client Sele x | SBA SBA - SBA F x | NAICS Sear x | beta.SAM.g x

beta.sam.gov/opp/4c3e942bc4e546209ba0710c71af7dbe/view?keywords=&sort=-modifiedDate&index=opp&is_active=true&page=1&opp_response_date_filter_model=%...

47--HOSE ASSEMBLY, NONME

ACTIVE Contract Opportunity

Notice ID
SPE7M120Q0802

Related Notice

Department/Ind. Agency
DEPT OF DEFENSE

Sub-tier
DEFENSE LOGISTICS AGENCY (DLA)

Major Command
DLA MARITIME

Sub Command
DLA MARITIME COLUMBUS

Office
DLA LAND AND MARITIME

Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History

What you think matters!

[Provide Feedback](#)

General Information

Contract Opportunity Type: Combined Synopsis/Solicitation (Original)
All Dates/Times are: (UTC-04:00) EASTERN STANDARD TIME, NEW YORK, USA
Original Published Date: May 18, 2020 02:47 pm EDT
Original Date Offers Due: Jun 02, 2020
Inactive Policy: Manual
Original Inactive Date: Jul 02, 2020
Initiative:

- None

Classification

Original Set Aside: Women-Owned Small Business (WOSB) Program Set-Aside (FAR 19.15)
Product Service Code: 47 - PIPE, TUBING, HOSE, AND FITTINGS
NAICS Code: 332999 - All Other Miscellaneous Fabricated Metal Product Manufacturing
Place of Performance:

Three key points for IVL:

1. User must be signed in
2. User must be linked to an entity
3. Contracting officer must enable or disable ability to see Interested Vendors List

Interested Vendors List

- User must still be a signed in user to 'add' an entity to the IVL
- Each IVL is:
 - still a tab on the specific notice
 - now sortable by entity name or date added
- IVL Entry shows additional Entity information:
 - Entity name
 - UEI (DUNS)
 - CAGE
 - Address
 - NAICS

61--ARMATURE-ROTOR,GENE

Contract Opportunity

Interested Vendors List

What you think matters!

Provide Feedback

Vendor ID: ARMATURE-ROTOR,GENE

Office: Air Force Materiel Command

Location: PR/PC Tinker AFB

Interested Vendors List

Add Me to the Interested Vendors List

No results found.

Sort By: Date Added

DEFEND UNITED STATES OF AMERICA

Contract Opportunity

Interested Vendors List

What you think matters!

Provide Feedback

Interested Vendors List

Remove Me from the Interested Vendors List

Showing 1 - 1 of 1 results.

Sort By: Date Added

REL SYSTEMS, INC.

UEI (Unique Entity Identifier): 600999020

CAGE Code: 300P1

Address: P.O. BOX 22102 UNITED STATES

Contact: [Redacted]

NAICS Classifications



WOMEN'S BUSINESS DEVELOPMENT CENTER



Mission

To support and accelerate business development and growth, targeting women and serving other underserved communities and veterans, in order to strengthen their participation in, and impact on, the economy.



Who We Are

History

- Founded in 1986 as 501(c)(3)
- Nationally recognized leader in the field of women's economic development
- Headquartered in Chicago with four offices in Northern Illinois and four additional offices in major markets in the upper Midwest
- Over 85,000 women served, more than 13,000 entrepreneurial training workshops, facilitated more than \$1 billion in government and corporate contracts, and certifies over 2,000 Women Business Enterprises annually



- ▶ Certify WBEs
- ▶ Provide capacity building programs and services
- ▶ Facilitate procurement opportunities

100+ Corporate & Government Members
5 Regional Offices



in the supplier diversity space
What We Do



Interested in selling to the Federal Government?

WBENC is an approved third-party certifier of WOSB Certification

You must be certified with the WBDC as a WBE before we can certify your company as a WOSB

Women Owned Small
Business Certification



- The applicant company must be “small” in its primary industry in accordance with SBA’s size standards**
- The applicant company must be at least fifty-one percent (51%) unconditionally and directly owned and controlled by one or more women who are U.S. citizens**
- Management and daily operations must be controlled by one or more of the women owners**
- The women owners must make long-term decisions for the business**
- For corporations only:**
 - ▶ **Women must make up a majority of the Board of Directors OR have a majority of the Board votes through weighted voting**
 - ▶ **Women must make up 51% of the voting power, sit on the Board AND have enough voting power to overcome any supermajority requirement**



Documentation Required:

- Proof of ACTIVE registration in System for Award Management (SAM), www.sam.gov**

- One of the following:**
 - ▶ **1st page of IRS form 941 (for previous four quarters)**
 - ▶ **W-3 from previous year**
 - ▶ **Current list of employees (ONLY if previous two items do not apply)**

For Additional Information:


www.wbenc.org/government



Steps to Apply for Certification




1 COMPANY COMPILES THE NECESSARY DOCUMENTS



Review the list of required [documents](#). You will be providing General Business Information, Owner Eligibility, Financial Structure, Personnel & Management Information, and Governance Information.

To apply for WOSB through WBENC, you need to apply for the WBE Certification

2 COMPANY COMPLETES ONLINE APPLICATION



Create an account at [WBENCLink2.0](#). Use your business email address, and click "forgot password" to get an initial password.

Pay the non-refundable annual application fee

REVENUE	APPLICATION FEE
<\$1M	\$350
\$1M — \$4.99M	\$500
\$5M — \$9.99M	\$750
\$10M — \$49.99M	\$1000
\$50M+	\$1250

No fee or additional cost assigned for WOSB application

3 WBDC RECEIVES THE ONLINE APPLICATION



Once the application is received, you will get an email confirmation. Timeline is 60 to 120 days for completion.

Thank You

Women's Business Development Center

Jessie Leonard, Associate Director

414-395-4564

Jleonard@wbdc.org

www.wbdc.org

www.wbenc.org



UPCOMING TRAINING - EVENTS

A CRITICAL NOTICE FROM WPI

- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
 - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
 - Review for other possible requirements
- If you are a **DOD CONTRACTOR** or **SUBCONTRACTOR** – you will have new **CYBER COMPLIANCE – CERTIFICATION REQUIREMENTS** that may impact your business as early as the end of this calendar year.
 - See: <https://www.acq.osd.mil/cmmc> and <https://www.cmmcab.org> for more up to date information.
 - *Contact Marc Violante at WPI - marcv@wispro.org or 920-456-9990*

ACQUISITION HOUR LIVE WEBINARS SERIES

▪ May 26, 2020

BIG Changes coming to the US SBA Federal Women-Owned Small Business Program

[CLICK HERE](#) for additional information

Presented by the US Small Business Administration and WPI

▪ May 29, 2020

How the CyberSecurity Maturity Model Certification (CMMC) Will Impact Your Business

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

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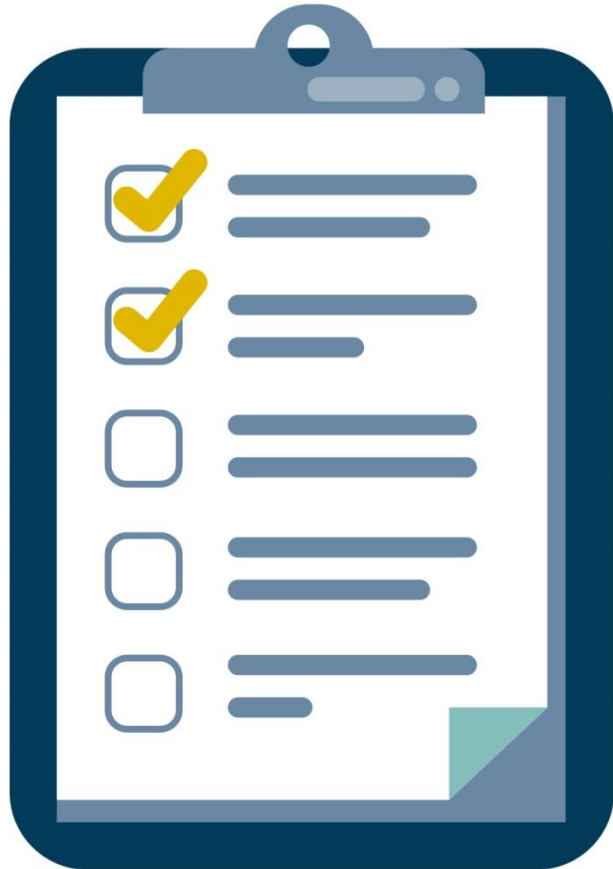
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Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)
www.wispro.org

Kim Garber, Wisconsin Procurement Institute
KimG@wispro.org | 608-444-0047

Shane Mahaffy, US SBA
Shane.Mahaffy@sba.gov | 414-297-1455

Jessie Leonard, Women's Business Development Center
jleonard@wbdc.org | 414-395-4564

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226