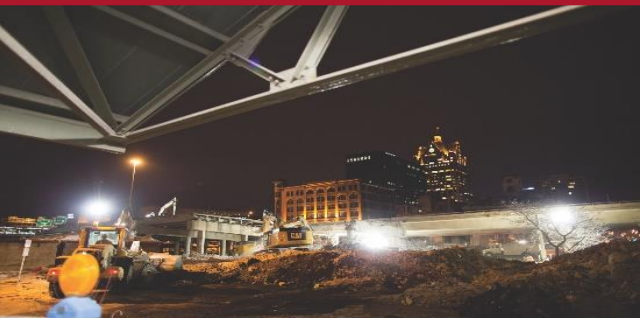




**ARE YOU READY – BIG CHANGES COMING TO THE U.S. SBA
FEDERAL WOMEN-OWNED SMALL BUSINESS PROGRAM**
Acquisition Hour Webinar

July 1, 2020



WEBINAR ETIQUETTE

PLEASE

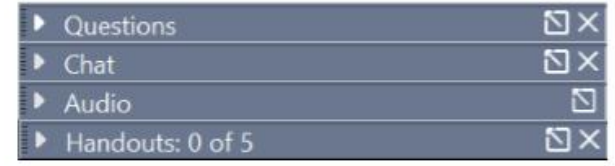
- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

THANK YOU!

GoToWebinar Control Panel



In-Session Tools

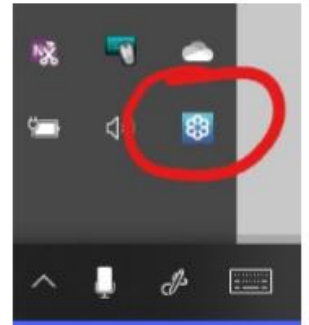


Audio Problems?

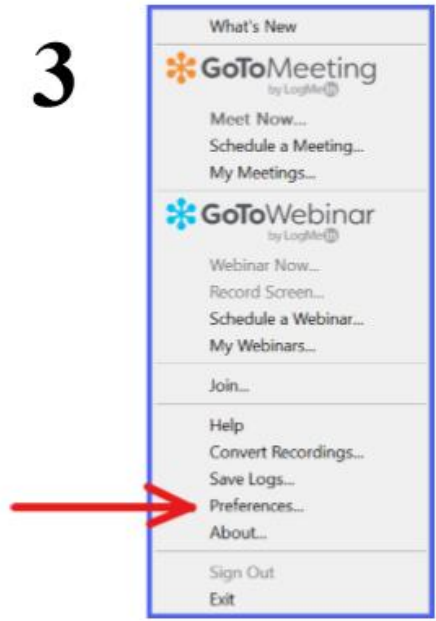
1



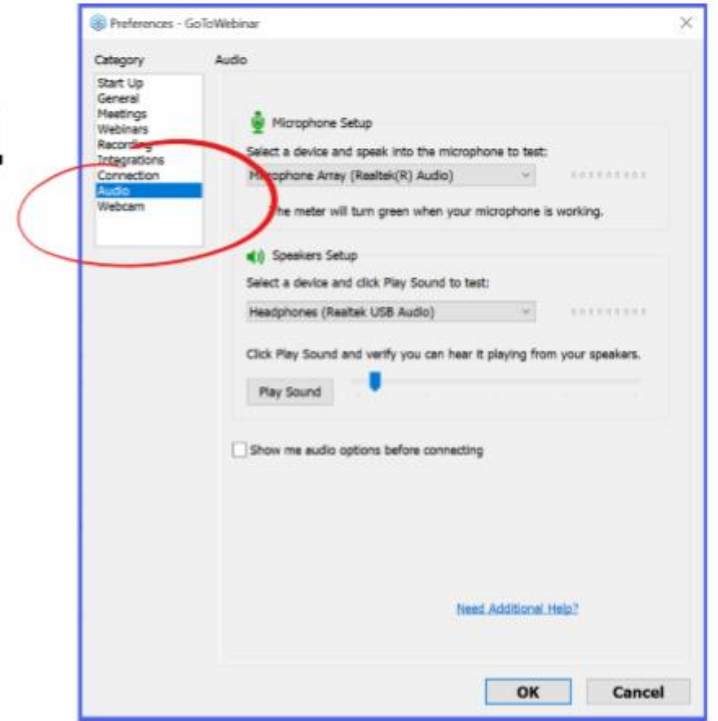
2



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

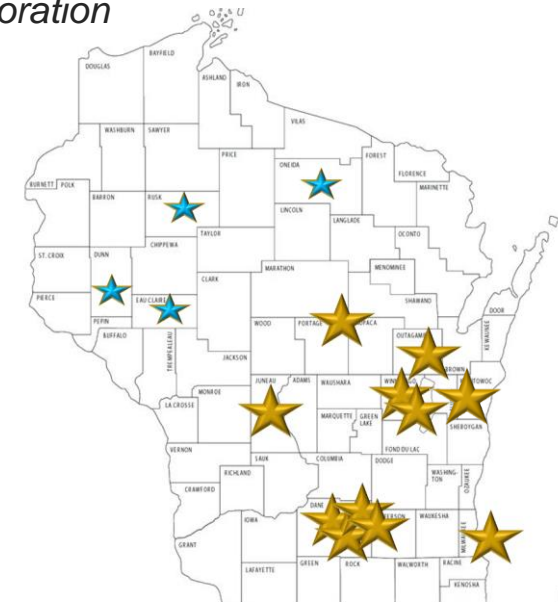
- *Indianhead Community Action Agency*

▪ 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



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

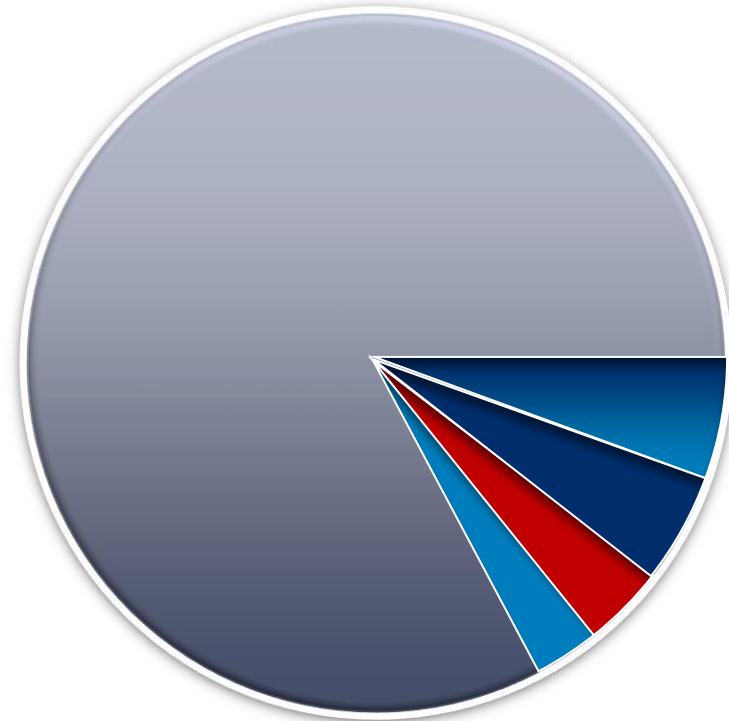
Targeted set-asides and acquisition goals:

**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 FY19 Small Business Contract Numbers



WI small businesses received approximately \$878.94 million with the U.S. Government



Of 607 Woman Owned Small Businesses 106 received contract actions



There were 1,321 contract actions totaling \$55.11 Million

Getting the Most Out of the WOSB Program



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

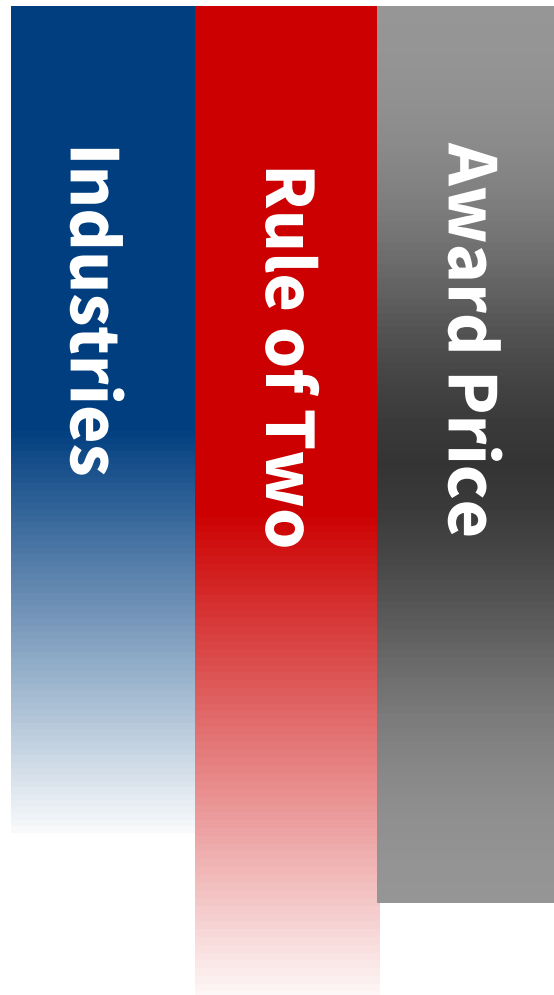


Opportunity to build capacity and grow by establishing Joint Ventures and participating in the All Small Mentor-Protégé Program



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

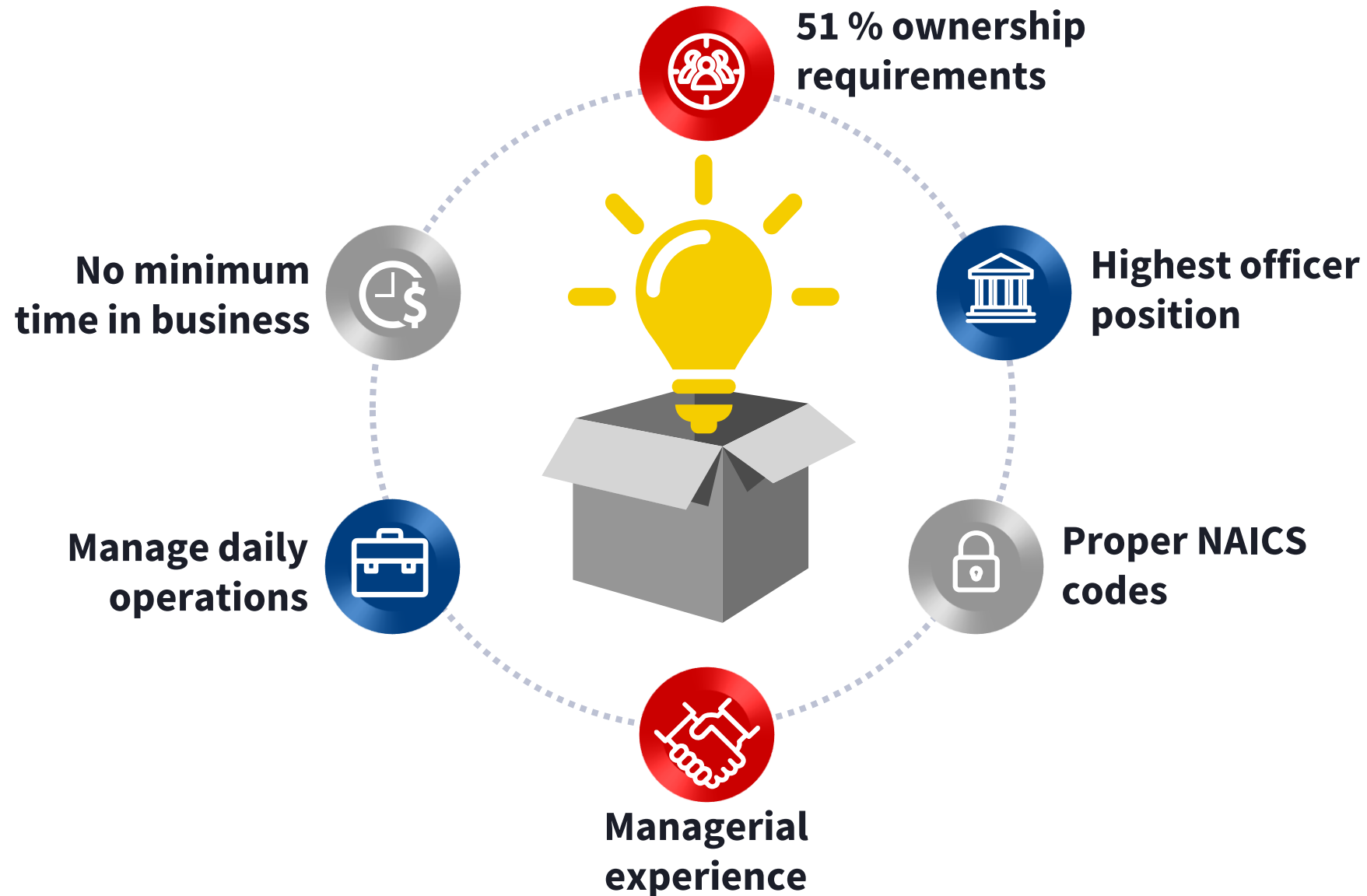
4



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



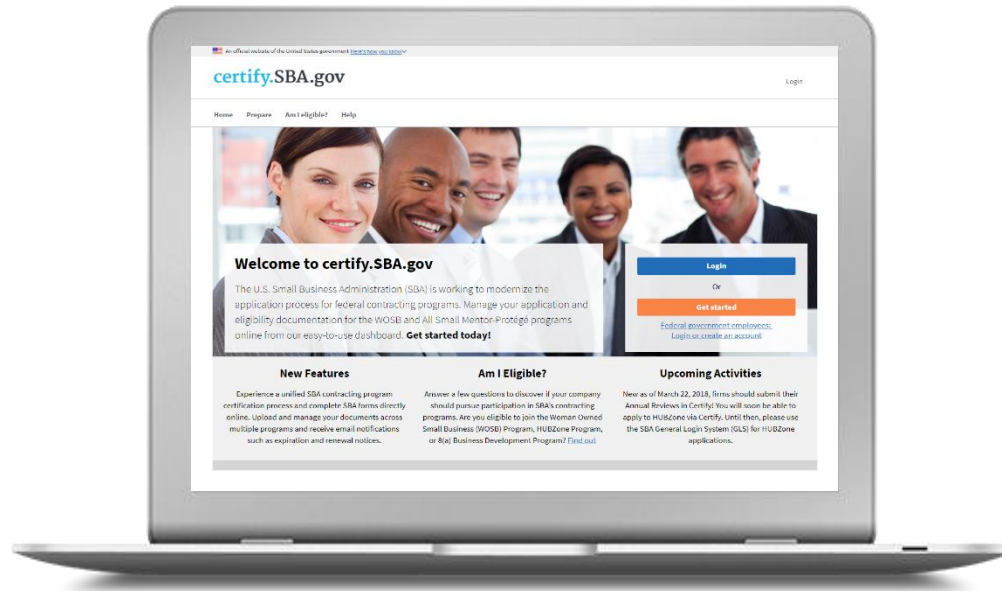
Fair market value of all assets is \$6 million or less

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



U.S. Small Business
Administration

Upcoming Changes to Women-Owned Small Business (WOSB) Federal Contracting Program

Upcoming Certification Changes

- The final rule was published in the Federal Register on May 11, 2020. This final rule fully details changes to the certification process 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.
- Please note it contains two separate effective dates: July 15 and October 15.
- The new WOSB Federal Contracting Program regulations will make it easier and more efficient for contracting officers to set aside contracts for, and make awards to, firms certified as WOSBs and EDWOSBs.

Upcoming 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 process

or

- through an approved TPC, at a cost, in order to compete for WOSB Program set-aside contracts.

Further Specifics on Certification Changes

All firms should be aware of the following:

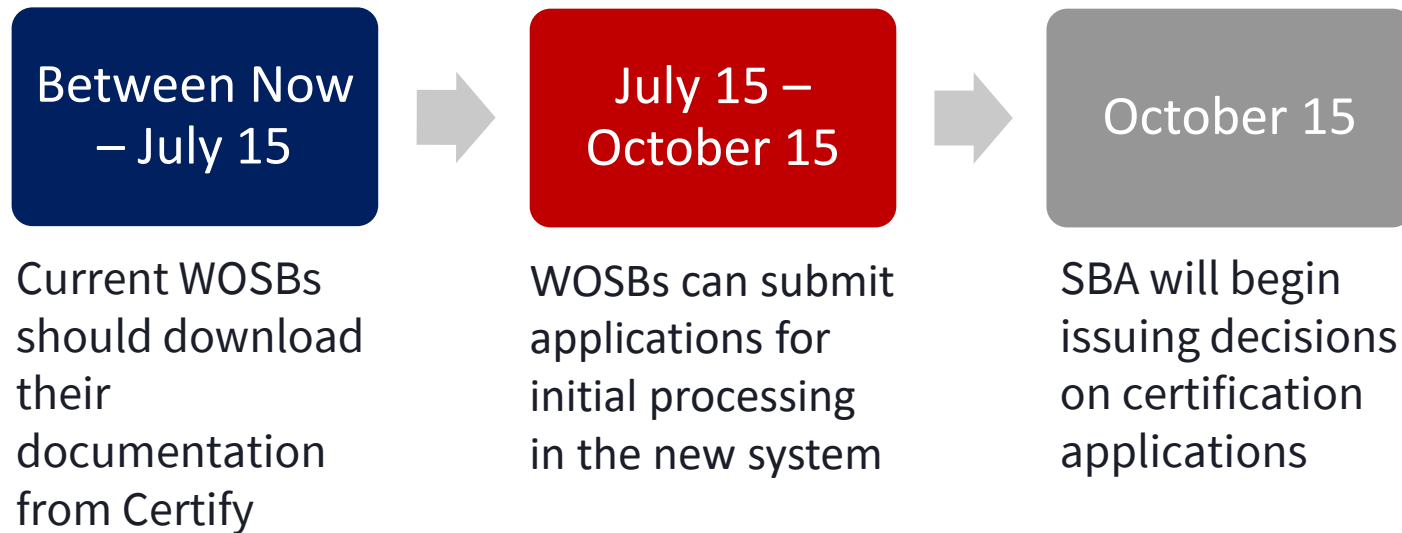
- **All firms**, regardless if they are self-certified or certified by a TPC will need to create a new profile in the new platform.
- **Documents in certify.sba.gov will not transfer to the new platform.** Firms with documentation in certify.sba.gov should download their documents, make the necessary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

Upcoming Certification Changes

- Self certification will continue until October 15. SBA will still accept TPC valid certificates to demonstrate as evidence for self-certification.
- Women-owned small businesses that are not certified for SBA's WOSB Federal Contract Program may continue to identify as women-owned small businesses in SAM.gov, receive contract awards outside the Program, and these awards can count toward an agency's goal for awards to WOSBs.

Timeline Changes

- SBA is updating the WOSB Program timeline
 - Due to information technology and staffing resources being reallocated to the Coronavirus pandemic response
- As a result, the following are key dates for SBA stakeholders and small business firms to keep in mind:



Further Specifics on Certification Changes

- On July 15th, WOSB Program will operate on a different platform than Certify.sba.gov:
 - Same look and feel
 - Different URL name
 - Connecting via Login.gov versus Max.gov
 - Firms will have to connect their new account with their SAM.gov account
- SBA is working with SAM.gov to incorporate program participant's WOSB/EDWOSB certification onto a company's profile. COs will no longer need to request access to review a firm's documents.

Further Specifics on Certification Changes

- October 15th:
 - Program applicants will submit via new platform
 - After submission and an application is deemed sufficient, SBA must notify the applicant within 15 days if the application is complete for processing.
 - SBA has 90 days to process a complete application
 - WOSB Program Analyst will complete review of the application entirely within the new certification system.
 - WOSB Program will issue a formal letter of approval or decline
 - A declined applicant may reapply after 90 days if it has corrected the initial defect. There is no formal appeal process for applications.

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.
- Between July 15 and October 15, all firms, including those with TPC certificates, should create a new account in the new platform and submit an application by uploading their TPC certificate to SBA for 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

WOSB Contracting Changes

- On October 15th, Contracting Officers will no longer have to verify a WOSB firm's documentation. Program participation will be displayed on the firm's SAM.gov profile.
- As outlined in the rule, SBA will expedite an application if a firm is considered an apparent awardee for a contract. Application review will be completed within 15 calendar days.
- The current WOSB Contract Administration Page will be updated to help guide federal acquisition professionals.

Staying Up to Date on Changes



- For the most current information and resources about the WOSB and EDWOSB certification process, visit sba.gov/wosbready.
 - Firms can contact their local [SBA regional and district office](#), SBA resource partner, or a Procurement Technical Assistance Center (PTAC) with questions.
- SBA's WOSB website also has the latest [FAQ](#) and [certification options table](#) for more information.
- SBA will continue to inform firms within Certify.SBA.gov of relevant changes

What is WOSB Ready?

- WOSB Ready is SBA's campaign to raise awareness of the upcoming changes to the WOSB Contracting program.
- SBA wants small business owners to consider if they are eligible and ready to compete in the federal marketplace.
- Outreach efforts:
 - SBA will be increasing website content on Doing Business with the Government and resources available to WOSBs.
 - Highlighting success stories of successful WOSB who are program participants and received WOSB set-asides
 - Incorporating more infographics and video to explain the purpose and benefits of the WOSB Federal Contract Program
 - Partnering with ChallengeHer on upcoming virtual events

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

Wisconsin District Office

310 West Wisconsin Ave.
Suite 580W
Milwaukee, WI

Wisconsin District Office

740 Regent Street
Suite 100
Madison, WI

www.sba.gov/wi

@SBA_Wisconsin

For Questions, Email:
Wisconsin@sba.gov

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.

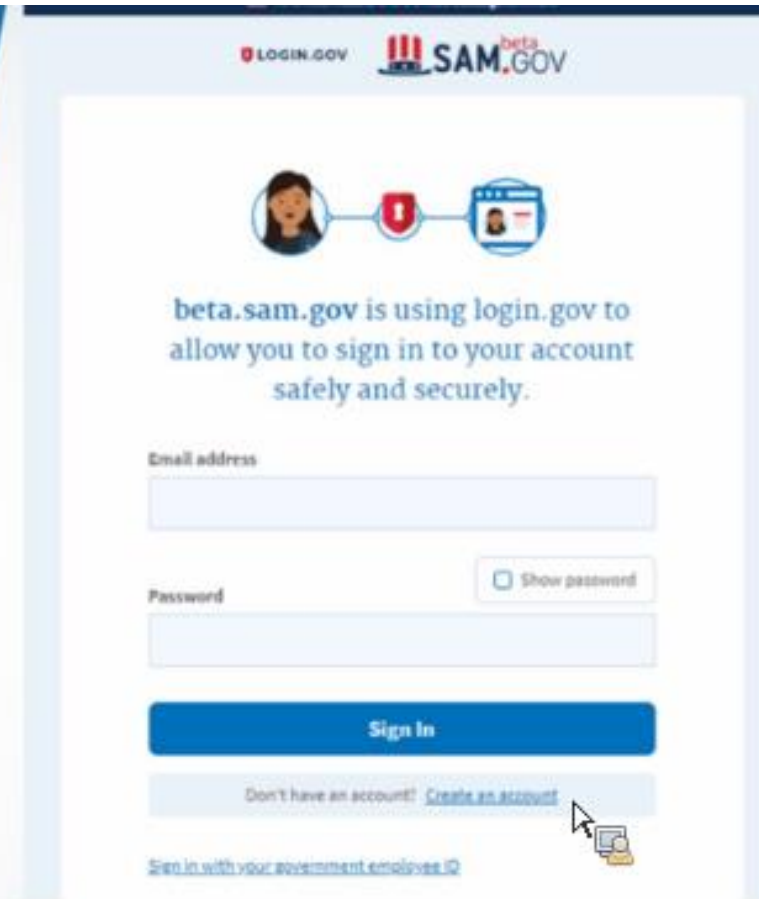
Login.gov

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



The screenshot shows the login interface for beta.sam.gov. At the top, there are logos for LOGIN.GOV and beta.SAM.GOV. Below the logos is a diagram showing a person's profile icon connected to a login.gov icon and a beta.sam.gov icon. The main text reads: "beta.sam.gov is using login.gov to allow you to sign in to your account safely and securely." There are two input fields: "Email address" and "Password". The password field has a "Show password" checkbox. Below the fields is a blue "Sign In" button. At the bottom, there is a link "Don't have an account? Create an account" and a link "Sign in with your government employee ID" with a small icon of a person and a key.



Stakeholder Forum

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

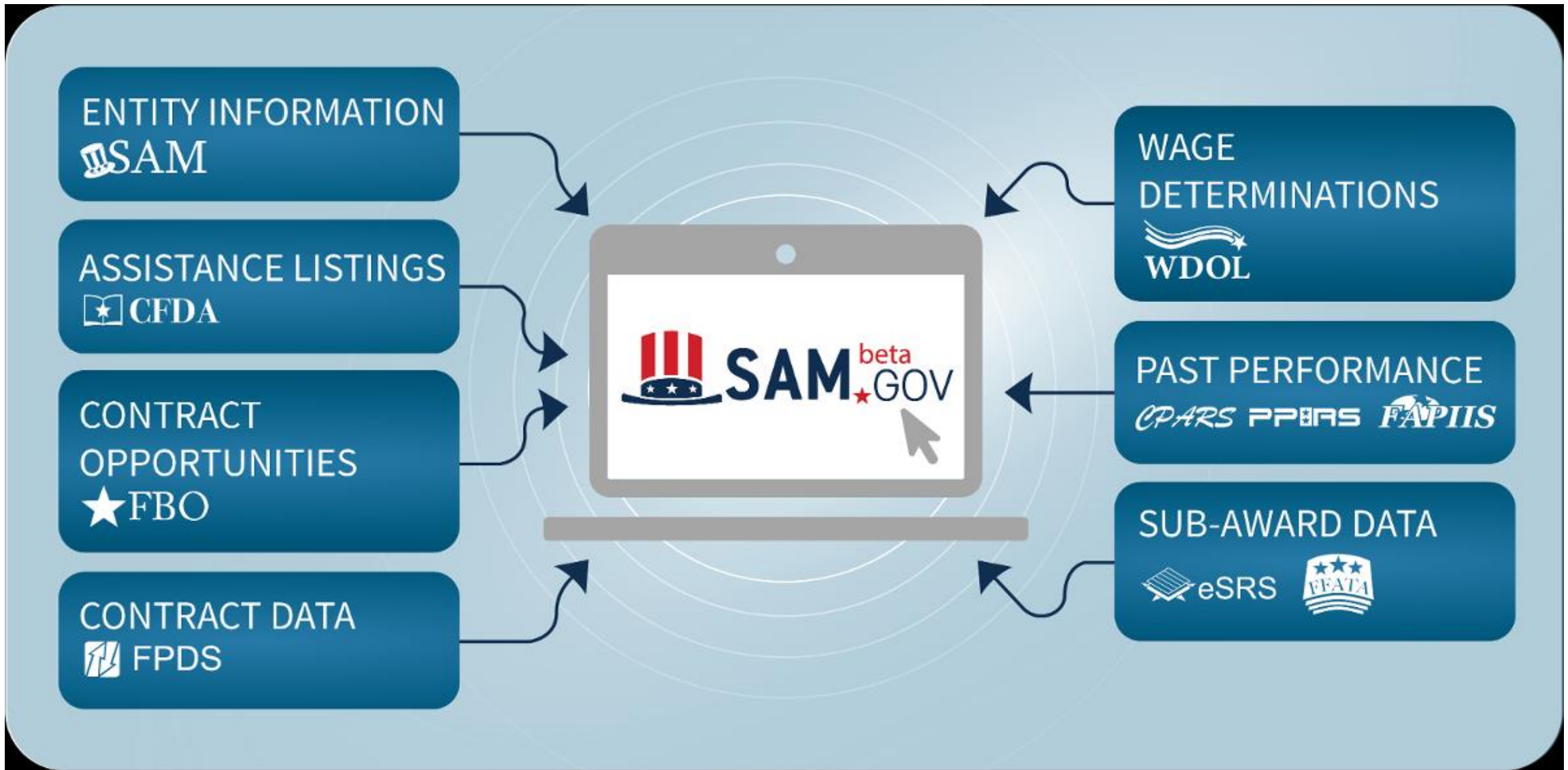


10

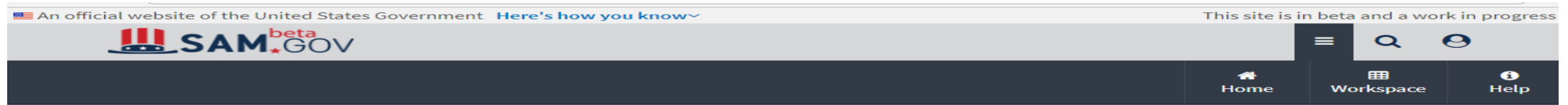
Make sure your SAM.gov registration is current!

- 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 the SAM logo (System for Award Management) and a "Log In" button. A yellow callout box says "A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov." Below the navigation bar is a dark blue menu with links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert banner 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 paragraph: "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:" followed by a list of services: Register to do business with the U.S. government, Update or renew your entity registration, Check status of an entity registration, and Search for entity registration and exclusion records. Below this is a "Getting Started" section 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). Each column has a brief description of the step. At the bottom, there is a footer with the GSA logo and links for Search Records, Data Access, Disclaimers, Accessibility, FAPIIS.gov, and 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, the text 'Contract Data Reports (FPDS Reports)', and a sub-note: '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

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 v... your entity to an opportunity;... opportunities change.

Change Filters Clear All

Status
 Active Only

Keywords
[Input Field] Clear All

Response/Date Offers Due
From: [Month] [Day] [Year] [Input Fields]
To: [Month] [Day] [Year] [Input Fields]
Clear Filter

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
- Sub-Agency

Update

Department of Energy

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), and Service Classifications. The Service Classifications section is expanded to show 'Set Aside' options, with 'Economically Disadvantaged WOSB (EDWOSB) Program Sole Source (FAR 19.15)' selected. The main results area shows three search results, each with a title, description, and metadata. The first result is for 'SERVOCYLINDER NSN: 1650-01-173-978', the second for 'Repair Various Sidewalks, Ramps, and Stairs', and the third for 'Control Indicator Units'. Each result includes a 'Contract Opportunities' tab and various fields like Notice ID, Current Date Offers Due, Last Updated Date, Last Published Date, 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:
 - 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)**

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 F x | NAICS Se 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

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:

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

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

Notice ID: APMR14-13-W-0407

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): 60899520

CAGE Code: 308P1

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



WOSB Criteria

- 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

ACQUISITION HOUR LIVE WEBINARS SERIES

▪ July 7, 2020

Tools and Resources to use for Gaining a Better Understanding of your Federal Customer

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute (WPI)

▪ July 14, 2020

The SBA 8(a) Certification Program

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

▪ July 15, 2020

Responding to Sources Sought and Capabilities Statements

[CLICK HERE](#) for additional information

Presented by Mark Dennis, Wisconsin Procurement Institute (WPI)

▪ July 21, 2020

OFCCP Compliance 101

[CLICK HERE](#) for additional information

Presented by Roselle Rogers & Tim Muma, LocalJobNetwork

▪ July 22, 2020

The HUBZone Certification Program

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA)

ACQUISITION HOUR LIVE WEBINARS SERIES

- July 28, 2020

The Spend to the End

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

- August 25, 2020

State and Federal Certifications For Veteran and Service Disabled Veteran Owned Businesses

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, US Small Business Administration (SBA) and Mark Dennis, Wisconsin Procurement Institute (WPI)

A CRITICAL NOTICE FROM WPI

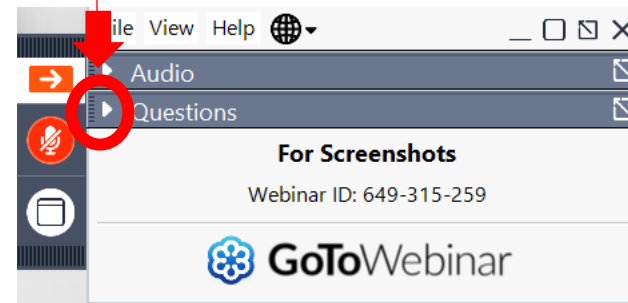
- If you are a current **FEDERAL / DOD CONTRACTOR** or **SUBCONTRACTOR** – you may have **CYBER – DATA SECURITY REQUIREMENTS** in your contract.
- If you are responding to any **CURRENT FEDERAL SOLICITATIONS** - be aware of your obligations:
 - Key clauses are 52.204-21, 252.204-7008 and 252.204-7012
 - 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*

QUESTIONS?



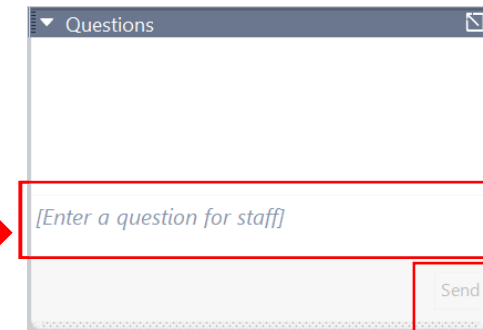
OPENING THE QUESTIONS BOX

Click here to access
within the Control Panel



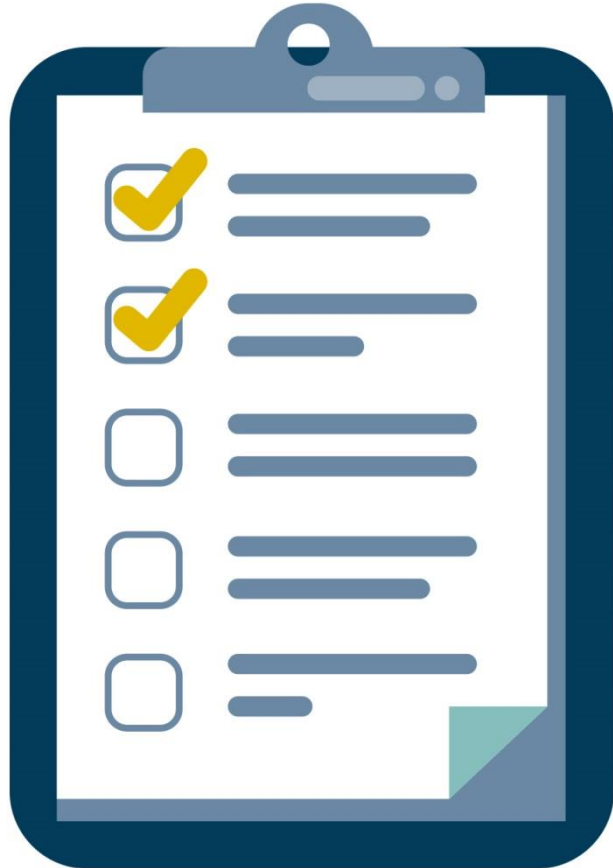
USING THE QUESTIONS BOX

Type questions
here at any time
during a
presentation



Click Send when ready to submit a question

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)
www.wispro.org

Shane Mahaffy, US Small Business Administration (SBA)
shane.mahaffy@sba.gov | 414-297-1455

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

Kim Garber, Wisconsin Procurement Institute (WPI)
kimg@wispro.org | 608-444-0047

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226