



U.S. Small Business
Administration

Woman-Owned Small Business (WOSB) Certification

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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) (11%)**

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)

Getting the Most Out of the WOSB Program



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

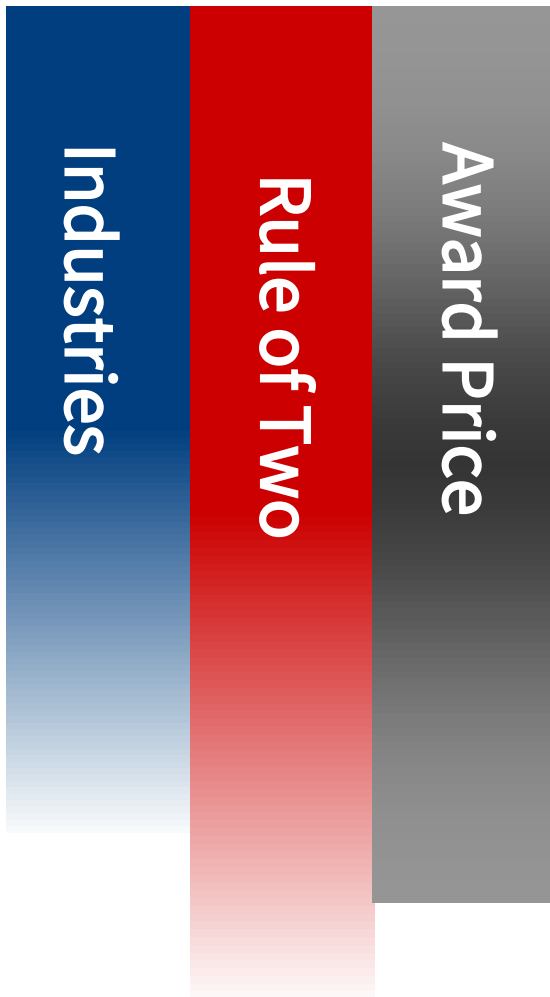


Opportunity to build capacity and grow by establishing Joint Ventures and participating in the All Small Mentor-Protégé Program



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

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

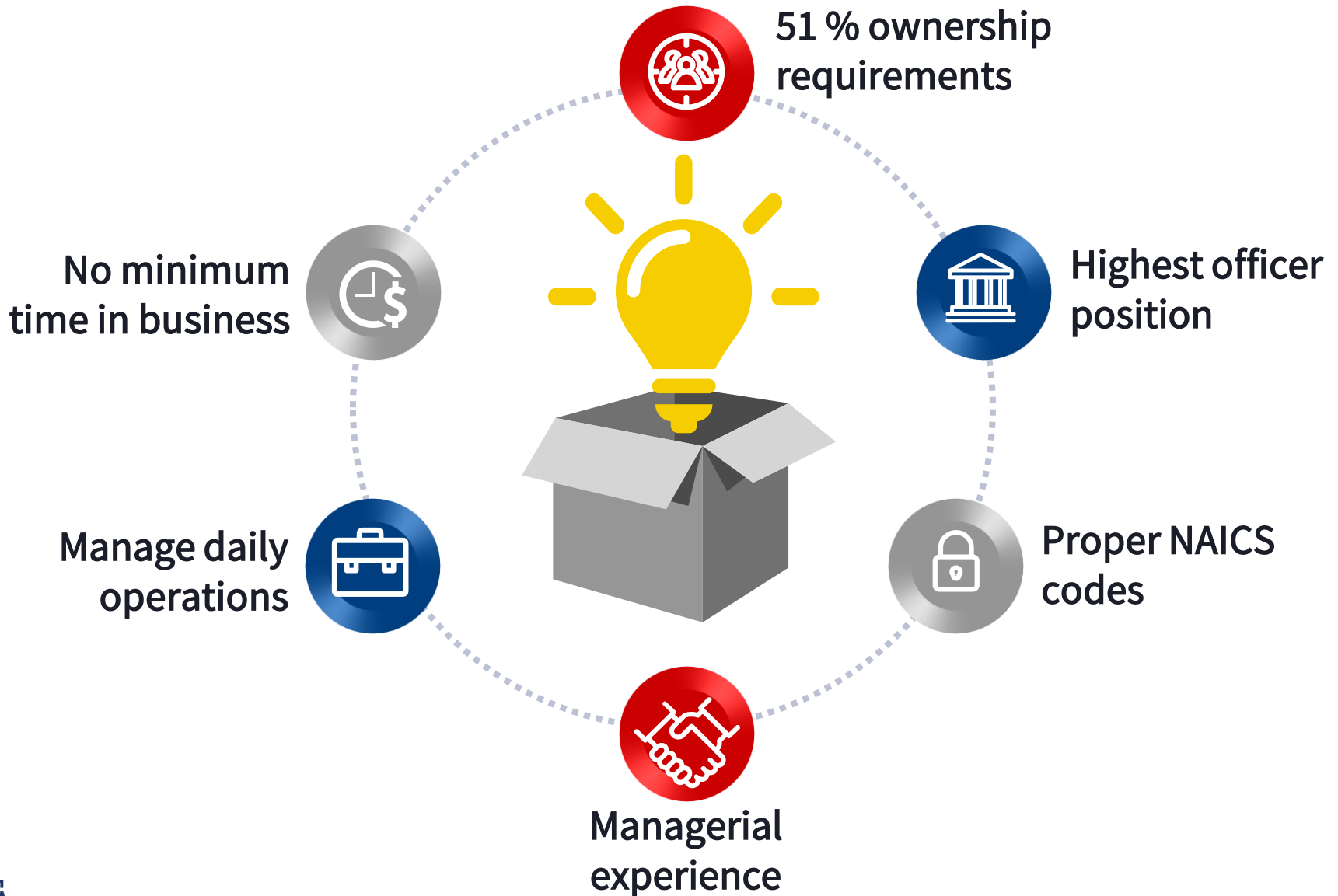
4



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

Certification Changes

➤ As of October 15, 2020, businesses are required to be certified either through:

- SBA's new, free online certification process (<https://beta.certify.sba.gov/>)

or

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

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

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](#)

WOSB Eligibility Process



- Register in SAM
- Apply:
beta.certify.SBA.gov

beta.Certify.sba.gov

SBA Certification Portal

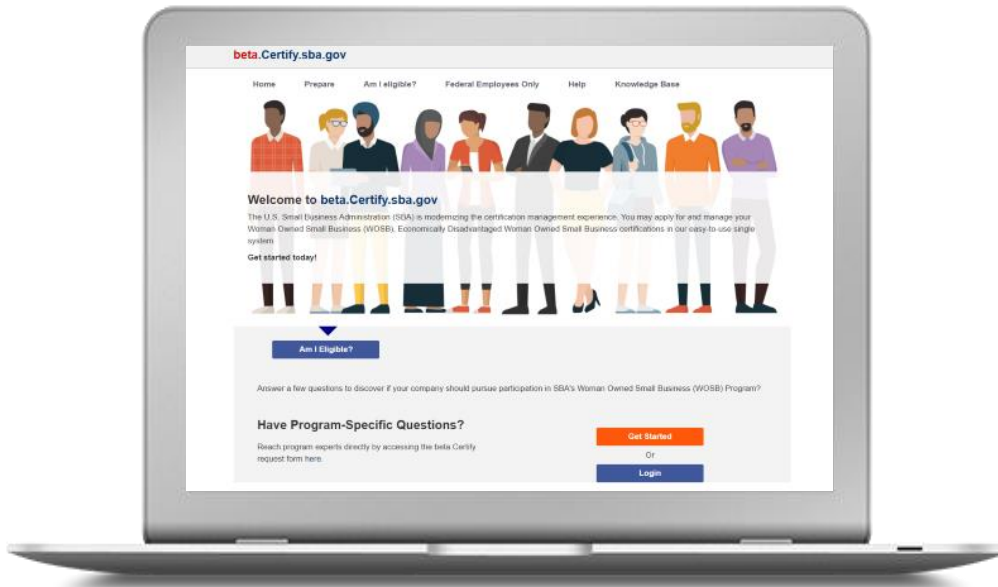
SBA's certification portal where businesses can submit documents to seek SBA WOSB/EDWOSB certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

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



WOSB Contracting Changes

SBA Federal Certifications

8(a) Certification:

SBA 8(a) Case Number: [REDACTED]
SBA 8(a) Entrance Date: 06/01/2019
SBA 8(a) Exit Date: 05/31/2029

HUBZone Certification:

HUBZone Certified?: Yes No
HUBZone Certification Date:

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

Women Owned - SBA Certified:

WOSB Certified?: Yes No
WOSB Certification Date:
WOSB Pending?: Yes No

Economically Disadvantaged Women Owned - SBA Certified:

EDWOSB Certified?: Yes No
EDWOSB Certification Date:
EDWOSB Pending?: Yes No

Staying Up to Date on Changes



- For the most current information and resources about the WOSB and EDWOSB certification process, visit [sba.gov/wosbready](https://www.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.

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](#)

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