



EDUCATION AND ACCESS FOR WOMEN  
IN FEDERAL CONTRACTS



# Women Impacting Public Policy (WIPP)

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- The Voice for Women in Business in our Nation's Capital.
- National nonpartisan public policy organization that advocates for and on behalf of women and minorities in business, strengthening their voice in the legislative process, creating economic opportunities and building bridges and alliances to other small business organizations.
- Representing over half a million Women Business Owners including over fifty business organizations.
- Local Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.



# Give Me 5

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- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts by providing resources and information to make it easier for them to register their businesses with the Central Contractor Registry (CCR). This is a requirement to gain eligibility to apply for federal contracts.
- Women Business Owners could gain more than \$5 billion in annual revenues if the 5% contracting goal set by Congress was reached.



# Give Me 5 102: What's Next After I Register on the CCR?

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Course Instructor: G. LaVern Jackson, President, Joint Logistics Managers, Inc.



# Instructor

## G. LaVern Jackson

President, Joint Logistics Managers, Inc.



WIPP National Partner



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[www.WIPP.org](http://www.WIPP.org) [www.GiveMe5.com](http://www.GiveMe5.com)  
1-888-488-WIPP



Women-owned businesses are a driving force in the US economy, generating \$1.9 trillion in sales and employing 12.8 million people.



The United States Government is the world's largest purchaser of goods and services. What do they buy? Nearly everything! How much do they spend?  
Over \$400 billion!



# Examples of Government Spending

<u>Item</u>	<u>Contracting Agency</u>	<u>Amount Awarded</u>
Electric Toothbrushes	Dept. Veterans Affairs	\$3,936.76
Lipstick	Defense Logistics Agency	\$170,192.00
Walnuts	Agricultural Marketing Service	\$11,776,842.00
Q-Tips	Dept. of the Navy	\$2,139.00
Toilet Paper	Federal Prison System	\$116,310.00
Wooden Spatulas	Veterans Affairs, Department of	\$3,982.37
Christmas Decorations	Public Buildings Service	\$23,658.50
Trash Bags	Defense Commissary Agency (DECA)	\$39,782.00
Local Telephone Service, Pagers, Blackberries, Cell Phones, and Cellular Activations	Federal Emergency Management Agency	\$7,001,750.00





To become a Federal Contractor  
businesses must register on the Central  
Contractor Registration (CCR) Database



# 102 Training Agenda

## What Business Owners Should Do After Central Contractor Registration (CCR)

- Review of CCR
- How the Government Buys
- Prime and Subcontractors
- What's Best for Your Business



# After CCR

## Establish Relations

### Understand:

- Federal Procurement System
- The Language
- Your Target Market
- The Players

Pleasantly Persistent or Persistently Pesky



# How Government Buys

- **The Federal Acquisition Regulation (FAR)**  
Primary source of authority governing procurement  
FAR 4.11 – Prospective vendors must be registered in CCR prior to contract award
- **General Services Administration (GSA)**  
Centralized federal procurement and property management agency
- **Federal Business Opportunities (FedBizOpps)**  
The single point of entry for Federal Opportunities over \$25,000



# PRIME AND SUBCONTRACTORS

## FAR 9.6 (Contractor Team Arrangements)

- 2 or more companies forming a partnership
- Agreement to act under a specified government contract or acquisition program



# WHAT'S BEST FOR MY BUSINESS

- Focus on core competencies
- Target selective Federal Agencies
- Wisely choose contracts you can manage
- Make personal visits
- Build relationships
- Always do your research
- Ensure website is accurate, accessible and “all that”
- Be patient, professional and persistent



# Questions?



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G. LaVern Jackson  
President/CEO  
Joint Logistics Managers, Inc.  
(804) 733-0933  
[ljackson@jlmiva.com](mailto:ljackson@jlmiva.com)  
[www.jlmiva.com](http://www.jlmiva.com)

