



EDUCATION AND ACCESS FOR WOMEN
IN FEDERAL CONTRACTS





**Thank You for Joining Us,
The Webinar Will Begin Shortly.**

**While you are waiting please check out the Upcoming
Webinars on www.GiveMe5.com.**

Before we begin ... just a few notes:

- During the presentation lines will be muted so only presenters can be heard.
- While you are listening please also put your phone on mute
- Do NOT put your phone on hold – please hang up and call back
- If having trouble viewing the presentation – please close out and log in using a different browser
- If your slides are not moving please refresh or log out & then log back in
- If you have any questions during the presentation, please feel free to enter them into the discussion box on the bottom left of your screen





WIPP is a national nonpartisan public policy organization, advocating on behalf of nearly 1 million women-owned businesses representing 61 business organizations. WIPP provides timely economic policy information and identifies important trends and opportunities to its membership.

www.WIPP.org



Give Me 5

- 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. We provide accessible business education tools to assist both new and experienced federal contractors.
- Women Business Owners could gain more than \$5 billion in annual revenues if the 5% contracting goal set by Congress was reached.



Give Me 5 142: The Importance of Past Performance

Presented by: Jennifer Bisceglie, President, Interos Solutions, Inc. & LaVern Jackson, President and CEO, Joint Logistics Managers, Inc.



Today's Session Will Cover:

- The importance of Past Performance
- When NOT to provide Past Performance
- What constitutes a valid past performance
- Past Performance Key words
- Surprises from Teaming Partners
- Lessons Learned



The Importance of Past Performance

- You can lose based on what you submit – or even what you don't submit
- Shows how you're reducing risk to the Government customer, i.e. this is not the first time you've even attempted this role/responsibility
- Shows prior business relationships with that agency, like agencies, or preferred vendor partners



When NOT to provide Past Performance

- When it's not relevant
- When you cannot guarantee you'll get a mark of approval from the survey
- When it's not part of the grading criteria and you don't have a 'slam dunk'

What Constitutes a Valid Past Performance

- When ***your company*** has delivered the product or service previously
- When ***you, independently,*** have delivered the product or service previously
- When ***one of your team, or contingent hire,*** has delivered the product or service previously



Past Performance Key Words

- **Size** - make sure you understand if the customer is seeking a specific size for past performance comparison
- **Scope/Complexity** - make sure you understand if the customer is seeking a comparable sized project to measure your capability to
- **Capabilities** - make sure you use their words when you describe your work so they 'see themselves' in what you've delivered



Surprises from Teaming Partners

- Know your partners – both prime and other subs
- Everyone on your team is a reflection of you, just like a marriage – you don't just marry the person, you also marry the family. This can be good or bad.



Lessons Learned



Questions???



Thank You For Participating

Following this call you will receive links to the podcast of this session, along with a brief survey.

Your feedback is important to us! Please take a moment to fill out the survey so that we can bring you the best training possible.



Programs Powered by WIPP:

The *Women, Money and Opportunity* series combines resources and the wealth of knowledge within the WIPP community to educate women business owners on key areas that affect your business.



Give Me 5
WIPP Gateway Program
for Federal Contracting
www.GiveMe5.com



Women Accessing Capital
WIPP Gateway Program
for Securing Funding
www.WomenAccessingCapital.com



Entrepreneurs, Energy & Environment
WIPP Gateway Program for
Opportunities in Energy & Environment
www.EntrepreneursandEnergy.com

JOIN WIPP!

Call 415-434-4314
or contact

Hannah Starkel

hstarkel@wipp.org



Women and Technology Today
WIPP Gateway Program for
Understanding Technology in Business
www.WomenandTechnologyToday.com



Get Involved!

- Join a policy issue committee and learn how policy can impact your business growth
- Make your voice heard - become a member of our national Instant Impact Advocacy Team
- Participate in our educational series – unlimited opportunities for you and your staff
- Receive weekly policy updates and briefings

1-888-488-WIPP

www.wipp.org

Questions? Contact WIPP Staff

Program & Education Coordinator: Michael Fravel • mfravel@wipp.org • (415) 434-4314

Membership Coordinator: Hannah Starkel • hstarkel@wipp.org • (415) 434-4314



GIVE ME FIVE
5%

