

Give Me 5: Do Not Enter: Women Shut Out of U.S. Government's Biggest Contracts

**Presented by:
John Stanford
WIPP Government Relations**





Women Impacting Public Policy (WIPP) is a nonprofit, membership organization working to increase the economic power and public policy clout of women entrepreneurs by providing essential business skills education, leadership opportunities for business and personal growth, and a seat at the table among policymakers in Washington, D.C.

WIPP was founded in 2001 and is recognized as a national, nonpartisan voice for women business owners, advocating on behalf of its coalition of 4.7 million businesswomen including 78 business organizations. WIPP identifies important trends and opportunities and provides a collaborative model for the public and private sectors to advance the economic empowerment of women.

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 \$4 billion in annual revenues if the 5% contracting goal set by Congress was reached.





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New WIPP Report

- Federal agencies have favored large umbrella contracts, also known as multiple-award contracts "MACs"
- WIPP scrutinized these MACs to determine if they were harming women entrepreneurs
- The analysis examined nineteen MAC's, managed by seven agencies with a total estimated value of over \$253 billion



What the Report Found

- Major contracts reserved awards or “tracks” for socio-economic groups, but did not reserve a track for Women Owned Small Business (WOSB)
- 12 of the contracts analyzed had socio-economic specific tracks, 9 of those contracts had no tracks for WOSBs



What the Report Found

- Disparities for WOSBs already identified by the U.S. Department of Commerce were reinforced on many of the contracts.
- The 2016 Commerce report found women to be 21% less likely to win a contract.
- A Silver Lining: Once access to these contracts is gained, WOSBs are successfully winning at the task order level.



Recommendations

- Ensure Parity: When tracks are used for specific socio-economic groups on MACs, all groups, including WOSBs, should be represented.
- WOSB GWAC: Create a Government-wide Acquisition Contract (GWAC) for WOSB firms to provide IT services to all agencies.



Recommendations

- On-board Companies: Add and enforce a robust onboarding process, allowing more women-owned firms to join an existing contract.
- Improve Reporting: Clearly identify companies on MACs and their socio-economic status to demonstrate diversity of firms and allow contracting officers to easily find WOSBs.



What's Next?



Thank You For Participating

This webinar will be posted on:

www.GiveMe5.com

For questions, please contact Lin Stuart at

Lstuart@wipp.org





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1-888-488-WIPP

www.wipp.org

Questions? Contact WIPP Staff

Program & Education Coordinator: Lin Stuart • LStuart@wipp.org • (415) 434-4314

Membership Coordinator: Lynn Bunim • LBunim@wipp.org • (415) 434-4314