

Give Me 5: Safety In The Pack

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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Respond, Respond, Respond

- Absolutely critical
- Usually small time requirement
- Follow directions
- Request set-aside or sole source



“Frenemies”

“Complimentary Competitors”

Have a Group to Rely On

Different Regions



Use Your Government Friends

- Small Business Office
- PCRs
- BOS



Follow Up

TO DO LIST

Follow Up
Follow Up
Follow Up

- Few weeks to a month after
- Depends on size of requirement
- Be POLITE!

Bonus Slide!

- Sources sought can also describe teaming arrangement
- Don't shy away from large requirements IF you have the partners
- Submit your team idea with details in RFI/SS



Thank You For Participating

This webinar will be posted on:

www.GiveMe5.com

For questions, please contact Lin Stuart at

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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

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