

ChallengeHER

Opportunities for Women in Federal Contracting

Resource Guide

Through **ChallengeHER**, we encourage your commitment to join a national movement of Women-Owned Small Businesses who are ready to grow their business in the federal marketplace. The following **ChallengeHER** resources will help you take the initial steps towards becoming a successful federal contractor. To access the resources listed here, visit www.wipp.org/?ChallengeHER.

MILESTONE 1: Registration in the System for Award Management (SAM)

Introduction to Federal Procurement and a Guide to SAM

Gloria Larkin

[Listen to the Podcast](#) | [View the Presentation](#)

Navigating the System for Award Management (SAM)

Angela Dingle

[Listen to the Podcast](#) | [View the Presentation](#)

MILESTONE 2: WOSB Certification

The WOSB Federal Contract Program Explained

Ann Sullivan

[Listen to the Podcast](#) | [View the Presentation](#)

How to Certify for the WOSB Federal Contract Program

Angela Dingle

[Listen to the Podcast](#) | [View the Presentation](#)

WOSB Elevator Pitch

Gloria Larkin

[Listen to the Podcast](#) | [View the Presentation](#)

MILESTONE 3: Know your Customer – The Federal Government

Do You Know the FAR?

Barbara English

[Listen to the Podcast](#) | [View the Presentation](#)

How to be Successful Winning Contracts from a Contracting Officer's Perspective

Barbara English

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For inquiries or to receive additional information, please contact Erika Wilhelm at ChallengeHER@wipp.org.