Welcome!

Angela Dingle

- Chair Elect, WIPP Board of Directors
- Board of Directors, Institute of Management Consultants USA
- President, Ex Nihilo Management, LLC
- 100% WOSB founded in 2002
- Specializing in IT Governance, Management Consulting and Training
WIPP is a national non-partisan organization advocating on behalf of women entrepreneurs—strengthening their impact on our nation’s public policy, creating economic opportunities, and forging alliances with other business organizations.
WIPP members identified the problem

Looked at 19 multiple award contracts (MACs) across broad industry segments

Data was challenging because we are not in the government, so we thought SBA should take a comprehensive look across all MACs

Worked with Senators Ernst and Gillibrand to introduce legislation to commission a report

Enactment of S. 1038 (Sen. Ernst) bill into law – included in the NDAA

Bill gives SBA 180 days to produce a report on the utilization of small businesses on MACs

180 days will be June 10, 2018
WOMEN SHUT OUT OF US GOVERNMENTS BIGGEST CONTRACTS

- Commissioned by WIPP
- Analysis examines 19 MACs, managed by seven (7) agencies with a total estimated value of over $253 billion
- Across broad industry segments including information technology, human capital and training, and office supplies
THREE QUESTIONS?

01 Are “tracks” reserved for WOSBs similar to other socio-economic groups?

02 To what extent are women-owned firms represented on MACs?

03 Are women winning actual work on these contracts?
OUR FINDINGS

Major Contracts Leave WOSBs Out

Existing Disparities Reinforced, Even Exacerbated, on MACs

With Access, WOSBs Find Work
CONCLUSIONS & RECOMMENDATIONS

- Ensure Parity When Adding Tracks
- Create WOSB GWACs
- Add and Enforce Onboarding Process on Major Contracts
- Report Socio-Economic Status of Contract Holders
THANK YOU

Learn more at www.wipp.org
Download the report at https://bit.ly/2epzDU0