



# **BEST PRACTICES FOR THE WOSB CONTRACTING PROGRAM**

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## 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





# MISSION STATEMENT

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.



# REPORT TIMELINE

- 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

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Major Contracts Leave  
WOSBs Out

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Existing Disparities  
Reinforced, Even  
Exacerbated, on MACs

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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](http://www.wipp.org)  
Download the report at <https://bit.ly/2epzDU0>

