

Ohio

Procurement Technical
Assistance Center

South
West
Central
Ohio
Procurement
Technical
Assistance
Centers

Welcome to TKO:
Training, Knowledge &
Opportunities





Please set Your Electronic Devices on Vibrate



Introductions

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Your Resource to Winning Government Contracts

Southwest Central Ohio PTAC

HOME

SERVICES

GETTING STARTED

EVENTS

PTACCONNECT

CONTACT US

Win Government Business

One solid piece of government work could mean the difference between modest and extraordinary growth for your company. The challenge is having the time and expertise to effectively sell to government agencies. That's where the services of SWCO PTAC can help you.

SWCO PTAC has the specialized knowledge to assist you in aggressively pursuing government business. Our professionals train you to find the opportunities best suited for your company and enable you to win contracts.

Want to know more?

**We can help you decide if government contracting is
right for you.**

Call us! 937-253-0038

Find Qualified Small Businesses

Selecting a qualified vendor for your next project can be a challenge. You want to find suppliers that deliver exceptional goods and services at the right price and on time. Of the dozens of companies that apply for the job,

PTAC HISTORY

**PTAC's
Mission:
Teach
companies
how to
sell to the
government**

The Procurement Technical Assistance Cooperative Agreement Program was initiated in 1985 by Defense Logistics Agency (DLA) to increase competition in the private sector for products and services sold to the Department of Defense.



PTAC is FREE



- **Department of Defense (DLA)**
- **Ohio Dept of Development (ODOD)**
- **Edison Materials Technology Center (EMTEC)**



PTAC's Services

- One on one counseling
- Review your registrations & discuss your government sales strategy.
- Help with your government specific marketing materials.
- Post-award Assistance
- Procurement history reports
- Military specifications (Mil-Specs)
- Federal acquisition Regulations (FAR) help:
<http://farsite.hill.af.mil/vffara.htm>
- Free Daily Bid Match
- Answers to your questions!

FINDING OPPORTUNITIES

What Does The Government Buy?



The US Government is the Largest Customer in the World!



FEDERAL PURCHASES

- **Supplies and equipment**
- **Services**
- **Agriculture, communications,
utilities, finance & admin**
- **Construction**
- **Wholesale / retail**

WHY GOVERNMENT?

- **Expand market share and increase profits**
- **The federal government is a multi-billion dollar procurer (\$500 Billion)**
- **The State of Ohio is a large buyer of goods and services**
- **Cities, counties and universities are buyers of goods and services**
- **Only a small percentage of U.S. businesses are competing**
- **Government is encouraging small business competition**

FEDERAL OPPORTUNITIES

**No one else will give
you this kind of
Market Data...
And all in one spot!!**

The first place you should look:

www.fbo.gov

- See everything the federal gov't is buying over \$25,000.
- Review Awards to find subcontracting opportunities.
- Pay attention to Pre-Solicitations so you are prepared when the full solicitation comes out.
- Gather names & contact info for contracting officers.
- Look for "Interested Vendors" - they make good teaming partners and subcontractors.

Home

General Info

News

Opportunities

Agencies

Privacy

Welcome
mark

<http://www.fbo.gov>

and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

Find Opportunities

NO REGISTRATION REQUIRED

[Advanced Search](#) ▶ [View By Agency](#) ▶

QUICK SEARCH

[Advanced Search](#)



RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)

[SEARCH RECOVERY AWARDS](#)

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password](#)

[Reminder](#)

FBO BID MODULE

LAUNCHED

This new feature allows for the electronic submission and review of vendor responses to a notice. For more details, please review the updated user guides below.

USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency](#)

FEDERAL OPPORTUNITIES

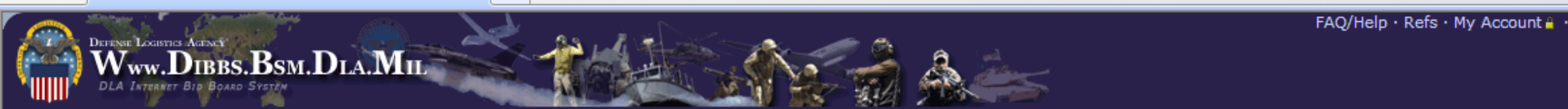
DIBBS

DLA-BSM Internet Bid Board System

- Especially good for manufacturers and commodity distributors.
- Find opportunities for all 3 DLA centers:
Aviation, Land/Maritime, & Troop Support
- Free training available from Land/Maritime:

- 2-day TKO Training
- 3990 E Broad St, Columbus, OH
- Register: <http://www.dscc.dla.mil/News/events/tko/>

**Search DIBBS
for opportunities
with DLA:
[https://www.dibbs.
bsm.dla.mil/](https://www.dibbs.bsm.dla.mil/)**



Notice: Please read notices posted on the [Notices page](#).

[42] 02/11/2

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



<p>Help</p> <ul style="list-style-type: none">Help<ul style="list-style-type: none">Frequently Asked Questions ~ FAQDIBBS On-Line Quoting HelpBatch Quoting HelpContact Us	<p>Vendor Registration</p> <ul style="list-style-type: none">Vendor RegistrationRegistration Guidelines
<p>Solicitations</p> <ul style="list-style-type: none">Requests for Quotation (RFQ)<ul style="list-style-type: none">Batch QuotingSubmitted Quote SearchingRequests for Proposal (RFP) / Invitation For Bid (IFB)Other DLA Opportunities	<p>Awards</p> <ul style="list-style-type: none">AwardsOther DLA AwardsSubsistence Blanket Purchase Agreements (BPAs)
<p>References</p> <ul style="list-style-type: none">Global SearchFederal Stock Classes (FSC) managed by DLAMaster Solicitation DocumentsRegulation Extracts used for DIBBS quotingVirtual LibraryAutomated Best Value System (ABVS)Supplier Requirements Visibility Application (SRVA)	<p>Technical Data</p> <ul style="list-style-type: none">DLA Collaboration Folders (cFolders)DLA PackagingDoD Specifications and StandardsMilitary Engineering Data Asset Locator System
<p>Notices</p> <p>Notice to DSCP Suppliers of Clothing and Textiles - Compliance Concerning 11/17/2008 10:52:51 AM</p>	

FEDERAL FORECASTS

The value of seeing the future...



- Find the program manager long before the solicitation comes out.
- Start building a comfort level with the program manager & the contracting officer.
- Get familiar with the players.
- Find out where to spend your time.
- Forecasts may serve as a very effective map for the growth of your business!

FORECASTS

Where to look...



www.google.com/unclesam

- Search Federal Agency websites to find the **Office of Small and Disadvantaged Business Utilization Offices: OSDBU Office**

DLA FORECAST LINK Available on DIBBS

Solicitations

- [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- [Requests for Proposal \(RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

Awards

- [Awards](#)
- [Other DLA Awards](#)
- [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

References

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

Technical Data

- [DLA Collaboration Folders \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)

Notices

New Lumber Industry Day	10/04/2010 07:26:54 AM
TRAINING FOR SERVICE DISABLED VETERAN OWNED SMALL BUSINESS (SDVOSB) MANUFACTURERS	09/07/2010 11:24:21 AM
Medical Supplies for Overseas Shipment	05/06/2010 11:41:52 AM
Contract Data Requirements List (CDRL) Website	10/01/2009 11:29:37 AM



FEDERAL FORECASTS



U.S. AIR FORCE
SMALL BUSINESS
BEYOND GOALS

Air Force Procurement Forecast:
<http://www.selltoairforce.org>

FOR GOVERNMENT LEADERSHIP

FOR INDUSTRY

FOR THE ACQUISITION COMMUNITY

FOR MEDIA

Home

About Air Force Small Business

Doing Business with the Air Force

Small Business Programs

Support Programs

Air Force Small Business in the News

Outreach Events

Contact Us

BEYOND GOALS

"Beyond Goals" is a strategy to bring the innovation, agility and efficiency of small businesses to the mission of the Air Force to fly, fight and win ... in air, space and cyberspace.

Beyond Goals pushes past percentages to ensure the Warfighter's access to a comprehensive set of capabilities in support of Air Force priorities.

LEARN MORE ABOUT AIR FORCE SMALL BUSINESS

Locate a Small Business Specialist

Use the Air Force Office of Small Business Programs Locator to find the right Small Business Specialist for your opportunity.

CLICK TO START SEARCH

Contract Opportunities

Search the Long Range Acquisition Estimate (LRAE) database to identify upcoming procurements from the U.S. Air Force.

CLICK TO START SEARCH

SPOTLIGHT

Pikes Peak 2009 Small Business Outreach Briefing Materials Available!

CLICK FOR MORE INFO

NEWS

May 14, 2009
State focuses on small business

April 29, 2009
Vendors get the government low-down

April 8, 2009
AF officials spread word about innovation

Outreach Events

June 2009

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Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.



DEMONSTRATION VIDEOS

Watch demonstration videos designed to familiarize you with the features and functionality of the new FBO.

From the Home Page of www.fbo.gov

ADDITIONAL RESOURCES

- [FAQs](#)
- [Federal Service Desk](#)
- [Recovery.gov](#)
- [Whitehouse.gov/recovery/](#)
- [Business Partner Network \(BPN\)](#)
- [Central Contractor Registration \(CCR\)](#)
- [Online Reqs & Cert Application \(ORCA\)](#)
- [Federal Agency Business Forecasts](#)
- [Federal Assets Sales](#)
- [Federal Grants](#)
- [USA.gov](#)
- [Minority Business Development Agency](#)
- [SUB - Net \(Subcontracting Opportunities\)](#)
- [IAE](#)



Agency Recurring Procurement Forecasts:

HOME PAGE

SMALL BUSINESS INFORMATION

BUSINESS OPPORTUNITIES

PROCUREMENT FORECAST



FY 2010 Forecast of Contracting Opportunities

	Product/Services	NAICS	Procurement Method	Estimated Dollar Range	Target Solicitation Date	Target Award Date	Geographic Location	Incumbent	Point of Contact
DEA	Dialog/Dialog Data Star	519120	SOLE	\$100,000 to \$250,000	Dec-09	Mar-10	Arlington, VA	N/A	Rosemary Russo 202-307-8936 Stacey Strayer 202-307-7709
DEA	Supply- Armored Vehicle Procurement	561613	TBD	\$5,000,000	Feb-10	Apr-10	Overseas	Square One	Thomas Cernac 202-307-7797
DEA	Administrative Services	561110	8a	\$250,000 to \$500,000	Jul-10	Sep-10	Arlington, VA	Alon, Inc.	Janet Gates 202-307-7886
DEA	Copier Maintenance Agreement	811212	TBD	\$250,000 to \$500,000	Feb-10	May-10	Arlington, VA	TBD	Mike Sedgwick 202-353-9652
DEA	Fabricate & Install Taxi Way Gate	238290	TBD	\$100,000 to \$250,000	Nov-09	Dec-09	Ft Worth, TX	N/A	Linda Ray 817-837-2087
DEA	Linguist Services	541930	TBD	\$5,000,000 to \$10,000,000	Nov-09	May-10	Dallas, TX	SOS Int'l Ltd	Justice Parker 202-307-4221
DEA	Information Technology (IT) support services to include Firebird deployment, training and provisioning	541511	GSA	\$10,000,000 to \$50,000,000	Jul-10	Oct-10	Arlington, VA	GWA- Datatrac	Charlene Thompson 202-353-9626

STRATEGIC PLANS

**Can't find a forecast?
Look for an agency's Strategic Plan**

Two good examples are...



ATF Strategic Plan:

http://www.atf.gov/pub/gen_pub/strategicplan/2004-2009stratplan/index.htm



FBI's Strategic Plan:

<http://www.fbi.gov/filelink.html?file=/publications/strategicplan/strategicplanfull.pdf>

FEDERAL OPPORTUNITIES

What other tools are out there?

Alternative Bid Boards

FBI's Solicitations Mailing List Application:

<http://www.fbi.gov/business/maillist.htm>

Dept of Energy Acquisition Opportunities:

<http://www.pr.doe.gov/>

US Courts Procurement Opportunities:

<http://www.uscourts.gov/procurement/procureindex.htm>

Dept of Interior's National Business Center Opportunities

Board: <http://ideasec.nbc.gov/j2ee/login.jsp>

US Army Contracting Opportunities Search:

<https://acquisition.army.mil/asfi/>



FEDERAL OPPORTUNITIES

□ Agency-specific Subcontracting Opportunities Directories



USDA Subcontracting Opportunities Directory:

<http://www.da.usda.gov/smallbus/2008SubcontractingDirectory.pdf>

- **Agency Info** – the more you know about an agency’s mission, the better prepared you are to offer something they will purchase. Plus, it shows that you do your homework!

EPA www.epa.gov/oam/ptod/activeindex.htm

WPAFB Tenants List:

<http://www.wpafb.af.mil/units/> Current Contracts:

FEDERAL OPPORTUNITIES



Information on Grant Opportunities

Bureau of Justice Grant Opportunities:

<http://www.ojp.usdoj.gov/BJA/funding/current-opp.html>

“Doing Business With” Guides

US Dept of Justice “Doing Business With” Guide:

<http://www.usdoj.gov/07business/index.html>

What about Manufacturers?

- If you are a manufacturer of parts/ a machine shop, your biggest potential buyer is the Defense Logistics Agency (DLA), and they have a Capabilities Statement Survey, it:
 - Mirrors a capabilities statement, with much more detail
 - Has been in existence for approximately 18 months
 - Is currently only used by the DLA Land and Maritime (in Columbus, Ohio)
 - For a blank template and a sample, go to:
<http://www.dscc.dla.mil/Offices/smbusiness/index.html>
Scroll to the bottom of the page for both documents!

Let prime contractors know they can talk to you!

➤ For the Defense Industry (primes and subcontractors):

- If you sell:
 - Goods
 - Software
 - Data
- And are:
 - Funded by the military
 - Sell the above for military use
 - Adapt the above for military use



You should be ITAR Registered (International Traffic in Arms Regulations), and you should let others know that you are!

Federal Women-Owned Small Business Set-Aside Program



Federal Government Small Business Set-aside Program

FAR Part 19.501:

The purpose of small business set-asides is to award certain acquisitions exclusively to small business concerns. A “set-aside” for small business is the reserving of an acquisition exclusively for participation by small business concerns. A small business set-aside may be open to all small businesses. A small business set-aside of a single acquisition or a class of acquisitions may be total or partial.

On-line Federal Acquisition Regulation Site:
<http://farsite.hill.af.mil/vffara.htm>

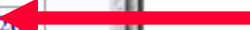


A quick reference of the
FAR Parts:

Current to **NEW** Fac 2005-47,
Effective 13 Dec 2010



FAR PART 19
Small Business
Set Aside Rules
Including
FAR Part 19.15,
WOSB Program



FAR Parts (xx)

[Foreword](#)

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SAR	HUDAR	IAAR	JAR	
AR	USSOCOM	USTC	VAAR	

[bmaster](#)
ec 2010

FEDERAL PROGRAM

FAR Subpart 19.15 Women-Owned Small Business Program 19.1500 General

- (a)** Section 8(m) of the Small Business Act ([15 U.S.C. 637](#)(m)) created the Women-Owned Small Business - (**WOSB Program**).
- (b)** The purpose of the **WOSB Program** is to ensure women-owned small business concerns have an equal opportunity to participate in Federal contracting and to assist agencies in achieving their **WOSB** participation goals (**see 13 part CFR 127**).

FEDERAL PROGRAM

WOSB Contracting Details:

- **Eligible Industry Codes:** There are over **300 6-digit** North American Industry Classification Systems (**NAICS**) codes that are eligible for Federal contracting under the WOSB program. These fall under **83 code categories.**

FEDERAL PROGRAM

Contracting officers may set aside a requirement for WOSB's if:

- The NAICS code is in an industry in which SBA has designated that the WOSB's are substantially underrepresented.
- The contracting officer has a reasonable expectation that two or more WOSBs will submit offers.
- The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
- The contracting officer believes the contract can be awarded at a fair and reasonable price.

FEDERAL PROGRAM

Contracting officers may set aside a requirement for EDWOSBs if:

- The NAICS code is in an industry in which the SBA has designated that WOSBs are underrepresented.
- The contracting officer has a reasonable expectation that two or more EDWOSBs will submit offers.
- The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
- In the estimation of the contracting officer, the contract can be awarded at a fair and reasonable price.

FEDERAL PROGRAM

Getting certified for federal government work as a Woman-Owned Small Business:

- **Is only necessary, if you are WOSB or EDWOSB under the designated NAICS Codes.**
- **Self-certification involves completing forms and uploading required documents into an on-line repository.**
- **Third party certifications are not yet approved!**

Contracting

Getting Started

Working with the Government

> Small Business Certifications & Audiences

- HUBZone Certification
- 8(a) Business Development
- Small Business Certification

Women-Owned Small Business Federal Contract Program

- Veteran & Service-Disabled Veteran Owned
- Native Americans
- Alaskan Owned Corporations
- Native Hawaiian Owned Corporations
- Small Business Innovation Research
- Contracting Support
- Contracting Rulebook
- Service Contract Inventory

Contracting Opportunities

For Contracting Officials

Women-Owned Small Business Federal Contract Program

Latest News Release: February 1, 2011 – SBA Expands Access to Federal Contracting Opportunities for Women-Owned Small Businesses

Memo from the Administrator

On October 7, 2010, the U.S. Small Business Administration published a final rule **effective February 4, 2011**, aimed at expanding federal contracting opportunities for women-owned small businesses (WOSBs). The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to **set aside certain federal contracts** for eligible:

- Women-owned small businesses (WOSBs) or
- Economically disadvantaged women-owned small businesses (EDWOSBs)

WOSB Program Information

WOSB Program Fact Sheet
WOSB Program Frequently Asked Questions or FAQs
WOSB Program Applicable NAICS Codes
Compliance Guide for the WOSB Program
Contracting Officer's Guide for the WOSB Program

Eligibility Requirements

To be eligible, a firm must be at least 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The

SBADirect

The answers you need start here.

My Interests:

- Getting Started
- Contracting Opportunities
- Types of Contractors
- Contracting Officials

Your Business ZIP Code

Go

*Join the
Community!*

Most Visited Articles In:
Contracting

Eligibility Requirements

To be eligible, a firm must be at least 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The firm must be "small" in its primary industry in accordance with SBA's size standards for that industry. In order for a WOSB to be deemed "economically disadvantaged," its owners must demonstrate economic disadvantage in accordance with the requirements set forth in the final rule.

WOSB Program Certification

There are two ways to certify for the WOSB program:

- Self certification with supporting documents, or
- Third Party Certification with supporting documents

Getting Started

For a quick overview of the WOSB Program and what businesses need to do to participate, click [here](#) to view a short presentation. For detailed information about the WOSB Program, see the "WOSB Program Information" section.

5 Steps to participate in the WOSB program:

1. Read the WOSB Federal Contract program regulations in the Federal Register and the WOSB Compliance Guide.
2. Register in Central Contractor Registration (CCR) as WOSB or EDWOSB.*
3. Log onto SBA's General Login System (GLS). *Obtain an account now if you don't already have one
4. Go to the WOSB program repository (through GLS) and upload / categorize all required documents.
5. Represent your status in Online Representations and Certifications Application (ORCA).*

*The CCR and ORCA system updates to accommodate the new business types are currently in process by the General Services Administration. These updates are expected

Most Visited Articles In:

Contracting

- Getting a D-U-N-S Number
- Identifying Industry Codes
- Contracting of Manufacturing
- Size Protests, Size Determinations, and Appeals

Relevant Media In:

Contracting

- Strategies for Growth: Federal Contracting
- SBA: The Recovery Act and Government Contracting

SBA Success Story

Vertical Horizons One, Inc.

Daily Reporter 03/10/06. After serving nearly 20 years in the military, David Tibbs established Vertical Horizons One, Inc. in 2001 to perform...

To access the WOSB Repository:

1. Click on the General Login System (GLS)
2. Click on Request SBA User ID on right side
3. Once USER ID is set up, log into GLS system. Click on WOSB Repository Link.
4. The Repository **Does Not** have instructions. Click on the Compliance Guide for list of documents to upload to Repository (pgs 13 – 15)



Search Federal, State & Local Search

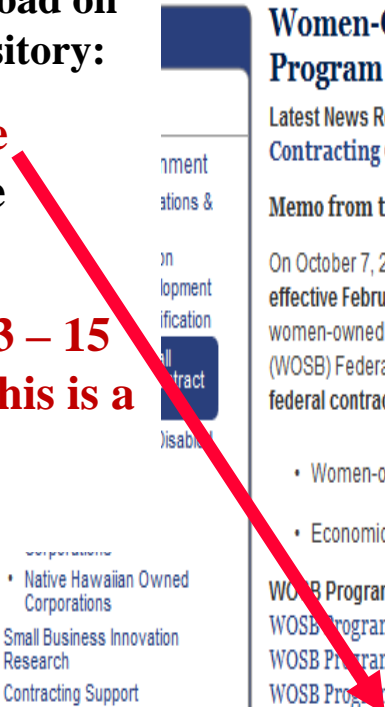
About SBA | Contact SBA | Community

- Doing a Business
- Loans & Grants
- Contracting**
- Counseling & Training
- SBA Direct
- For Lenders

Working with the Government > Small Business Certifications & Audiences > Women-Owned Small Business Federal Contract Program

For Instructions & List of Documents to upload on the WOSB Repository:

- 1. Click on the Compliance Guide**
- 2. Go to pgs 13 – 15 (**Note – This is a 60 pg PDF document)**



Women-Owned Small Business Federal Contract Program

Latest News Release: February 1, 2011 – SBA Expands Access to Federal Contracting Opportunities for Women-Owned Small Businesses

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- WOSB Program Information**
- WOSB Program Fact Sheet
 - WOSB Program Frequently Asked Questions or FAQs
 - WOSB Program Applicable NAICS Codes
 - Compliance Guide for the WOSB Program
 - Contracting Officer's Guide for the WOSB Program

SBADirect

The answers you need start here.

My Interests:

- Getting Started
- Contracting Opportunities
- Types of Contractors
- Contracting Officials

Your Business ZIP Code

Join the Community!

For the WOSB & EDWOSB Certification Forms:

1. **WOSB Certification Form - Click on WOSB OMB Approved Form**
2. **EDWOSB Certification Form - Click on EDWOSB OMB Approved**

WOSB Program Repository

To access the WOSB Program Repository, users must first login to SBA's [General Login System](#) (GLS). If you do not have an account:

- Log onto SBA's [General Login System](#) (GLS)
- Click on "Instructions for GLS" for information on how to request an account
- Go to "Request SBA User ID" to create an account

Once you are in GLS, click the "Access" button at the top of the screen. Then select "Women-Owned Small Business Program Repository" and press submit. You should then be able to access the repository. Once you are in the repository, you can click the "Help" button at the top of the screen for instructions on how to use the repository.

A complete list of required documents to upload to the Repository can be found in the [Compliance Guide for the WOSB Program](#). All eligible WOSBs and EDWOSBs who would like to participate in this program **must complete and sign the WOSB or EDWOSB certification form below and upload it into the repository.

[WOSB OMB Approved Form 3245-0374](#)

[EDWOSB OMB Approved Form 3245-0374](#)

WOSB Program Third-Party Certification

If a WOSB chooses to obtain third-party certification, they may only obtain certification from SBA-approved third-party certifiers. At this time, SBA has not approved any third party certifiers. A list of approved third-party certifiers will be posted on this site after they have been approved.

If you are interested in becoming a SBA-approved third-party certifier, you must complete and submit an application no later than March 1, 2011. Click [here](#) to download the application and submission instructions.

**Please note that this is the first version of the third-party certifier application. SBA welcomes comments and suggestions on how to improve the application and will refine it over time. We plan to open the third-party certifier application process every six months.*

Forms

Small Business Forms

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- IRS Forms
- **Miscellaneous Forms**
- OSHA Forms
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- HUBZone

Resource Partner Forms

Lending Forms

Federal Forms

Women Owned Small Business (WOSB) Program Certification

All small businesses that are interested in submitting an offer on a solicitation that has been set aside for WOSBs under the WOSB Program must complete this certification prior to submitting the offer. This includes checking all of the boxes and having an authorized officer of the WOSB sign and date the certification. Once the certification is complete, you must upload it to the WOSB Program Repository (go to www.sba.gov/wosb) along with all other required documents.

SBA Form No.: 2413

Version #: 10-10

Expiration Date: Fri, 01/31/2014

OMB Approved: OMB Approved

OMB No.: 3245-0374

Attachments:

[SBA Form 2413](#)



Was this article helpful? YES NO



WOSB Certification Form:

1. Click on **SBA Form 2413**

Aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns.





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Women Owned Small Business (WOSB) Program Certification - EDWOSBs

All EDWOSBs that are interested in submitting an offer on a solicitation that has been set aside for WOSBs or EDWOSBs under the WOSB Program must complete this certification prior to submitting the offer. This includes checking all of the boxes and having an authorized officer of the EDWOSB sign and date the certification. Once the certification is complete, you must upload it to the WOSB Program Repository (go to www.sba.gov/wosb) along with all other required documents.

SBA Form No.: 2414

Version #: 10-10

Expiration Date: Fri, 01/31/2014

OMB Approved: OMB Approved

OMB No.: 3245-0374

Attachments:

[SBA Form 2414](#)

EDWOSB Certification Form:

1. Click on **SBA Form 2414**



Was this article helpful? YES NO

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Third-Party Certification (Not Yet Approved!)

A third party certifier is a national certifying entity **approved** by the Administrator that may engage in the certification process for the WOSB Program.

At this time, no third party certifiers have been approved by the SBA. The SBA is currently in the process of reviewing applications for third party certifiers.

WOSB Program Third-Party Certification

If a WOSB chooses to obtain third-party certification, they may only obtain certification from SBA-approved third-party certifiers. At this time, SBA has not approved any third party certifiers. A list of approved third-party certifiers will be posted on this site after they have been approved.

If you are interested in becoming a SBA-approved third-party certifier, you must complete and submit an application no later than March 1, 2011. Click [here](#) to download the application and submission instructions.

**Please note that this is the first version of the third-party certifier application. SBA welcomes comments and suggestions on how to improve the application and will refine it over time. We plan to open the third-party certifier application process every six months. Please email your comments to SBA's Office of Contract Assistance [✉](#).*

Questions about the WOSB Program?

SBA Answer Desk

1-800-U-ASK-SBA (1-800-827-5722)

Answer Desk TTY: (704) 344-6640

[Spanish]

Email: wosb@sba.gov [✉](#).

In addition to our website and the SBA Answer Desk, there are a number of resources available to help answer questions about the WOSB program:

Visit a local resource:

Small Business District Offices

Find your local office at: <http://www.sba.gov/about-offices-list/2>

Women's Business Centers

Find your local center at: <http://www.sba.gov/content/womens-business-centers>

Small Business Development Centers

Find your local center at: <http://www.asbdc-us.org/> [↗](#)

Procurement Technical Assistance Centers

Find your local center at: <http://www.aptac-us.org/new/> [↗](#)

WOSB Program Third Party Certification

1. **The SBA Has Not Yet Approved Any Third Party Certifiers**



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Examples of Women's Business Enterprise Certifying Organizations

(Not Yet Approved for Federal Government):

- U.S. Women's Chamber of Commerce
- Women's Business Enterprise National Council (**WBENC**)

The US Women's Chamber of Commerce

The **U.S. Women's Chamber of Commerce** began a certification program in 2006 as members asked for a program free from corporate control (where they would not be forced to provide confidential information to their own competitors).

USWCC | National Women's Business Enterprise™ (NWBE) used for U.S. based businesses.

USWCC | International Women's Business Enterprise™

IWBE | used to leverage international opportunities. The **IWBE™** designation certifies that you are women-owned, and shows your international preparedness status. Through the USWCC | **IWBE™** designation, you signify your desire and capabilities to work in global markets.

Website - <http://www.uswcc.org/nwbe-certification/>



The Women's Business Enterprise National Council (WBENC)

The Women's Business Enterprise National Council (WBENC), was founded in 1997, and is the largest third-party certifier of businesses owned controlled, and operated by women in the United States. WBENC, a national 501(c)(3) non-profit, partners with 14 Regional Partner Organizations to provide its national standard of certification to women-owned businesses throughout the country. WBENC is also the nation's leading advocate of women-owned businesses as suppliers to America's corporations.

WBENC's Mission

The Women's Business Enterprise National Council (WBENC) is dedicated to advancing the success of Corporate Members, certified women's business enterprises, and government entities in partnership with its Regional Partner Organizations (RPOs).

Website - <http://www.wbenc.org/>

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Small Business Development Centers

Find your local center at: <http://www.asbdc-us.org/> [✉](#)

Procurement Technical Assistance Centers

Find your local center at: <http://www.aptac-us.org/new/> [✉](#)

Questions about WOSB Program?

1. **Contact the SBA Help Desk**
Ph# - 800.827.5722
2. **Contact Your Local PTAC**
Office - (Find on-line)

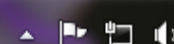
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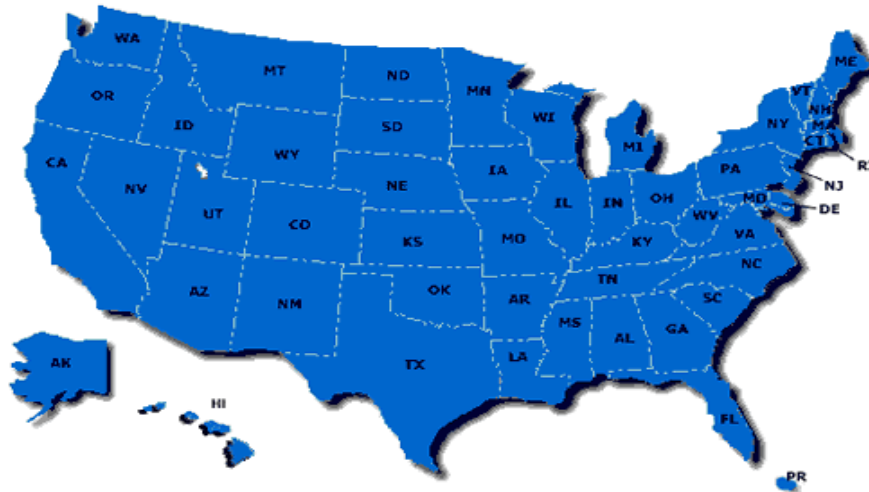
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Finding Your PTAC

Go to:

www.APTAC-US.org

Scroll to the bottom of the page
& click on the map



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**Thank You for Coming
and
Enjoy the Conference!**