The Intersectionality of COVID-19 & the Small Business Community: Hot Topics for Federal Procurement
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COVID-19 Policy and Funding Update
Elizabeth Sullivan
WIPP Advocacy Team
Madison Services Group
What’s Happening In Washington

• House COVID-19 relief bill: H.R. 6800, The HEROES Act
  • Small business program changes
  • Procurement provisions
• Paycheck Protection Program (PPP) loan forgiveness application released
• Virtual Congressional hearings – oversight
• First Report of the Congressional Oversight Commission released
www.WIIPP.org/coronavirus
Online Information

For small businesses impacted by the pandemic

SBA.gov/Coronavirusrelief

For information on SBA’s Paycheck Protection Program

SBA.gov/PaycheckProtection

For information on SBA’s Economic Injury Disaster Loans (EIDL)

SBA.gov/Disaster

Current CDC business guidance on planning for and responding to the Coronavirus pandemic

Coronavirus.gov

For Federal Contractors

Acquisition.gov/Coronavirus
Hot Topics for Federal Procurement
Upcoming Changes to Women-Owned Small Business (WOSB) Federal Contracting Program
Upcoming Certification Changes

• The final rule was published in the Federal Register May 11, 2020. This final rule will fully detail changes to the certification process. Once the changes go into effect:
  • WOSBs may apply through the SBA’s FREE online certification platform or go through an approved third-party entity at a cost. SBA will accept certification from 8(a)s, CVE certified firms and approved third-party certification to demonstrate eligibility.
  • Women-owned small businesses that are not certified for SBA’s WOSB Federal Contract Program may continue to identify as women-owned small businesses in SAM.gov, receive contract awards outside the Program, and these awards can count toward an agency’s goal for awards to WOSBs.
  • SBA is working with SAM.gov to incorporate program participant’s WOSB/EDWOSB certification onto a company’s profile. COs will no longer need to request access to review a firm’s documents.
Timeline Changes

• SBA is updating the WOSB Program timeline as of April 21
  • Due to information technology and staffing resources being reallocated to the Coronavirus pandemic response

• As a result, the following are key dates for SBA stakeholders and small business firms to keep in mind:

  Between Now – July 15
  WOSBs must download their documentation from Certify

  July 15 – October 15
  WOSBs can submit applications for initial processing in the new system

  October 15
  SBA will begin issuing decisions on certification applications

• Note: Self-certification will remain available for firms via certify.sba.gov until October 15.
What is remaining the same?

- 51% ownership requirements
- No minimum time in business
- Manage daily operations
- Managerial experience
- Highest officer position
- Proper NAICS codes
Other Program Changes

• Effective July 15, Individuals certified by the U.S. Department of Veterans Affairs Center for Verification and Evaluation may submit their most recent certification along with documentation showing they are owned and controlled by one or more women to receive WOSB/EDWOSB certification.

• Effective July 15, updated and aligned 8(a) and EDWOSB standards for economic disadvantage
  • The net worth of an individual claiming economic disadvantage must be less than $750,000.
  • The adjusted gross income of the individual, averaged over the three preceding years, must be less than $350,000.
  • The individual’s fair market value of all assets (including primary residence and the value of the individual’s firm) must be less than $6 million.
  • Funds invested in an Individual Retirement Account (IRA) or other official retirement account will not be considered in determining the individual’s net worth.
Expedited Applications and Re-applying

• SBA will expedite an application if a firm is considered an apparent awardee for a contract. Application review will be completed within 15 business days.

• Reconsideration will not exist in the same manner; a firm may reapply once denied in 90 days. Re-applications will have to include a written explanation of why they were denied and how the firm has overcome/corrected the deficiency in their denial, whether issued by SBA or a TPC.
Staying Up to Date on Changes

• For the most current information and resources about the WOSB and EDWOSB certification process, visit sba.gov/wosbready.
  • Firms can contact their local SBA regional and district office, SBA resource partner, or a Procurement Technical Assistance Center (PTAC) with questions.
• SBA’s WOSB website also has the latest FAQ and certification options table for more information.
• SBA will continue to inform firms within Certify.SBA.gov of relevant changes.
What is WOSB Ready?

- WOSB Ready is SBA’s campaign to raise awareness of the upcoming changes to the WOSB Contracting program.
- SBA wants small business owners to consider if they are eligible and ready to compete in the federal marketplace.
- Outreach efforts:
  - SBA will be increasing website content on Doing Business with the Government and resources available to WOSBs.
  - Highlighting success stories of successful WOSB who are program participants and received WOSB set-asides
  - Incorporating more infographics and video to explain the purpose and benefits of the WOSB Federal Contract Program
  - Partnering with ChallengeHer on upcoming virtual events
Contact Us

• For more information and to keep informed of events, go to: www.sba.gov/wosbready.
• For questions on the WOSB program, email wosb@sba.gov.
• For technical questions on the WOSB Program Repository, please email help@certify.sba.gov.
Candace Waterman
Women Impacting Public Policy

Barbara Carson
U.S. Small Business Administration

Courtney Fairchild
Global Services Inc.
Popular Contract Vehicles

- **Best in Class Vehicles (BICs)**

- **GSA OASIS**
  - [https://obamawhitehouse.archives.gov/omb/procurement_multiagency_contract_opps/](https://obamawhitehouse.archives.gov/omb/procurement_multiagency_contract_opps/)

- **GSA Multiple Award Schedule (MAS)**
  - [https://beta.sam.gov/opp/9c6569ce85314504b780b8778abde405/view](https://beta.sam.gov/opp/9c6569ce85314504b780b8778abde405/view)
**Phased Approach GSA Consolidation**

**Develop the New Schedule** COMPLETE
- Create a new solicitation for the single schedule
- Review every term and condition
- Map duplicate Special Item Numbers (SINs) across the current solicitations
- Use Category Management to better organize offerings
- Release new schedule and close existing schedules to new offers

**Mass Modifications** MUST BE COMPLETED BY JULY 2020
- Complete mass mods for all existing contract holders (simply to update terms and conditions)
- Contracts retain current schedule contract number
- Vendors may select SINs that were previously on separate schedules

**Multiple Contract Consolidation** LATE 2020
- Consolidate multiple contracts into a single contract for those contractors

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Government-Wide Acquisition Contracts

- OMB Authority Only to GSA, NIH and NASA - IT Scope
  - NASA: SEWP
    - https://www.sewp.nasa.gov/
  - NIH NITAAC: CIO-SP3, CIO-CS, GSS
    - https://nitaac.nih.gov/
  - GSA: VETS II, ALLIANT2, STARS II
    - https://www.gsa.gov/technology/technology-purchasing-programs/governmentwide-acquisition-contracts-gwacs
COVID Opportunities for WOSBs - GSA

GSA COVID-19 Spending by Small Bus. Type

- $7.9M
- $124K
- $314K

Source: FPDS-NG

*Courtesy of DELTEK
Engaging with WIPP

facebook.com/wippwedecide

linkedin.com/company/women-impacting-public-policy

twitter.com/wippwedecide

WIPP ACE Help Desk:
Membership@wipp.org
Intersectionality of COVID-19 and the Small Business Community

Monday, June 1
2pm ET | 1pm CT | 11am PT
Visit [www.wipp.org/events](http://www.wipp.org/events) to register.
JOIN WIPP!

If you find the information that we deliver to be valuable to your business, we hope you will consider joining WIPP and adding your voice to other women business owners making a difference in the small business community.

www.wipp.org/JoinWipp